

The TALKING MACHINE WORLD

AND
NOVELTY
NEWS

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



THOMAS A. EDISON

Who will be the Honored Guest at the Banquet of Edison Job-
bers to be held at the Waldorf Astoria next month.

Bulletin No. 5.

WHISTLIN'

REGIMENTAL BAND OF THE REPUBLIC.

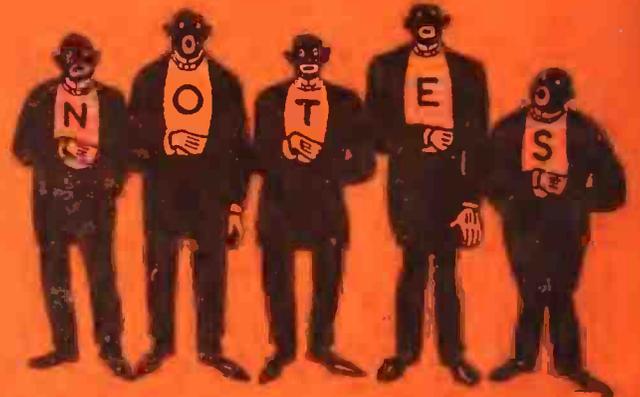
031356. 'TIL WE MEET AGAIN. Waltz. (Auf Wiedersehn.) Reminiscent of the Vienna Waltzes. A most excellent band record. The counter melody by the tenor, trombone and baritone is clear and distinct. Played slowly for dancing.
031357. KEEP TIME MARCH. One of the most popular summer two-steps. The obligato of orchestra bells in the trio is bright and snappy.

AMERICAN SYMPHONY ORCHESTRA.

031358. OVER THE WAVES WALTZ. (Sobre las Olas.) The celebrated Spanish waltz by Rosa is a great favorite because of its graceful, swinging rhythm, suggestive of the dreamy glide of the summer sea. Special attention is called to the faithful reproduction of the violin tones.

MINSTREL RECORDS.

Have you heard the boys whistlin' "I Kind o' Like to Have You Fussin' 'Round?" It's a happy hit from our Minstrel Record A. In the American Records, the minstrel numbers begin with a snappy overture, which is sung by the company to orchestra accompaniment. This is followed by an interchange of wit, and then a long musical selection. Plenty of laughter and applause fill in the interludes. Remember that the American Records are dark blue in color and bear the trade-mark of an Indian. They are regarded by experts as the most perfect yet produced—smoothness, clearness and volume considered. In addition to this the selections are all so exclusive that they are in no danger of becoming commonplace. See that your new ones are blue ones.



031359 MINSTREL RECORD A.

This is a typical minstrel first part. It opens with a rollicking overture which is sung by the company—of course with orchestra accompaniment. A burst of applause follows and the "Gentlemen, be seated," marks the beginning of a rapid fire of jokes and repartee. "Arthur," says the interlocutor, "what drove you to drink?" "A cab-man drove me to the last one," is the reply. When the fun quiets down, Mr. Murray is introduced and sings that clever, catchy song, "I Kind o' Like to Have You Fussin' 'Round." The company joins in the chorus. Be certain to add this one to your collection.

031360. MINSTREL RECORD B. Record B introduces a song by Arthur Collins called, "Good-Bye, Mr. Greenback," with quartette chorus.

031361. MINSTREL RECORD C. Record C contains "Dixie Dear," sung by Billy Murray with quartette chorus.

These are certainly the most interesting collection of minstrel records that have been produced for any talking machine in many months. We are confident they will prove to be very attractive.

031362 DIXIE DEAR. (Quartette Chorus.)

This is a tuneful, sentimental ballad of the "Nature's dreaming moon's a streaming," sort. The words are sung by the soloist with remarkable distinctness, and the melody is of the "haunting" variety that you find yourself whistlin' unconsciously. The company joins in the chorus with the plaintive refrain, "Dixie, Don't You Hear Me Calling?" It is good for an encore every time.

031363. NEARER MY GOD TO THEE. With organ accompaniment. This favorite hymn needs no introduction. This record by the male quartette is sweet and clear, with all voices harmonized and well balanced.



HARRY TALLY. Orchestra Acc.

031364. ANXIOUS. Another of those popular love songs on the order of "Coax Me" and "Teasing."

HARLAN and STANLEY. Orchestra Acc.

031365. I LONG TO SEE YOU ONCE AGAIN. A touching song of longing for the old farm. The bright June days suggest the shaded porch, the green fields and the daisies.

"For I'm weary of the city's glare,
Its mingled pride and pain,
And gladly now I'd leave them all
To see you once again."

FRANK STANLEY. Orchestra Acc.

031366. BELLE OF THE BALL. By the author of "After the Ball," one of the most promising ballads of the season. Messrs. Chas. K. Harris & Company, the publishers, predict a phenomenal call for this selection. A waltz song of more than ordinary distinction.



CURTI'S MEXICAN ORCHESTRA.

We consider that the following list of selections by this famous orchestra, under the leadership of Carlos Curti, should prove to be unusually attractive. The music is essentially Spanish in its rhythm, and the dances are decidedly characteristic. In several of the numbers is introduced a distinctly Mexican instrument called the "Jairo." This consists of a dry gourd, hollow, the outside of which is made rough by being scarred, and it is played as an accompaniment to the Spanish dances. The effect is similar to our sand dance effect. In playing it the Mexicans use a small steel rod to scrape across the scars on the gourd.

031367. EL AMOR ES LA VIDA. (Love is Life.) Mexican Dance.

031368. LA GOLONDRINA. (The Swallow.) This popular number is known everywhere as the Mexican "Home, Sweet Home." In this record it is played as a cornet duet with full orchestra accompaniment.

031369. EL MATADOR. Spanish two-step. In this selection the Mexican "Jairo" is used.

031370. JOTA, LA GRAN VIA. The Spanish Jota Dance may be regarded as typical of all Spanish music. The movement is peculiar and it is always used for accompanying dancing señoritas.

031371. LAS GOLONDRINAS. A beautiful Castilian waltz.



7 INCH RECORDS.

196. 'TIL WE MEET AGAIN. Waltz. Band.
197. AFRONT ON A FIVE DOLLAR NOTE. Collins and Harlan.
198. HONEY, WON'T YOU LOVE ME LIKE YOU USED TO? Collins and Harlan.
199. HERE IT COMES AGAIN. Arthur Collins.
200. DADDY'S LITTLE GIRL. Byron G. Harlan.
201. BUFFALO RAG. Banjo Solo. Vess L. Ossinan.
209. BELLE OF THE BALL. Frank C. Stanley.
293. THE SAME OLD GIRL. Frank C. Stanley.



AMERICAN RECORD COMPANY,

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



The Talking Machine World

Vol. 2. No. 5.

New York, June 15, 1906.

Price Ten Cents

PLANS TO DISSEMINATE MUSIC.

Two Inventors of Muscatine, Ia., Plan to Outdo Dr. Cahill—Will Furnish Continual Performance for Five Cents a Day.

August Granville, an inventor, and Walter Wolfe, an electrical engineer, of Muscatine, Ia., are the inventors of a system by which music may be disseminated over a territory of any extent for a sum less than five cents per day.

Mr. Granville's invention consists chiefly of an instrument called an ampliphone which can be placed in any house the same as a telephone receiver and when music is desired all that is necessary is to turn on a switch similar to that of an electric light and immediately strains of music will be produced from the horn of the ampliphone.

The music is of the same nature as that which is produced by a phonograph, but by Mr. Granville's system it will be furnished at a cost which is insignificant even compared with the cheapest phonographic machines. The plan at present is to furnish a daily programme showing a continuous entertainment for music lovers during every minute of the year. On this programme there are set pieces every 15 minutes. The intervals between these pieces are filled in with songs, comic speeches and light vaudeville and such encores as may be requested by telephone of the operators in the company's office. The owner of the invention will immediately interest capital in his scheme, and plans are already on foot to install the system extensively all over the country.

If one has company to dinner and desires to dine to the accompaniment of strains of the best compositions and newest songs that are in the city music houses all that is necessary is to call central and ask for a certain selection and turn on the switch. Or make the connection and take whatever comes in the way of music. Selections of all kinds will be furnished from the snappiest ragtime to the heaviest of classical selections, and one may turn on the switch at any selection that is desired, the programme being changed each day.

The inventor makes the claim that for \$1 a month the instruments can be placed in houses at any place along the wires of the company, and for this sum the subscribers may have music at any time they desire it or they may have a continuous concert during every moment in the day and night if they wish.

The ampliphones will be put in at a trifling cost to the company, and the subscriber has no expense except the monthly dues. Several instruments are in operation in Muscatine, and so far they have been highly successful. It remains to be seen whether they will be as successful on a larger scale or not.

SPAIN INCREASES DUTY ON "TALKERS."

A report from Consul-General Ridgely, of Barcelona, to the Bureau of Manufactures, gives the rates of the new Spanish tariff which goes into effect July 1 with duties payable in gold. Among the various specialties enumerated are that of talking machines which hereafter will pay a duty of \$1.93 per kilogram instead of \$1.30 as at present.

ALL-THE-VICTOR-RECORDS-CONCERT.

George M. Pitot, manager for the New Haven house of the M. Steinert & Sons' Co., has taken up the practice of announcing a concert on the 28th of each month, at which the entire list of the Victor records for the ensuing month are played. Announcements are made by mail and through the papers of a free concert and the interest awakened is remarkable.

McGREAL SECURES NEW QUARTERS

For Their Wholesale Business in the Seeman Building—Retail Will be Continued at Old Store—Steady Expansion With This House.

(Special to The Talking Machine World.)

Milwaukee, Wis., June 7, 1906.

McGreal Bros., the prominent jobbers of Edison phonographs and Victor talking machines, records and supplies, have been steadily developing their business for the past few years, so much so that larger wholesale quarters became imperative. In order to meet the demands they have just taken a long time lease of the entire fourth floor of the Seeman Building, 317-319 Milwaukee street, which will be devoted exclusively to the wholesale trade, while the retail branch will be attended to as heretofore from their well-equipped quarters at 173 Third street. This division of interests will enable them to cater, with much greater dispatch, to the calls made upon them.

DEALERS CAN MAKE MONEY.

That Is All Who Desire to do so if They Handle Talking Machines and Work Up Their Territory—An Illuminating Example.

A new York City dealer in talking machines, in commenting on this branch of the trade as a means of livelihood, remarked to the World: "I am surprised at the scarcity of talking machine dealers in the small towns in this and adjoining states. I recently had some business in eastern and northern New York and in New England, and made a point of visiting some towns of from 1,500 to 3,000 inhabitants, and was greatly surprised not to find a single person handling these profitable instruments. There were several men dealing in pianos and music in a small way, who, when I suggested that they look into the talking machine trade, said that they could not afford to carry a stock, and 'any way, the people round here won't pay any such fancy prices for talking machines.'

"When I told them what I was doing in New York, they replied: 'New Yorkers have more money to spend than country people.' I proposed to one man, who had a good place for such a business, that I would stock him up on a partnership basis, and sent for two disc and two cylinder machines and about 200 records suitable for the community. The village had about 2,000 population, with an outlying farming population of as many more.

"I advertised a concert in the local hall and packed it to overflowing, and took occasion, between the changing of records, to tell the audience of the wonderful improvements that had been made in talking machines during the past few years, their scope and cost, and finally that my friend would supply any who cared to purchase on 'easy terms.'

"I stayed a week with him, and when I left, between us we had booked orders for twelve disc and fourteen cylinder machines, and over 200 records, with a big bunch of prospects in view. What we did, any live man in a country village of a thousand or more inhabitants can do, and it only requires the same amount of courage as it takes to make a plunge into cold water to be successful. Of course, it is unwise to put in a big stock on the start, particularly of records, as the demands of the community must be carefully studied. My erstwhile partner is now running the business for himself, and has made a good thing of it."

The Crescent Talking Machine Co., who manufacture the Crescent Tone Modulator, have opened offices at 3749 Cottage Grove avenue, Chicago, Ill. The manager is Frederick Sheppy, formerly with Lyon & Healy.

THE VALUE OF COURTESY.

As Necessary in the Talking Machine Business as Capital—An Illustration to Prove the Point—Worth Noting by the Unobserving.

Courtesy is just as necessary in the talking machine business as capital, for without it the business cannot thrive. A friend of The World and an enthusiastic amateur talking machine man, speaking on this subject the other day said:

"I know by actual experience of a case where discourtesy proved a dealer's Waterloo. In one of our large cities there are situated side by side two talking machine stores. I had dropped in at one of these one afternoon to hear some new records, and was waiting my turn in the hearing room, when an old gentleman entered. He was tall and soldierly looking, with a fine face and masses of wavy white hair. The store at the time was in charge of a lad of eighteen, and there were beside myself several customers waiting to purchase supplies. However, without paying the slightest attention to any of us, the young man proceeded to entertain his friends, four in number, with an elaborate account of a burlesque show he had attended the night before.

"I would like to ask a few questions, please, about the flower horn. I understand that it is superior to all others, and if this is the case, I desire to procure one," said the old gentleman.

"Well, there's one; look at it!" shouted the boy over his shoulder, at the same time pointing a finger at a shelf where a row of horns stood. This accomplished, he went on talking to his friends.

"Will you be kind enough to demonstrate its superiority? I do not care to purchase until I have heard it in competition with other horns."

"Ah, say! old man, where you been? Any guy knows that the flower horn has got all others skinned to death."

"Well, I declare, such rudeness I never heard in all my life before," whispered the old gentleman indignantly to me. "Can you direct me to another store, where their salesmen are not young hyenas?" I volunteered to escort him next door, and he accepted my offer gladly. He purchased an expensive horn there and is one of this firm's best customers to-day.

"Others received the same treatment at the hands of this fresh youth, and left in disgust. Eventually the store changed hands, and there is positively no doubt that the discourtesy such as I have described was responsible for the change."

Moral: Be courteous.

"TALKERS" FOR SUMMER OUTFITS.

Dealers Should Make an Advertising Point of the Value of Talking Machines as Companions in Vacation Time.

A Broadway dealer in talking machines is urging on his customers and friends the advisability of including a talking machine and goodly supply of records in their summer outfits. He impresses upon them the fact that there is nothing that will add more to the pleasure of their evenings than listening to the songs of the great artists or dancing on the grass or in the barn to the strains of their favorite orchestra. His efforts have evidently been crowned with success, if the number of dance and other records contracted for is a criterion. Dealers in talking machines may find the summer trade very profitable if they look for this class of trade. Several orders have been already executed for the equipment of some of the largest as well as small private yachts, some of the orders running up to several hundred dollars.

W. E. McArthur has added a phonograph department to his store in Augusta, Me.

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.

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

Lyon & Healy

Chicago

THE SEASON of the MAJESTIC IS NOW!

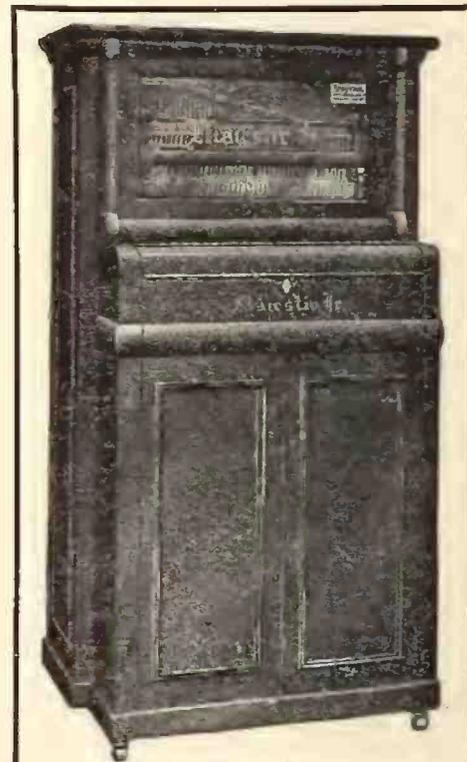
You are looking around for a big seller that will yield a nice profit and keep things moving. Here it is. Pianos in public places often take in \$5.00 to \$10.00 a day.

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

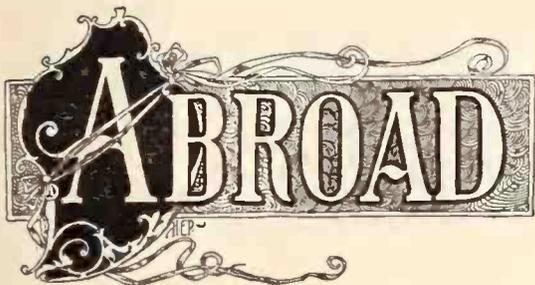
A WONDERFUL MONEY MAKER

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



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: (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.....



(Special to The Talking Machine World.)

London, England, June 5, 1906.

Let me at once congratulate the trade, factors and dealers, in America on having such a fine paper as The Talking Machine World to cater to them. It is one of the best I have come across during my twenty years' connection with the press.

* * * *

The trade in this country just now is most satisfactory. On every hand one hears of remarkable strikes made in the talking machine business during the past three years. One can hardly recognize the vast improvements made. The factors and dealers are just now waking up to the fact that a good business is obtainable both for disc and cylinder machines and records during the summer time, consequently all are very busy just now, and the prospects for the future are bright, rosy and most encouraging. I have recently interviewed the leading firms in London. What struck me mostly was the activity shown in every department of their business. Everywhere signs were clearly shown that the business in England to-day is a vast one. The managing director of the National Phonograph Co., J. H. White, assured me that his firm could not even now fill half the orders on hand. They are doing a splendid business, which is growing daily. From my inquiries the same can be said of the Columbia Co., Gramophone & Typewriter, Limited, Russell Hunting Co., British Zonophone Co., Odeon Co., Edison-Bell, Limited, and the Neophone Co., Limited. All seem well satisfied with their present output, which I am assured is 75 per cent. better than at the same time last year.

* * * *

S. W. Dixon, the popular and energetic manager of the Gramophone & Typewriter, Limited, is now in South Africa opening up new business of his company. I am told he has met with considerable success. He returns to London at the end of June.

* * * *

Regret throughout the whole of England has been freely expressed at W. E. Fisher severing his connection with the Columbia Co. The six years he spent in England must have been very pleasant to him, and at the same time very profitable to the Columbia Co. He was respected, admired and beloved by every factor and dealer in England. May he enjoy better health in his own country is the wish of all. He is succeeded here by Joseph P. Bradt, who has been transferred from the Berlin branch of the Columbia Co.

* * * *

Russell Hunting, one of the greatest experts in recording in the world, is making a bold bid for premier position with the "Sterling" records. To sell 1,000,000 in six months is certainly several steps to that end, and I shall expect his copy to beat all "records" in the near future.

* * * *

The Pathé Freres, Limited, London, have just put on the market some very fine standard records of violin solos. They are having a huge sale in England, and should command success abroad.

* * * *

The largest factors in England, Messrs. J. G. Murdock & Co., Limited, are doing a fine trade just now. When I say that they always carry a stock of 300,000 cylinder records and nearly as many disc records, one cannot wonder at their success.

* * * *

P. Mellerio, who was for some time manager of the Zonophone Co., has been appointed assist-

ant sales manager to the National Phonograph Co. He is one of the best liked men in the business, and I wish him every success.

* * * *

I notice that the Neophone, Limited, have opened up business in New York. If my friend Cameron does as well in the States as he has done in London his company will have a lot to thank him for. By the way, this company have just introduced a new style of disc record which they claim to be absolutely unparalleled in their perfection. They are called "Neolite," and the 12-inch double-sided sell at 3 shillings each.

* * * *

Since the reduction in Zonophone records—7-inch, 1 shilling, 10-inch, 2 shillings—and the appointment of Mr. Long to the managership of the company, they have been compelled to take much larger premises in City Road. The sales of their records now are stupendous.

* * * *

The American Talking Machine Co., of Putney, London, furnish a remarkable instance of holding a very big stock of records. An order was sent them of 1,436 different numbers, and from stock 1,398 titles were filled.

* * * *

The Edison-Bell Co., of Charing Cross Road, are bringing out a new cylinder 1-shilling record, which they have named "a spun record." The name implies that it is made by "spinning," and a very ingenious process it is, I am told. More anon on this.

* * * *

A very amusing case was recently heard in the High Courts of Justice here and which occupied several columns in our daily press. A private gentleman, living at one of the popular seaside resorts, brought an action against his next-door neighbor to stop him playing a Monarch gramophone in the small hours of the night. The plaintiff and his wife said that all the defendant repeatedly played was "Bedelia," and the wife's nerves became unstrung by it. The judge ordered the offender to be brought into court. This was done to the delight and amusement of a crowded court. The first record put on was one of Caruso's, and his lordship thought it very good indeed. The machine was then taken into the well of the court, and the offending record, "Bedelia," put on, and the court people laughed and applauded it with glee. Eventually the parties came to terms, and the gramophone once more triumphed.

* * * *

The "Advertiser's" Berlin correspondent tells a pretty story which is worth "recording" here. A visitor to Berlin lost his pet dog in the city.

After his return home a friend found what he believed to be the missing dog, so he at once rang up the master on the telephone and applied the receiver to the spaniel's ears. As soon as the spaniel heard "his master's voice" he began to bark joyously, and could hardly be got away.

* * * *

In the House of Commons on April 26 on the vote of £602,700 for salaries and expenses, Colonel Legge moved the reduction of it by £2,000, the sum paid to the Earl of Crewe as Lord President of the Council. The gallant soldier said that "a gramophone could perform at much less cost the duties required of Lord Crewe in the House of Lords. It was stated that Lord Crewe received this £2,000 yearly for answering questions in the Lords, to which Colonel Legge replied, "That the gramophone could do it much better." There's fame and free advertising for you!

* * * *

Signor Caruso, who is appearing at Covent Garden Opera just now, has made some magnificent records for the Gramophone Co. These remarkable records (12-inch) are all with orchestral accompaniment, and are unquestionably the most lifelike and thrilling reproductions of the great tenor's voice ever made: "M'appari tutt' amor" ("Marta," Flotow), "Che gelida manina" ("La Boheme," Puccini), "Spirito gentil" ("La Favorita," Donizetti), "Salut demeure" ("Faust," Gounod), and the following 10-inch records: "Di quella pira" ("Il Trovatore," Verdi). Price £1 each. In acknowledging them, Signor Caruso wrote the Gramophone Co. as follows: "Gentlemen—I am indeed satisfied with my new records. They are magnificent, and I congratulate you on the great improvement you have made in the last year." The sales in England alone are enormous for these records. They are grand and perfect.

* * * *

Two record manufacturing companies have just "gone under." They are the Nicole Disc Co. and the Electric Cylinder Co. Both issued cheap records, and "cutting" killed them.

* * * *

There are signs in England to-day that in the near future the first-class disc machines and records will certainly hold the sway. Every dealer that I have met distinctly asserts that he is doing more in disc making and records to-day than he has ever done since he went into business. This should be "cheery" reading to disc manufacturers. I have always contended this would come about if handled properly.

F. PROCTOR, A. J. I.

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

LOUIS F. GEISSLER'S ADDRESS

At the Recent Convention of the National Piano Dealers' Association in Washington Has Been Widely and Favorably Commented on—Value of the One-Price System.

At the recent convention of the National Piano Dealers' Association, held in Washington, D. C., which was one of the most important and best attended gatherings of the music trade of this country that ever assembled, a very interesting paper was read by Louis F. Geissler, general manager of the Victor Talking Machine Co., Camden, N. J. His remarks made a profound impression, and there can be no question that they were productive of splendid results. His paper was as follows:

LOUIS F. GEISSLER'S PAPER.

Gentlemen:—I have been requested to say something on the relation of the talking machine business to the piano industries. While the compliment paid me by your organization is duly appreciated, a rather embarrassing situation is thrust upon me, because it does not seem possible for one to say anything on the talking machine business to you gentlemen without being compelled to season it so highly with a positive atmosphere of advertisement of the talking machine industry as to be in very poor taste and objectionable.

It has been my privilege to view the music, piano and talking machine business from a great number of viewpoints, and the strongest impression that has been left on my mind (and I think it would be indorsed by such piano houses as have had experience somewhat similar to mine) is the gratitude that the piano and allied musical and talking machine manufacturers and dealers should feel toward the fates that brought the talking machine as a musical instrument into existence. It has been a creator of new business, a producer of profits to all those who have appreciated the commercial value of the article and given it the attention which its merits deserve, such as no other one article invented in recent years has been in our music trade. Its connection is more closely allied with the capital and profits which actuate the piano industry, it is my opinion, than it is to the piano itself, and in this way does the talking machine best illustrate its relation to the piano industries.

It is the honor and pleasure of some of the talking machine companies to be connected with the largest piano, small goods and sheet music houses in the United States. Of late, quite a number of exclusive piano houses have seen fit to add an exclusive talking machine department, thereby indorsing the views of talking machine makers that such an act will prove helpful and not harmful to their piano sales.

The question that is uppermost in the minds of piano merchants not dealing in our line naturally is, "Is it a good or a bad thing for us to take hold of or for others to sell?" Our answer and opinion, based upon an observation of its workings throughout the United States, is decidedly in favor of the talking machine; we have had no concern which has gone into it report to us that it has exercised any influence against piano sales; we have had dozens of concerns report an enormous increase of visitors to their stores since its addition.

Let each man think for himself—would he do without his piano on account of the talking machine? Would he refrain from buying one on account of the talking machine? If his children came to him and showed a preference for the talking machine, would he not absolutely coerce them into the purchase of a piano for the sake of a really fundamental musical education before he would buy his talking machine?

Do children really practice at their piano in one case in five hundred of their own volition? The labor is pressed upon them by their elders who know better. However, is it not a fact that the talking machine, and notably the Victor, with its higher aims at musical—operatic and classical—record production, educates and familiarizes these students with desirable music and selections more in three months of posses-

sion than they would, in all probability, acquire in five years of piano practice?

However all this may be, the talking machine industry has arrived at that stage of strength and rapidly increasing growth that it can no longer be ignored as it was in its infancy by the piano houses. Speaking for my own company, I would state that we are more than desirous of marketing our goods through the medium of the music trades. It has been the persistent policy of such splendid merchants and broad-minded men as our president, Mr. Johnson, and vice-president, Mr. Douglass, since the inception of the company, and the piano trades must not let these opportunities go into the hands of other lines of trade or exclusive talking machine houses, unless they wish to give over to them a constantly growing department.

It has occurred to me, and has been the subject of a few talks with piano dealers and trade paper publishers when at our office, that piano manufacturers and dealers, without reference to whether they wish to handle talking machines or not, should make a study of the methods as practiced by some of the manufacturers of talking machines. For the first time in the history of the trade it has been proven conclusively, and adjudicated favorably in the courts of the country, that a one-price system can be maintained; that arbitrary prices placed upon wares covered by a patent was feasible and legal; that a manufacturer making pianos in Boston may establish a line of prices on his various styles, in consequence of patent rights, that would place his business throughout the country in as stable a condition as is our own; that he may even go further, and properly establish one price for the Eastern States and another for the Middle West, and a third for his Pacific Coast representatives, prices advancing as necessitated by freight rates or increased selling expenses. Our experience proves to our satisfaction that the merchants throughout the country would hail with joy the application of talking machine principles and methods to their piano departments. It is truly interesting, sometimes amusing and always instructive, to go into a large music house where, perhaps, a piano department is run without a one-price system, then to slip down into the sheet music department, provided there is some cut-rate work going on in that city in the music houses, or perhaps in the department stores, and note the somewhat chaotic condition of the minds of the salesmen, and then to pass into the talking machine department, where everything is comparative serenity. To offer a price or a condition other than that authorized by the factory is useless—would not be submitted for consideration to the management; a five-dollar-a-week clerk, if he knows his stock of records and is courteous, is frequently trusted with a \$200 customer, and can make the sale with the same authority as the manager, and, strange to say, dickering and bickering on the part of customers is noticeable by its absence in that department. It is for this condition of affairs injected into the music business by the talking machine department, and which condition we all know was generally absent in the music trade until of recent years, that the piano trade, as before stated, would be under, we might say, obligations to the talking machine people were they to study up the talking machine situation and inculcate some of their merchandizing methods with the dealers. We venture to predict that an improvement and expansion almost inconceivable will continue in the talking machine world; that more beautiful, more extensive and higher priced styles are to come, assuring larger sales, more profitable and easier selling goods for those who can afford to pay for them. The great strides being made in the perfection of sound-recording and class of records, with the bringing together of the world's great artists in concerted work, such as our company has done recently in the voices of Earnes, Sembrich, Caruso, Scotti, Plancon and other artists, will force further the talking machine into the homes of the wealthiest and most artistic, and is also an assurance of the future growth and permanency of the talking machine industry.

That the piano will likewise precede the talking machine into the homes of the people, and continue to be its necessary and one of its earliest acquired pieces of furniture, we firmly believe, but the piano trade should realize that the situation and relation of the talking machine to the piano trade is of utmost importance and worthy of their serious and favorable consideration if they would maintain their reputation for enterprise and far-sightedness.

In conclusion, I would state that a visit of inspection from all of the piano trade to the talking machine factories, I know, would be welcomed by them. In no other way can so good an impression of the extent, development, dignity and systematic production and organization of the talking machine business be had, and on behalf of my company, I will extend most heartily a cordial invitation to you all to call.

MUSICAL ECHO CO.'S NEW QUARTERS.

Will Move July 1st to 1217 Chestnut Street Where They Will Have Handsome Ware-rooms—L. J. Gerson to be Married.

(Special to The Talking Machine World.)

Philadelphia, Pa., June 6, 1906.

The Musical Echo Co., which is now under the able management of Henry D. Marschalk and Louis Jay Gerson, expect to move from their present quarters to 1217 Chestnut street, one block below their present location, which will give them splendid facilities for handling a large wholesale as well as retail business.

It is their intention to give up their present location July 1, at which time they will be in position to open up in their new establishment, which will be one of the handsomest and best equipped talking machine stores in the country. The new establishment is 30 ft. wide and 150 ft. in depth, with a fine basement underneath the entire store. It is the intention to have a series of sound-proof booths along one side of the store, and parallel with these booths will be the auditorium, to be used for concert work as well as a general salesroom. Towards the front, adjoining the window, will be a beautifully finished display room about 25 ft. wide and 50 ft. deep. The rear part, where there is a mezzanine gallery, will be devoted to offices and stock. A front part of the basement, made easily accessible through a wide staircase, will be made into a retail Edison salesroom, and in this room will be kept a retail stock of Edison records, so as to facilitate the handling of customers. The balance of the basement will be devoted to stock and shipping.

An interesting item of news in connection with the Musical Echo Co. is that Mr. Gerson will be married June 16 to Miss Jean Ingelow Macauley. His many friends in the trade will extend to him the heartiest wishes on this important venture on the sea of matrimony.

MRS. EDISON'S GIFT TO MISSION SOCIETY.

(Special to The Talking Machine World.)

Akron, O., June 6, 1906.

Rev. T. L. Ketman gave an interesting review of the work that has been accomplished by the American Baptist Publication Society, at the First Baptist Church, Sunday evening, and incidentally referred to the assistance that had been given by Mrs. Thomas Edison, of Orange, N. J., who is now visiting in Akron. Mrs. Edison presented the association with mammoth phonographs, which have been installed in the mission cars belonging to the society, and six of which are now in commission.

Among recent incorporations is that of Ashtabula Phonograph Co., Ashtabula, O., with a capital of \$10,000, and that of Dixie Music House, Chicago, Ill., capital \$30,000, to manufacture and deal in musical instruments.

A talking machine department has been added by the Pasadena Music Co., Pasadena, Cal., who will handle Columbia and Victor machines and records.



49,000,000 prospective customers

are reached every month by the *Victor* magazine advertising.

Many of these 49,000,000 readers live right in your neighborhood, some of them pass your store frequently, but do they know that you sell those

Victor Talking Machines and Records

which they see advertised in the leading magazines?

It will pay you to tell them, through advertising in your local newspapers, through circular work, window displays, etc.

After we spend hundreds of thousands of dollars to get people interested, you shouldn't lose a single sale just because people don't know where they can hear the *Victor*.

Let them know you handle the *Victor*, invite them to your store to hear it, and you'll soon find out that you are doing more business and making more money.

The dealers who have the most success with the *Victor* are those who do the most liberal advertising.

Victor Talking Machine Company

Camden, N. J.

P. S. Try this plan and see if it doesn't pay you: Place standing monthly orders for the new records with your distributor, and push this feature. (Keeps your customers calling at least monthly—they look for them.) Artistic Monthly Supplements furnished free for this purpose.

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

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

THE MONTH'S HAPPENINGS IN PHILADELPHIA.

Demand for Records Still Unfilled—Phonograph Burglar Alarm Protective Co. Perhaps—Popular Versus Classical Records Discussed—Activity at Victor Plant in Camden—Politician Utilize "Talker" to Good Purpose—Bellak's Sons to Handle Graphophones—Some Early Talking Machine History from David Keen—Manager Goodwin Goes to Providence—Dealers as a Whole Are Optimistic Over Outlook—Are Talking Machines an Annoyance?

(Special to The Talking Machine World.)

Philadelphia, Pa., June 9, 1906.

Local jobbers of talking machines and records almost unanimously report that trade would be far better if they could only get needed discs and records from the manufacturers. "It is old records we want," is the way one jobber put it; "popular airs and songs which made a hit and which went like hot cakes. Yes, there is always a fair demand for new records as they appear, but the buying public want the old ones first."

Trade has fallen off some, as is usual at this time of year. May was a pretty good month, due in part to orders from pleasure park managers and people going to seaside and mountain. In a few cases jobbers have called in their outside salesmen until fall.

Said Manager F. B. Reinick, of the Western Talking Machine Co., 128 South Ninth street: "We ought to have a good summer's business; the only drawback is our inability to get records demanded."

"Business is keeping up very well," reported Manager J. B. Miller, of the Penn Phonograph Co., South Ninth street. "It would be better if we could get back-number records, the demand for which keeps up remarkably well."

Said Manager H. T. Lewis, of the Lewis Talking Machine Co.: "There is a good demand for June record catalogues. We find trade far better than it was several weeks ago."

R. G. Oellers, trustee, 540 Drexel Building, transacted good business the past month in Talko-phone tapering arm machines and outfits. Orders came in mainly by mail, and as prices were under usual figures a good business resulted.

According to William H. Klotz, a musical instrument dealer of Macungie, Pa., a phonograph set off by intruders, recently frightened away burglars who intended to rob his store. Referring to the case a large local jobber said: "Who knows but that we may have a 'Phonograph Burglar Alarm Protective Co.'? The idea is plausible. Equip windows and doors with wires which, when pushed or bent by burglars will set a strong-lunged phonograph going, and I have an idea the ordinary burglar will be glad of a chance to decamp. To enlarge on the idea, let the talking machine be placed before a telephone and automatically connected so that the nearest police station will hear the phonograph yelling 'Stop thief! Police!' Then there would be a chance of capturing the thieves."

The Central Phonograph Co., 251 North Ninth street, owned by L. Futernick & Co., report seasonable business in both Edison and Victor lines.

Walter Eckhardt, manager of the Columbia Graphophone Co.'s wholesale department, visited the branch offices here the past month.

"Classical music records are in limited demand," said a large jobber who has had a num-

ber of years' experience. "I find that people capable of appreciating classical music are rather intolerant of phonograph classics—they want their sonatas and chamber music given forth by pianos and other musical instruments. The average buyer of records wants 'popular' airs and jolly and sentimental songs. With them it is 'skiddoo' to what to them is unintelligible sounds, but which advanced musicians appreciate so well as classical compositions. I question whether talking machines will teach the great masses to appreciate classical pieces; the average person nowadays turns to the talker for recreation and relaxation rather than advanced knowledge of harmony, counterpoint and fugue. 'Wait 'Till the Sun Shines, Nellie,' does them more good than a heavy Bach number; in fact, several of our customers who bought classical records returned them, saying, 'They're broke; no tune to 'em.' So, you see, popular, light, easily understood songs and airs are the records most wanted and where the money is. And it is no reflection whatever on our good common people. They have a right to say what they want and buy it. We can't all be virtuosos—eh?"

A number of jewelers, it is noticed, have added a stock of phonos and records to their regular lines, and it tends to give a higher "tone" to the retail selling end.

Building activity is noticeable in and about the plant of the Victor Talking Machine Co., Camden, N. J. The fifth story addition to the Front street factory will be occupied as the mechanical motor manufactory. Good progress is being made on the new power building on Cooper street, while borers are driving an artesian well at the corner of the two thoroughfares named, the second one sunk by the company. Secretary A. C. Middleton is preparing plans for the new office building which will be erected on Front street, opposite the present main building and adjoining the large factory of the Esterbrook Pen Co. When the laboratory is built on the northwest corner of Cooper and Front streets the Victor folks will occupy three of the four corners—the fourth corner being a part of beautiful Cooper Park.

It turns out that Isaac Seligman, who has property near the Victor Co.'s works, and who has endeavored to prevent the operation of the power plant at night, claiming it annoyed him, asked \$8,000 for his property about a year ago. President Johnson offered him \$6,000, reckoned a very generous price, which Seligman refused. Since then Seligman has evinced a disposition to harass the company. Camden city officials are displeased with him. They realize the Victor Co. have been a benefactor to the city and want the company to have every-reasonable facility to operate its plant freely and fully.

Said Frank Middleton, of the Victor publicity

department: "We ceased night work June 4, having caught up enough with orders to justify that move. Of course, we haven't filled orders, and we are very busy in the packing department; but with one million records on hand we believe we can get along now for a while without running at night. Business on talking machines is very good."

Vice-President Leon F. Douglas was on the sick list the past month, being indisposed and in need of a rest. Mr. Douglas and Mr. Johnson were recent Florida visitors, and had as their guest Mr. Williams, the company's London representative. The three managed to catch two tarpoons while on a fishing trip, but no one knows how the piscatorial spoils were divided.

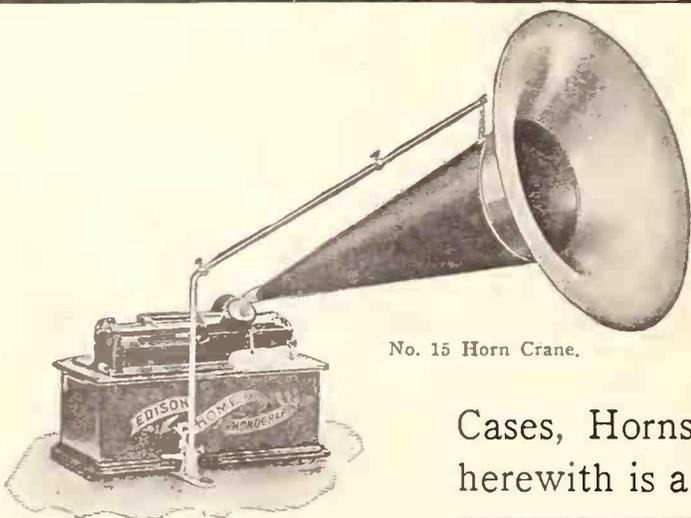
T. R. Goodwin, who successfully managed the Camden, N. J., Columbia store and salesrooms, left for Providence, R. I., the past month, where he takes charge of the Columbia Co.'s branch on Westminster street. C. E. Gabriel is now acting manager of the Camden branch, and he said of trade conditions: "Business is increasing right along. May was one of our very best months; we opened a large number of new accounts. C. H. Rogers, Columbia representative at Riverside, N. J., continues to add to his stock, and is building up a good, steady trade."

Unable to be in two places at the same time, a shrewd politician at Wilmington, Del., "talked" a red-hot political speech onto several records, and while he personally addressed a large meeting of the faithful in one hall, by talking machine proxy he whooped it up to an enthusiastic assembly in New Castle. When the "gang" applauded telling points, a knowing operator stopped the speech until the applause subsided, after which the address went on. This suggests the thought that "campaign literature" may go out in the future in the form of recorded "gab," a good picture of the "speaker" being displayed to add effect to the absent one's remarks.

The Lewis Talking Machine Co. the past month closed an agreement with J. Bellak's Sons, well-known pian dealers, Chestnut street, whereby that firm now carries a large and complete stock of Columbia graphophones, records, etc. The firm has given over the large fourth floor of its building to the talking machine department and placed a competent manager in charge. The venture has proved successful from the start, due mainly to the aggressive pushitiveness of the firm and good use of printers' ink.

David Keen, manager of the Keen Co., 132 North Eighth street, a recently incorporated concern, which will conduct a wholesale and retail phonograph business, is considered a godfather to the talking machine business in Philadelphia. In 1891 he was quite a phonograph expert, and has been connected with the industry ever since. In the days when the Gramophone Co. went into bankruptcy Mr. Keen purchased some 50,000 records from the receiver of the embarrassed firm. It is phonograph history now that Eldredge Johnson, now president of the Victor Co., purchased the gramophone machine patents and perfected them; and that the Universal Talking Machine Co. bought title to the gramophone records.

(Continued on page 10.)



No. 15 Horn Crane.

ARE you striving to increase your trade? If so you must be up to date and be able to deliver the goods.

Our increased facilities permit the carrying of the largest and most complete stock of Edison Machines, Records and Supplies in the state, as well as enabling us to handle a large supply of Cabinets, Carrying Cases, Horns, Stands, etc. Write us for prices. Crane advertised herewith is a new and interesting proposition for dealers.

ECLIPSE PHONOGRAPH COMPANY, A. WM. TOENNIES, Proprietor, 203 Washington St., Hoboken, New Jersey

A VOLCANO OF MELODIES.

Carmin' Airs

Coon Songs

Scottish Airs

Popular Music

Band Selections

Grand Operas

Orchestra Pieces

Our first announcement to
to place
RECORDS MADE
by the most celebrated
has

the effect that we are about
on Sale
FOR US ABROAD
artists of Europe
created

a SENSATION

A few of the many artists we have on our list are
Misses: AGUSSOL, DEMOUGEOT, EMSE ELIZZA, MARIE DIETRICH,
Messrs: CONSTANTINO ALBERTI, NOTE, BERTI, LURIA, IMRE,
BRAUN, WEBER, AUMONIER, PICCALUCCI, MARECHAL, CARBELLINI,
together with Bands and Orchestras
of the principal courts of Europe.

**THESE RECORDS WILL BE SOLD
AT POPULAR PRICES.**

IMPERIAL RECORD

LEEDS & CATLIN CO.

NEW YORK

When Mr. Keen put the records he purchased on sale the Universal Co. secured a writ of injunction stopping said sales. In turn Mr. Keen sued the company for damages, and next fall, in Pennsylvania courts, it is thought rather prolonged litigation between the parties will be decided. Incidentally, involved in the suits is the Auburn (N. Y.) Button Co., which was actual manufacturer of records for the Gramophone Co. Eldredge Johnson, who at the time conducted a first-class machine and foundry plant at Camden, N. J., manufactured the metal appliances, etc., used in gramophones. The suits mentioned have been interesting, if nothing else. Mr. Keen asserts he has papers to show that he purchased title to gramophone records of the receiver of the bankrupt company. The Universal Co., it is stated, claim the same thing.

"I was the first man to open a phonograph salesroom on Eighth street," said Mr. Keen to The World's correspondent, "and I have started several men in business who are now conducting successful salesrooms. I am patentee of the concert tapering arm, which saves scratching records and produces clear tones without vibrations. Demand for these arms continues good." Of present trade conditions, he said: "We have been open only a few weeks, and have found business very satisfactory. We handle Edison, Victor and Zonophone goods. The Talking Machine World has been a most helpful trade journal in advancing the interests of the industry."

An Allentown alderman the past month, under Pennsylvania's blue laws, fined Andrew Ebelhauser \$4 and costs for running a music box on Sunday to the annoyance of his neighbors. Some little time ago a Camden, N. J., man tried to secure an order from the court enjoining a rooster, owned by a neighbor, from crowing at "unholy hours in the morning." In Philadelphia recently a citizen took steps to have a neighbor's talking machine declared a "common nuisance," although so far no final action in the matter has been taken. Referring to the topic: "Phonographs as Disturbers of Others' Comfort and Peace," a large dealer here said: "Talking machines now have an enormous volume of sound, and in proportion to this sound-volume, length of time a machine is run, place where it is operated, and a few other considerations, depends possible future action by municipalities tending to govern and regulate the running of phonographs and automatic players. Talking machine enthusiasts unwittingly do a great deal to make the phonograph unpopular because they operate them night and day and 'at any old hour,' which any sane man must admit is foolish. I judge that in due time regulations more or less strict will apply to talking machines, just as now there are rules in many cities applying to street pianos, music after 10 o'clock p. m., etc. Such regulations will help and not adversely affect sales of phonographs."

A. B. Butcher, a popular Camden, N. J., confectioner, bought a talking machine in order to furnish amusement to patrons of his ice cream parlors. He became very much interested in the industry with the result that he laid in a good stock of records, etc., and is now carrying on a joint business. The "records" attract candy lovers and the candy, contrariwise, leads record buyers to invest in ice cream. Two birds killed with two stones.

Morris Keen, talking machine dealer, at 2443 Kensington avenue, is continuing efforts to improve a talking machine of which he may be said to be the inventor.

Manager Marschalk, of the Musical Echo Co., 1339 Chestnut street, and his assistants, are busy, trade having been seasonably satisfactory. Within a short time the firm will remove to a new location on Chestnut street, near Twelfth, having outgrown the present quarters. It is understood that the company will greatly enlarge its wholesale department and inaugurate other improvements.

Reports from Atlantic City, N. J., show that the talking machine season has already opened up good, dealers having had better business than last year, and it has encouraged them to lay in heavier stocks.

OUR FOREIGN CUSTOMERS.

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

(Special to The Talking Machine World.)

Washington, D. C., June 10, 1906.

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

MAY 7.

Adelaide, 7 pkgs., \$195; Antwerp, 3 pkgs., \$270; Berlin, 13 pkgs., \$431; Bombay, 30 pkgs., \$618; Bremen, 1 pkg., \$100; Colon, 14 pkgs., \$351; Cienfuegos, 8 pkgs., \$157; Glasgow, 6 pkgs., \$160; Hamburg, 6 pkgs., \$117; Havana, 14 pkgs., \$660; Havre, 34 pkgs., \$1,506; London, 7 pkgs., \$273; 4 pkgs., \$160; 557 pkgs., \$5,272; Para, 7 pkgs., \$270; Rio de Janeiro, 15 pkgs., \$628; Santiago, 16 pkgs., \$245; St. Petersburg, 60 pkgs., \$2,741; Tampico, 18 pkgs., \$404; Valparaiso, 55 pkgs., \$2,762; Vera Cruz, 8 pkgs., \$188; Vienna, 20 pkgs., \$8,827.

MAY 14.

Acajutla, 3 pkgs., \$142; Berlin, 205 pkgs., \$1,655; Bombay, 14 pkgs., \$226; Brussels, 15 pkgs., \$450; Buenos Ayres, 69 pkgs., \$4,168; Cardiff, 7 pkgs., \$260; Glasgow, 7 pkgs., \$155; Guayaquil, 29 pkgs., \$719; Havana, 9 pkgs., \$558; 10 pkgs., \$236; 10 pkgs., \$312; Havre, 21 pkgs., \$600; Limon, 10 pkgs., \$227; Liverpool, 31 pkgs., \$206; London, 274 pkgs., \$4,286; 23 pkgs., \$2,570; Manchester, 30 pkgs., \$156; Milan, 31 pkgs., \$982; Phillipeville, 1 pkg., \$100; Santo Domingo, 2 pkgs., \$114; Santos, 4 pkgs., \$318; Southampton, 1 pkg., \$306; St. Petersburg, 8 pkgs., \$325; Vera Cruz, 8 pkgs., \$152; Vienna, 26 pkgs., \$849.

MAY 21.

Adelaide, 1,119 pkgs., \$11,392; Barbadoes, 1 pkg., \$110; Berlin, 240 pkgs., \$1,799; Bombay, 19 pkgs., \$312; Buenos Ayres, 60 pkgs., \$4,982; 77 pkgs., \$3,240; Cairo, 3 pkgs., \$560; Calcutta, 8 pkgs., \$250; Callao, 5 pkgs., \$1,120; Colon, 7 pkgs., \$159; Havana, 5 pkgs., \$501; 43 pkgs., \$1,590; Havre, 9 pkgs., \$638; Limon, 6 pkgs., \$121; Liverpool, 46 pkgs., \$325; London, 32 pkgs., \$2,756; 126 pkgs., \$13,001; Manchester, 25 pkgs., \$130; Montevideo, 105 pkgs., \$3,868; Port au Prince, 3

pkgs., \$114; Rio de Janeiro, 3 pkgs., \$186; Santiago, 4 pkgs., \$229; St. Johns, 106 pkgs., \$104; St. Petersburg, 32 pkgs., \$1,238; Sourabaya, 8 pkgs., \$305; Tampico, 31 pkgs., \$866; Vera Cruz, 11 pkgs., \$156; Vienna, 17 pkgs., \$418.

MAY 28.

Berlin, 69 pkgs., \$988; Brussels, 5 pkgs., \$118; Buenos Ayres, 35 pkgs., \$1,378; Callao, 8 pkgs., \$114; Cardenas, 11 pkgs., \$259; Glasgow, 3 pkgs., \$141; Hamburg, 5 pkgs., \$153; Havana, 8 pkgs., \$343; 22 pkgs., \$529; Havre, 22 pkgs., \$702; Limon, 18 pkgs., \$383; Liverpool, 4 pkgs., \$248; 26 pkgs., \$165; London, 4 pkgs., \$209; 20 pkgs., \$660; 701 pkgs., \$5,915; 2 pkgs., \$150; Milan, 6 pkgs., \$137; Para, 18 pkgs., \$455; Rotterdam, 4 pkgs., \$110; Shanghai, 16 pkgs., \$582; Sydney, 85 pkgs., \$3,478; Vera Cruz, 39 pkgs., \$892; Vienna, 12 pkgs., \$100.

JUNE 4.

Bombay, 63 pkgs., \$1,040; Brussels, 3 pkgs., \$107; Colon, 7 pkgs., \$505; Corinto, 20 pkgs., \$624; Demerara, 6 pkgs., \$179; Glasgow, 4 pkgs., \$155; Hamburg, 214 pkgs., \$1,551; Havana, 7 pkgs., \$346; 3 pkgs., \$337; Havre, 8 pkgs., \$604; La Guayra, 15 pkgs., \$639; Liverpool, 55 pkgs., \$1,768; 32 pkgs., \$204; London, 55 pkgs., \$6,511; 597 pkgs., \$9,222; Manaos, 16 pkgs., \$855; Manchester, 30 pkgs., \$158; Oporto, 13 pkgs., \$169; St. Kitts, 4 pkgs., \$167; St. Petersburg, 10 pkgs., \$381; Sydney, 628 pkgs., \$6,127; Tampico, 28 pkgs., \$917; Vera Cruz, 4 pkgs., \$175; Vienna, 7 pkgs., \$133; Yokohama, 59 pkgs., \$5,650.

LAND-O-PHONE CO. INCORPORATED.

The Land-o-phone Co. was incorporated with the Secretary of State of New York at Albany on Tuesday, May 22, with a capital of \$20,000, for the purpose of manufacturing and dealing in talking machines and supplies. Incorporators: Max and James B. Landay, 145 East 30th street; Bernard Altman, 58 East 91st street, New York.

The talking machine department of the Simpson-Crawford Co., Sixth Ave and 19th St., will hereafter be under the management of J. W. Whitney, who has conducted the piano department of this house with so much success.

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

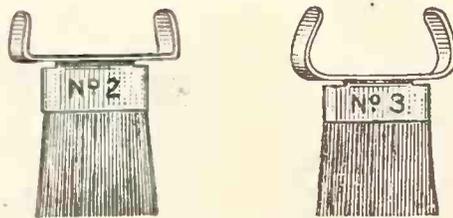
NEEDLES

"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.

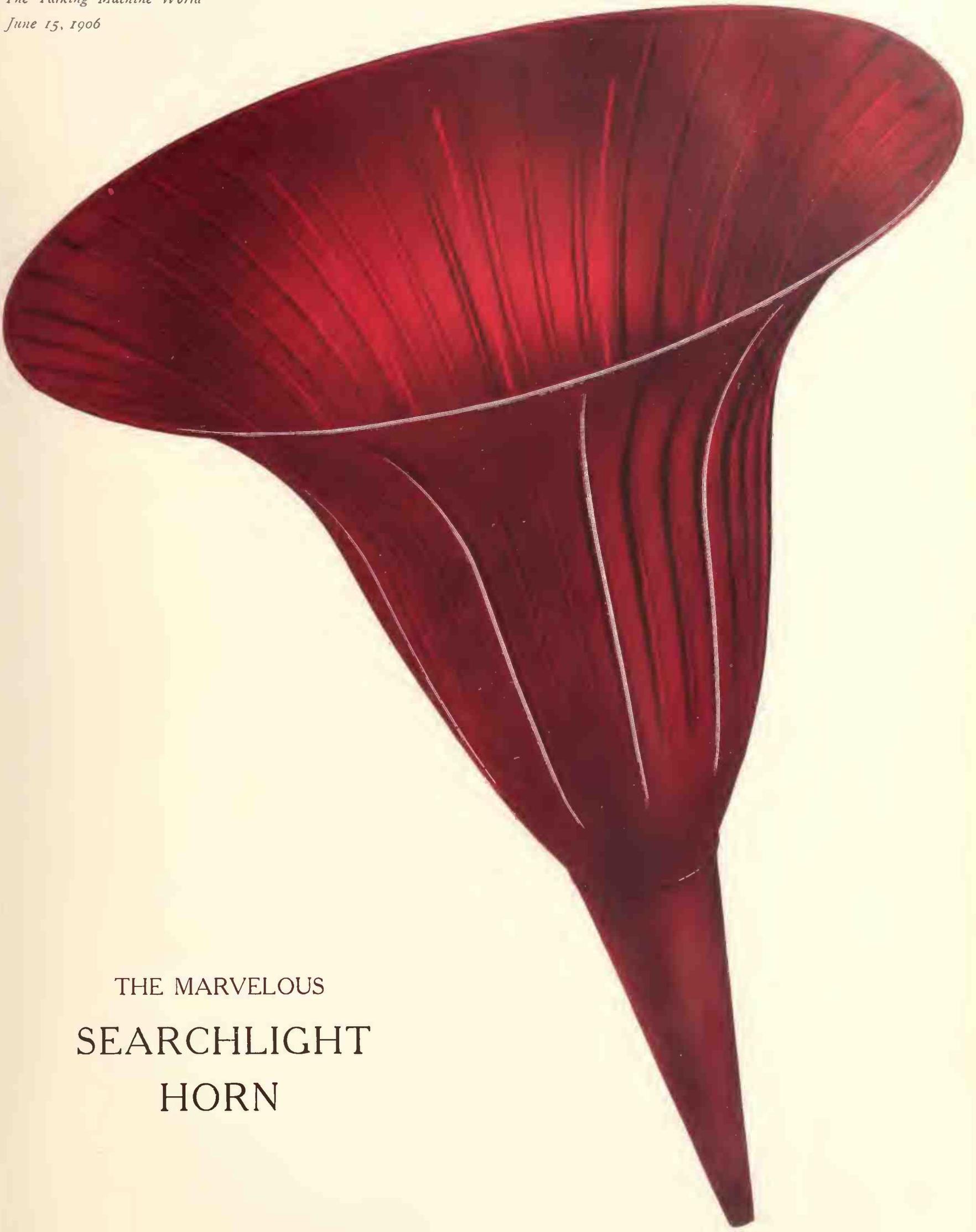
MANUFACTURED BY

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

The Talking Machine World
June 15, 1906



THE MARVELOUS
SEARCHLIGHT
HORN

FOR DESCRIPTION SEE OTHER SIDE

THE MARVELOUS SEARCHLIGHT HORN

is Designed and Constructed on the Scientific Principle of
a Searchlight Reflector by a Master of Acoustics

Made of carefully selected rust proof sheet steel, giving uniformity of tone, strengthened by drawn ribs and braised practically into one piece (more metal but properly distributed), thus avoiding rattling or discordant vibrations.

Reproduces louder and clearer than any other horn, and to the full capacity of the record. Artistically decorated.

For all styles cylinder machines, and for all Victor machines, except Victor No. 1, in Five colors.

Gold Striped, Decorated and De Luxe Decorations. Samples on view about July 1st.

Sold only through JOBBERS

MANUFACTURED BY THE

SEARCHLIGHT HORN COMPANY

753-755 Lexington Avenue

Borough of Brooklyn, New York

Distributed by

DOUGLAS PHONOGRAPH CO.	- - - - -	New York
WELLS PHONOGRAPH CO.	- - - - -	Philadelphia, Pa.
ATLANTA PHONOGRAPH CO.	- - - - -	Atlanta, Ga.
MINNESOTA PHONOGRAPH CO.	- - - - -	St. Paul, Minn.
NATIONAL AUTOMATIC FIRE EXTINGUISHER CO.	- - - - -	New Orleans, La.
POWERS & HENRY	- - - - -	Pittsburg, Pa.

TRADE NOTES FROM ST. LOUIS.

Santiford's Clever Means of Transmitting "Talker" Music Through His House—Clever Columbia Display—New Concern in Joplin—What News Is Going.

(Special to The Talking Machine World.)

St. Louis, Mo., June 6, 1906.

General reports in talking machine circles are that the retail trade for the month has been rather quiet, and it is stated that the wholesale business has been about fair.

C. H. Marshall, of Terre Haute, Ind., a well-known talking machine dealer, spent Saturday and Sunday, May 26 and 27, here.

E. S. O'Neill, traveler for the Universal Talking Machine Co., spent several days here recently on his way East from an extensive trip through the South. He reported the talking machine business very good in the territory he covered.

G. A. Klemkauf, of Joplin, Mo., recently closed out his drug business in order to open a fine new talking machine store. He is reported to be the oldest talking machine dealer in Southwest Missouri.

J. Frank Walker, the prominent piano dealer of Joplin, Mo., has re-entered the talking machine business.

The Columbia Phonograph Co. have a very attractive window display of a wax female figure representing Columbia, draped in the national colors, with an eagle mounted by the figure, and the words "Columbia recommends the graphophone."

Miss Myrtle E. Brown, for three years in charge of talking machine and small goods department for Morton Lines, Springfield, Mo., has accepted a position with Eberhardt & Hays, of Wichita, Kan., in same capacity.

J. F. Stantiford, president of the Paine Photo Supply Co., Fort Scott, Kan., dealers in talking machines, has cleverly piped the rooms of his cottage with one pipe and with a patent arrangement, has diverted sound so that a machine played in any part of the house sounds soft and sweet all over the house. Horns projecting from the ceiling pipe give sound clearly in all rooms. He has applied for a patent.

Manager D. S. Ramsdell, vice-president and general manager of the St. Louis Talking Machine Co., returned recently from a three weeks' Eastern trip, during which time he visited the factories. This company have just completed remodeling their place, altering the salesrooms and record rooms, which make a very attractive appearance.

"NON-ELIGIBLE JOBBERS."

Discussed by Wm. F. Hunt—Says Jobbers Should Not Sell at Retail—A Strong Pre-ment in This Connection.

"While the talking machine dealer has in the past year or more had no small share of trouble in getting needed supplies from the jobber, through the inability of the manufacturer in keeping up with the demand, yet, much of the trouble—in fact, I believe most of it—is caused by dealing with what may be termed 'non-eligible jobbers,'" says Wm. F. Hunt, the well-known dealer of Wanatah, Ind., in a communication to The Talking Machine World.

"Most of the so-called jobbers are no more than large retail dealers. They buy in jobbers' quantities, it is true, but mostly for their own retail trade. Many of them maintain one or a number of retail stores, and when a dealer orders from them he is either put off by a substitution in goods ordered, or else he receives a short shipment and the best selling goods are retained by

LATEST NOVELTIES

The "Cordock" Concert Reproducer for Puck and similar type machines. Acknowledged by experts to be the finest reproducer on the market for small Phonographs, 50 per cent. louder than any other reproducer of its kind. For volume, clearness and distinctness of tone, it stands alone unequalled. Factors should write for sample and wholesale prices, to

G. W. CORDOCK & CO.

High Street, Scunthorpe, Lincs, England

them for their retail trade, where they bring them a higher percentage of profit. Some of them even conduct a mail order business, being in direct competition with the dealer that patronizes them. I even know of some who are classed as jobbers and do not sell at wholesale at all. The above kind of jobbers are becoming too thick for the good of the dealer, and not until a more rigid qualification is demanded by the manufacturer will the trouble be remedied. A jobber should not be permitted to sell at retail at all. He may use the excuse that the jobbing profit is too small to permit him to conduct a strictly jobbing business, but if such is the case let him go into the retail business, which he thinks more profitable. If the jobbing business is not a profitable one it is altogether due to the fact that there are an oversupply of people engaged in the business. If the manufacturers want to make every large dealer a jobber, they will certainly ruin the jobbing business. One manufacturing company, however, goes the others one better by having established its own retail stores throughout the country."

SOME PHONO NOVELTIES.

The Dictograph an Unique Device—The Multiphone Sends Music Broadcast.

The Dictograph is a telephone arranged so that the receiver and transmitter are in one part. The advantage of the instrument is that it enables a person speaking 30 feet away from the transmitter to be heard, and it will allow of the hearing of a whisper, six to ten feet away.

The internal mechanism of the instrument is the secret of the inventor, but it lies largely in the receiver, which is constructed without the regular induction coils in use in the ordinary receiver.

The possibilities of this instrument are great, but it is especially adapted for use in place of the ordinary speaking tube, or where a local telephone is needed. It can be very easily used by an employer for dictating to a stenographer, as the latter could take the dictation at any dis-

tance from the speaker, without having to hold a receiver to the ear. It, of course, works both ways, allowing both persons to converse equally well.

The multiphone, which is much similar to the acousticon, was given a practical demonstration in New York on the evening of November 17. At that time a performance of "Veronique," the English opera, was being given in the Broadway Theater. Two doors above and 200 feet away from the stage a number of guests of the company were sitting in a room and enjoying the singing by means of the multiphone.

The room was out of hearing distance from the stage, being shut off by two or three thick walls, which were absolutely sound-proof. In the room was a receiver, fitted with an ordinary metal megaphone horn, through which the whole opera was heard by the company. The monologue and solo parts were as realistic as they would be heard from the stage, but, owing to a slight vibration made by the metal horn, the regular chorus and orchestra parts were vibrated.

COLUMBIA CO. OPEN IN DES MOINES.

(Special to The Talking Machine World.)

Des Moines, Ia., June 8, 1906.

The Columbia Phonograph Co., which has branches in all the principal cities of the country, has opened a store in this city at 704 West Walnut street, in the room formerly occupied by the Specialty Co. The Des Moines branch will be the headquarters for the company's trade in Iowa, and will carry the largest stock of graphophones and records to be found west of Chicago. Charles Mohn, formerly manager of the Specialty Co., will be the local manager.

J. H. Barney, Jr., & Co. have recently opened a talking machine store at 122 Bellevue avenue, Newport, R. I., where they handle Victor machines and records as well as a full line of cabinets, etc.

A new Columbia phonograph store has been opened in Holyoke, Mass.

Sell Them

Every Phonograph dealer should handle
I. C. S. Language Outfits.

1. **Because** there is an immense field for these outfits, comprising people who have become tired of their phonographs as a fad; the wealthier class 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

2. **Because** the

I.C.S. LANGUAGE SYSTEM

WITH
Thomas A. Edison
PHONOGRAPH

is a most meritorious article that would naturally appeal to any person. It has been endorsed by the highest educational authorities in the country, by United States Government Officials, and by the French, German, and Spanish embassies.

3. **Because** other dealers have proved by experience that I. C. S. Language Outfits are an assured success as business producers, and that they increase their business from 10 to 30 per cent.

We will send you full particulars, literature, and supply you, free of charge, with advertising matter for distribution, if you will write us to-day.

International Correspondence Schools

Box 918, Scranton, Pa.

NEW YORK

CHICAGO

PHILADELPHIA

ST LOUIS

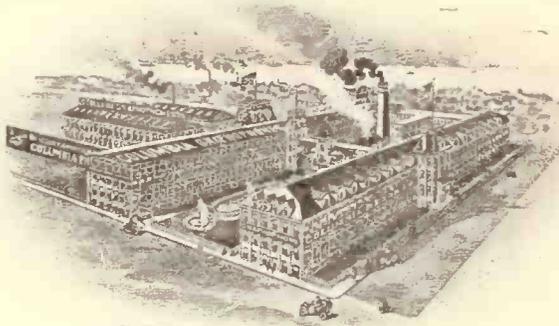
PARIS

EXECUTIVE OFFICE

COLUMBIA PHONOGRAPH COMPANY

SOLE SALES AGENT FOR THE AMERICAN GRAPHOPHONE COMPANY.

EDWARD D EASTON, President
GEO. W LYLE, General Manager
E O ROCKWOOD, Secretary



TELEPHONE CONNECTION
CABLE ADDRESS, "COLPHO. NEW YORK"

FACTORY AMERICAN GRAPHOPHONE COMPANY
BRIDGEPORT, CONN.

90-92 WEST BROADWAY,
NEW YORK CITY,

May 23, 1906.

To the Talking Machine Trade.

Dear Sirs:-

Have you heard of the new and liberal proposition offered by the Columbia Phonograph Company to the jobbing trade?

If not, this letter will interest you.

We recognize the big expense to the jobber incident to procuring business from the trade.

WE ARE NOW PAYING THE WHOLE OR A LARGE PART OF THIS EXPENSE IN ADDITION TO THE REGULAR AND VERY LIBERAL PROFIT HERETOFORE EXTENDED TO THE JOBBER.

Interesting news, isn't it? And this, together with the best product on earth, accounts for the fact that within the last few months over fifty new jobbing contracts have been closed by us.

Unless your territory is already covered, we would be pleased to submit to you in detail this important proposition.

Write us at once to Wholesale Department, 90-92 West Broadway, New York City.

Very truly yours,

COLUMBIA PHONOGRAPH COMPANY.



THIS LETTER WAS DICTATED TO THE
OFFICE GRAPHOPHONE



TRADE NOTES FROM BOSTON.

Business Is "Stringy"—New England Salesmen's Association to Hold Clambake in August—Eastern Talking Machine Co. Hustling and Getting Results—Langley & Winchell Dissolve Partnership, L. E. Winchell Succeeding—Tray Cases Have the Call at Boston Cycle Co.

(Special to The Talking Machine World.)

Boston, Mass., June 8, 1906.

Some one said the other day that the talking machine business in Boston was "stringy," and that just expressed it. It is good one day, bad the next, and not particularly good on the average, but every one expects to see it brighten up just as soon as the hot weather sets in in good shape and becomes steady and settled. This will give the people an opportunity to get out in their canoes or go away to their summer homes, where they will sit on the verandas every evening and wear out records, thus affording the opportunity to sell them more and thus make business brisk.

The business is peculiar here. In one large house there is hardly a disc record or machine being sold. The customers there don't want them. They demand the cylinders. In another large house, handling the same lines of goods, the demand is all for discs, and no one wants the cylinders. And so it goes.

The chief feature of the trade recently was the meeting of the New England Talking Machine Salesmen's Association, at which it was decided to postpone further meetings until August, and then to hold a clambake at some beach resort, and make of the meeting a general outing. The Association at this meeting did the Boston representative of The Talking Machine World the honor to make him an honorary member. Inquiries are coming in from all over the country as to the nature and objects of this association, and it is possible that other associations will be organized in the large cities where talking machine men are in big numbers.

William B. Beck, principal owner of the Eastern Talking Machine Co., was in Boston this week, and he and Manager Taft, of the local office, left for New York to-night for the purpose of canvassing the talking machine situation for the fall trade. While here Mr. Beck said to The World that he feels that there is a good field for some recognized, capable music teacher to get up a series of music lessons on the phonograph. He thinks that this will be done before very long, and that it will be successful.

Salesman Freeman, of the Eastern Talking Machine Co., has been demonstrating the advantages of the talking machine for the teaching of German, French and Spanish to the teachers at the Charlestown High School, and the prospects are that it will be adopted there. This will mean a big opening for the development of this business among the schools. The presence of the doctors of the country at their convention in Boston has increased the business at the Eastern Talking Machine Co. by one \$250 sale at least. It was of a best machine in the store, with a

large stock of records, for one of the biggest doctors in the city.

At the Columbia Phonograph Co. this month the report is that they are "plugging along." Retail Manager Blakeborough is confident that the dull period just now being experienced will soon pass over, and that there will then come a hustle.

At the Boston Cycle Co. an enormous increase is reported in the trade on their new tray cases, and also on their new carrying case for cylinder records. The omission of the June records has worked wonders in the order list at this place, as at all others, and there is every expectation of being caught up by the time the records are released for shipment.

W. C. Fuhri, manager of the Columbia Phonograph Co. at St. Louis was a visitor to the trade here this week, coming on a brief vacation.

Fred Ellis, one of the bright lights in the talking machine department at M. Steinert & Sons. has been transferred temporarily to the pianola department.

At the office of the New England Talking Machine Co. there is every evidence of a big business being done. The recent changes in the office add greatly to its efficiency and to its good appearance. The force of clerks has been increased, and the list of agents and new stores is rapidly spreading. Manager Connell reports an excellent trade on all Victor goods, particularly upon the highest priced.

Langley & Winchell, of this city, have dissolved, L. E. Winchell succeeding to the business, but preserving the same name. Percy D. Langley, a man of wealth and leisure, resigned from the firm on account of poor health, and after a brief rest will go abroad for an indefinite time. John Magner, their outside salesman, is now recuperating in the country above New York, and will make another connection in the trade later in the season.

BACIGALUPI'S BRAVE WORDS.

Suffers Great Loss, But Is Not Disheartened—An Ad. That Shows the Spirit of the Man.

(Special to The Talking Machine World.)

San Francisco, Cal., June 3, 1906.

The enterprise and indomitable energy of the merchants of this city has worthily become the subject of comment the world over. No better illustration that the old-time spirit of '49 still lives is to be found than, for instance, in the following advertisement which appeared in the local papers from Peter Bacigalupi, the well-known talking machine veteran of this city. It is a heart-to-heart talk which shows the kind of man Mr. Bacigalupi is, and how San Francisco will be built up and become a greater city than ever before. The article referred to is as follows:

STICK TO 'FRISCO.

Peter Bacigalupi, veteran of five fires, including the Baldwin fire, where I lost \$15,000, without one cent of insurance, wish to say that first of all I desire to thank the Supreme Ruler of the universe for having spared the lives of my wife, eight children, and the rest of my relatives, as well as my own; I wish to thank Him for the energy which He has generously bestowed on me. I

have lost everything I possess in my three places of business.

786 Mission street, wholesale and retail Edison phonographs, records, slot machines, automatic pianos, etc.

840 Market street (Phelan Building), Penny Arcade, the first to be established on the Pacific Coast, and retail phonographs.

805 Kearney street, Old Bella Union Theatre and Penny Arcade.

I can positively state that \$150,000 in coin would not place me where I stood on the 17th day of April, 1906.

These three places represented the labor of thirty-eight years of my life, but I am not discouraged and will

STICK TO 'FRISCO.

My rent receipt for my present location is dated April 20, 1906. Can anyone beat that?

I wish to thank my numerous friends in the East and Europe who kept the wires warm asking about my safety. I wish particularly to thank my old friend H. W. Mosier, of Stockton, who came especially from that city and brought me \$500, which came in the nick of time.

Also wish to thank the Elias Marx Music Company of Sacramento for sending me \$500 on account in greenbacks, and even foregoing their cash discount and pre-paying express charges.

Leon F. Douglass, President of the Victor Talking Machine Company, Camden, N. J., who wired me \$2,000 at an Oakland bank. W. E. Gilmore, president of the Edison Phonograph Works; Jones & Lenuck of the White City, Chicago; Howard E. Wurlitzer, of Cincinnati; all of whom wired me goodly sums of money—taking a chance (perhaps) of ever getting it back.

Also wish to thank A. S. Rose, of the Wurlitzer Company, who happened to be here on business and who lost his clothes and working tools; George D. Adams, Eddie Advedi, Charlie Wolff, Frank Green and others, who helped me stand in the bread line and hustle for grub and water four blocks away, so as to feed my numerous family and others who stayed at my house during the historical crisis.

To all my workmen and employees who stand by me in my trouble, and last but not least, to the public, who always favored me in my different business enterprises.

I wish to notify the insurance companies with whom I am insured that I have lost my policies that were not hypothecated, and don't know where I am insured, but I have implicit faith in all of them, and my friend, Bill Lange, will do the needful for me.

AM NOW

Associated with the well-known attorney, Martin Stevens, who for the present has given up his profession and joined me in the real estate business to help build up New 'Frisco. He and I will

BUY, SELL OR LEASE ANYTHING.

Have taken my sons in business with me, and the firm, Peter Bacigalupi & Sons, will continue to sell Edison Phonographs, Victors and Zonophons, as well as all the products of the Rudolph Wurlitzer Company of Cincinnati, viz: Piano-Orchestrions, Pianinos, automatic harps, automatic mandolins, a full stock of which is on the way.

I have joined my old Irish friend, Francis Doran, late of the Davy Crockett, in a first-class cigar stand in

BACIGALUPI NEW 'FRISCO MARKET,

South side of Golden Gate avenue, near Buchanan, where I have seventy-five stalls to let to butchers, poultry dealers, delicatessen, vegetables, fruit, etc., at a low rental.

The finest brand new market in New 'Frisco to-day, built by myself. Have also joined my friends of the Buon Gusto Restaurant, and in a few days we will furnish the public with all the old-time "Dago Dinners," cooked by the best of the best cooks, G. C. Andreacci.

I am open for any honest business proposition. If everybody will boost good old 'Frisco as much as I do there will be nothing to it and 'Frisco will rise, Phoenix like, from its ashes.

Peter Bacigalupi, San Francisco, Cal., and the Douglas Phonograph Co. have become Zonophone jobbers.

STANDARD METAL MFG. CO.

MANUFACTURERS OF

PHONOGRAPH HORNS AND SUPPLIES

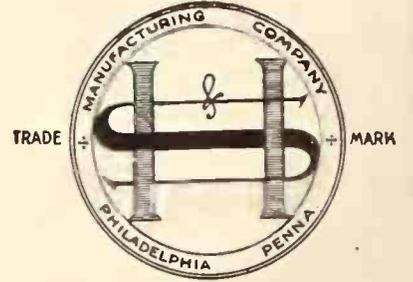


Our Horns, as our name implies, are "Standard" in every respect. We make all the different styles and sizes in any metals or colors, including the new Morning Glory Horn, which is cut on a new plan to distribute sound more evenly.

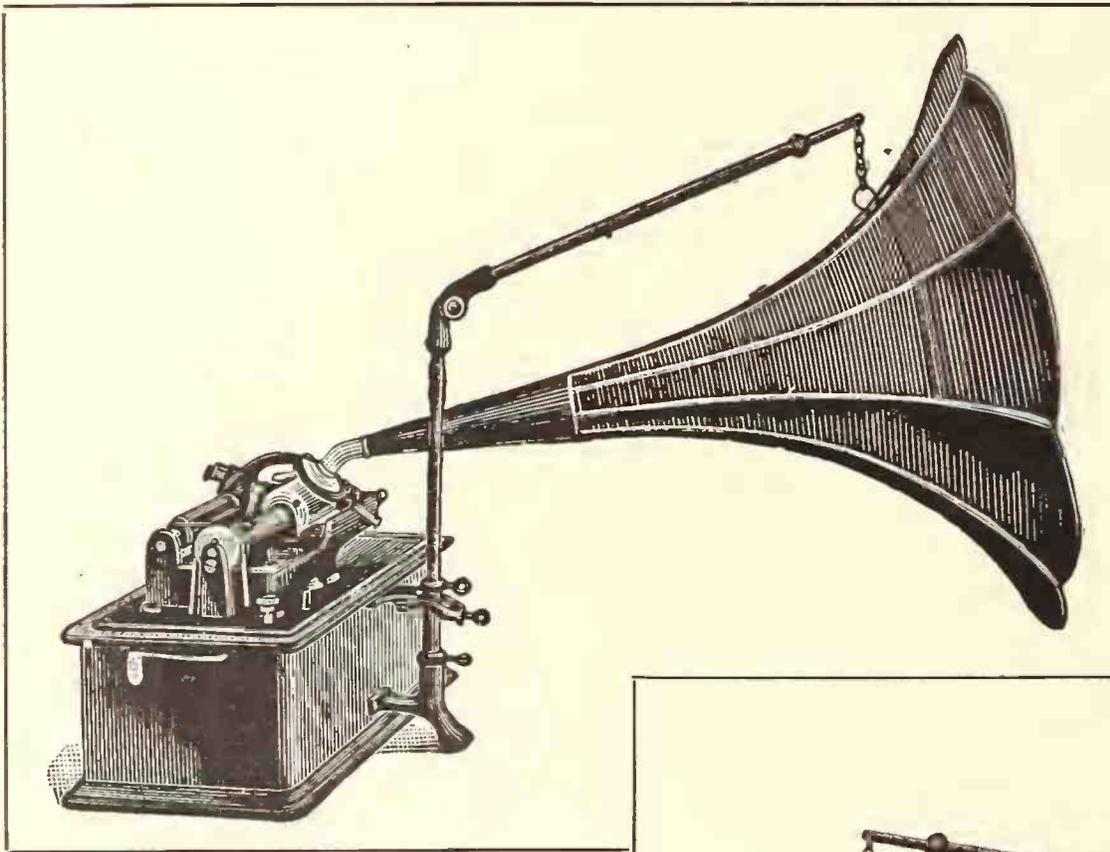
FACTORY: Jefferson, Chestnut and Malvern Streets, - NEWARK, N. J.
NEW YORK OFFICE AND SAMPLE ROOM: - - - 10 WARREN STREET

Talking Machine Supplies

We are the largest manufacturers of Talking Machine Supplies in the world. See that your horns, cases, cranes, horn stands, etc., bear this trade-mark. It is a guarantee of quality.

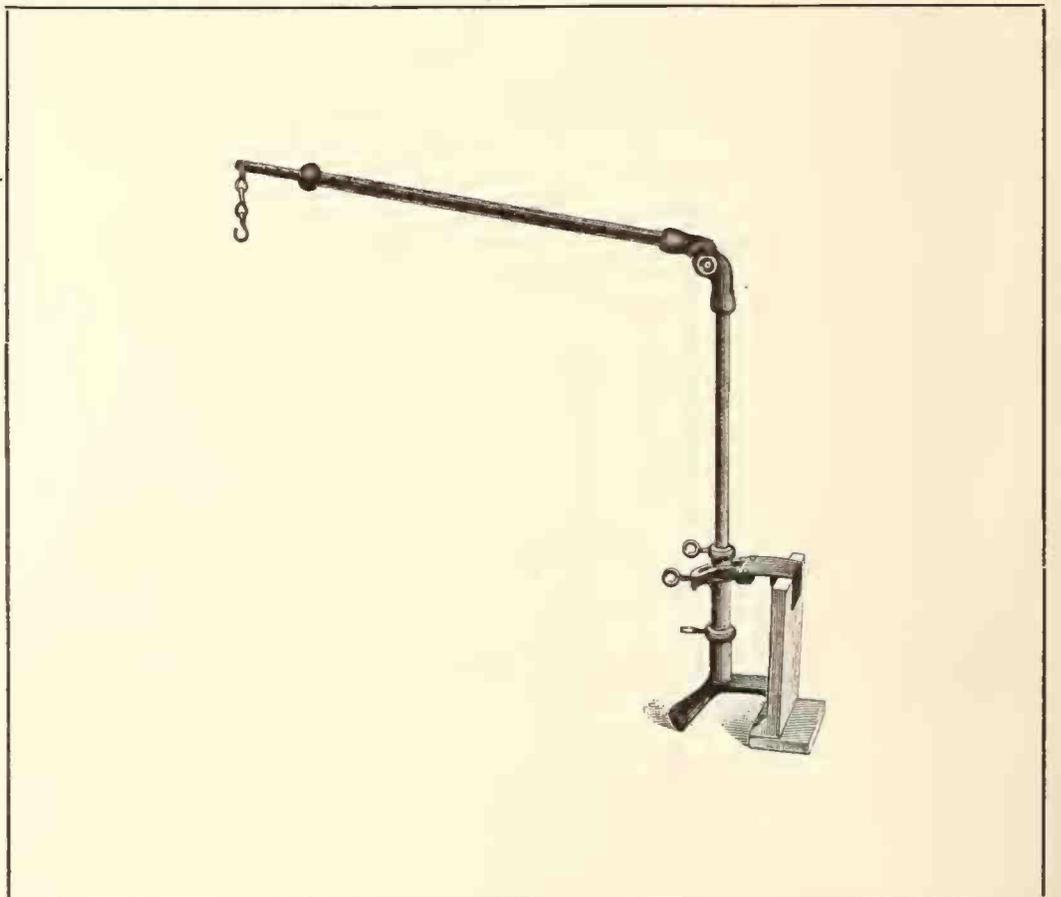


WE ARE NOW OPERATING TWO LARGE FACTORIES IN PHILADELPHIA



Our FLOWER HORNS
are distinct in
design and decoration

Our HORN CRANES
rank as standard
throughout the trade



We have moved our offices to our new factory, Southwest corner Howard and Jefferson Streets, where we will be pleased to welcome all Talking Machine Jobbers and Dealers at any time.

HAWTHORNE & SHEBLE MFG. CO.
PHILADELPHIA, PA.

"TALKER" AS AN EDUCATOR.

Mlle. Fidella Inspired by Victor Record—
Destined to Become a Great Artist.

As an example of what a talking machine is capable of as an educational factor, the case of Mlle. Fidella, a young American girl, may be cited, who learned the value of her splendid soprano voice by teaching herself to sing Gounod's "Ave Maria," as recorded by Mme. A. Michailowa, with violin obligato, from a black label Victor record. Previously Mlle. Fidella, who is the daughter of Meyer Cohen, connected



Mlle. FIDELLA.

with a New York music publishing house, and known as a professional singer with a strong baritone, had been singing the popular ballads of the day in a deep contralto, bordering on a light baritone. Subsequent to following the music of the record the range of her voice expanded to the other extreme, and was of such rare quality, purity and sweetness that it attracted the attention of operatic managers, through whom she was brought to the attention of Jean de Reske, the celebrated tenor, in Paris. She repeated the "Ave" for the great teacher, and he was so pleased that he offered to instruct her gratis, being satisfied with the glory of instructing whom he believes will eventually be one of the great prima donnas of the age. Mlle. Fidella is now in Paris with her mother under the tuition of the enthusiastic master.

MOVED TO LARGER QUARTERS.

The Ohio Phonograph Co., of Youngstown, O., have moved to larger quarters at 131 West Commerce street, that city, where they are doing a large wholesale business in all kinds of talking machines and supplies.

THE WORM HAS TURNED.

Talking Machine Cleverly Utilized to Lecture
Recreant Spouse Who Stays Out With "the
Boys" a Little Too Often.

A lady living on the upper west side, whose husband is "one of the boys," has devised a scheme whereby she may obtain her regular allotment of sleep and still deliver the usual lecture to her recreant spouse upon his return home from the club, or, rather, "important business meeting" in the wee sma' hours. Through the kind aid of electricity, when hubby opens the main door, no matter how stealthily, the wife's voice, with its usual grimness, greets him with scathing rebukes and continues until he reaches the upper floor. It is needless to say a talking machine acts as agent for his better half, being automatically operated. Upon his entering his sleeping apartment another machine is automatically started, and the final or curtain lecture is delivered in full, and with all natural emphasis while his wife serenely enjoys her beauty sleep, knowing the work will be well done. Of course, the lecture may be changed occasionally, but if the lectured party takes after the usual run of married men the mere sound of the angry wife's voice will be sufficient, the sentiments expressed being of secondary importance.

Possibly the talking machine as a means of scolding may find wide favor, and its use extend in time to the schoolroom and nursery.

The up-to-date concern will grasp the opportunity and catalogue a line of lecture records suitable for all occasions.

PERFECTING THE "TELHARMONIUM."

Authoritative announcement is made in an article written by T. C. Martin for the Review of Reviews that Dr. Thaeus Cahill, of Holyoke, Mass., has perfected the instrument which he calls the telharmonium (and referred to at length in last month's Talking Machine World) by means of which a performer at a central station may distribute music to thousands of different homes. Mr. Martin says that the instrument may be compared to a pipe organ, only that the performer, instead of playing upon air pipes, plays upon an electric current generated in a large number of small dynamo-electric machines of the alternating type. In each one of these the current surges at a different frequency or rate of speed, thus causing the telephone diaphragm corresponding to it to emit a musical note characteristic of that current. These are so arranged that the player may produce notes through a compass of five octaves. Before the different currents are connected with the receivers, however, they are passed through transformers, or tone-mixers, so that musical chords of great beauty and purity may result. The performer has a receiver close at his side, so that he may tell exactly how he is playing to his unseen audience. The experimental instrument set up by Dr. Cahill is said to have cost \$200,000, and to weigh about 200 tons. The current consumption in a single receiver is about 1-20th of that in a glow lamp.

BOOMING THE TELEGRAPHONE.

Stock Being Placed on the Market—Promoters
Emphasize Its Strong Points.

The Sterling Debenture Corporation, 56 Wall street, New York, are carrying some very attractive ads. in the financial columns of the daily papers in which they are showing the possibilities of the Telegraphone as a money maker. It is pointed out that anyone who invested \$100 in the Bell Telephone stock a few years ago could sell their interests to-day for "nearly a quarter of a million dollars." They emphasize further that another similar opportunity for securing rights in a basic patent is to be had by securing stock in the company organized to exploit the telegraphone. Among the claims put forth are the following: "In the judgment of those best qualified to estimate, the telegraphone has a greater future than the telegraph, the telephone, the typewriter or the phonograph, because it supplants the phonograph; it supplements the telegraph and wireless; it makes a telephone message as tangible and as safe as a written contract."

EDISON GIVES DAUGHTER \$10,000.

(Special to The Talking Machine World.)
Akron, O., June 6, 1906.

Miss Madeline Edison, daughter of Thomas A. Edison, was graduated from Oak Place Private School here to-day. She was one of a class of three. Miss Edison received a check of \$10,000 from her father as a graduation present. She will enter Bryn Mawr College.

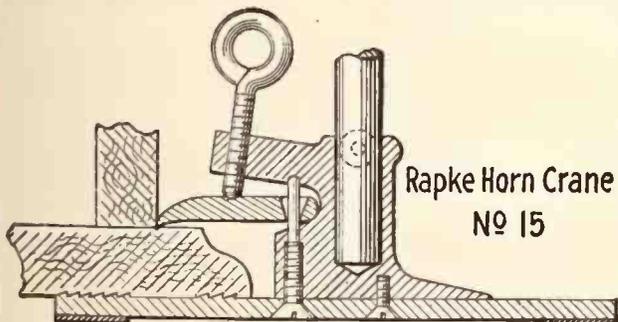
WM. H. MULLER MARRIED.

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.

A NEW YORK VISITOR.

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.

R. C. Avery, Redlands, Cal., has sold his talking machine and music box departments to A. J. Caldwell.



Rapke Horn Crane
No 15

one half actual size

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

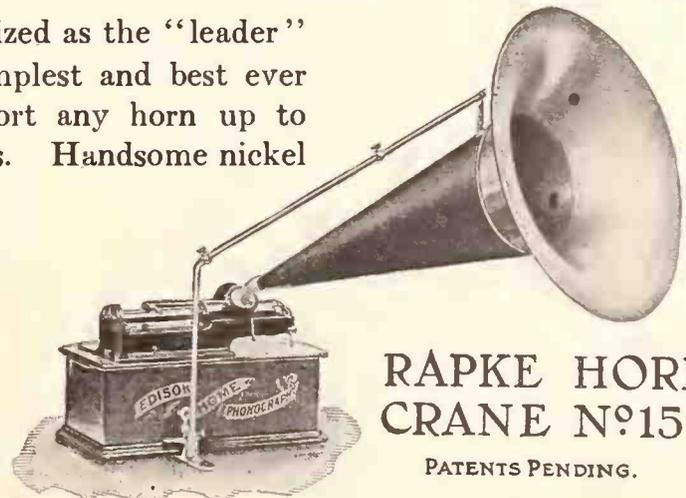
VICTOR H. RAPKE, Manufacturer, 1661 Second Ave., N. Y.

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.

100,000 RECORDS ALWAYS IN STOCK

JOBBER'S

EDISON
PHONOGRAPHS
RECORDS, ETC.

GENERAL SUPPLIES
FOR
CYLINDER MACHINES

Douglas Phonograph Company

MANUFACTURERS "PERFECTION" SUPPLIES, ETC.
RETAIL—WHOLESALE—EXPORT

Salesroom, 89 Chambers Street
Cable Address, Doughphone, N. Y.

New York

Largest Exclusive Talking Machine Jobbers in the World.

DISTRIBUTORS

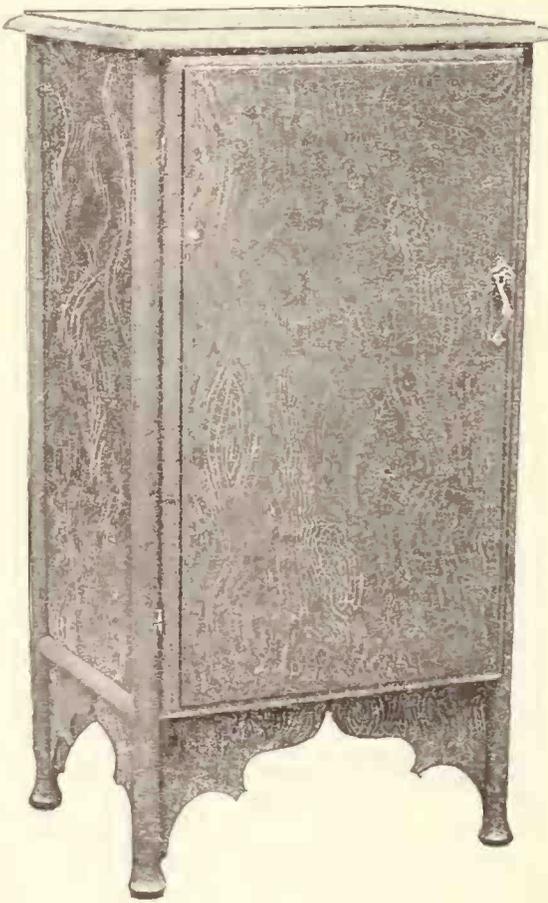
VICTOR
TALKING MACHINES
RECORDS, ETC.

GENERAL SUPPLIES
FOR
DISC MACHINES

We offer these three new style cabinets at special prices to introduce

The Best Low Priced Cabinet now offered.

Prices on Application.

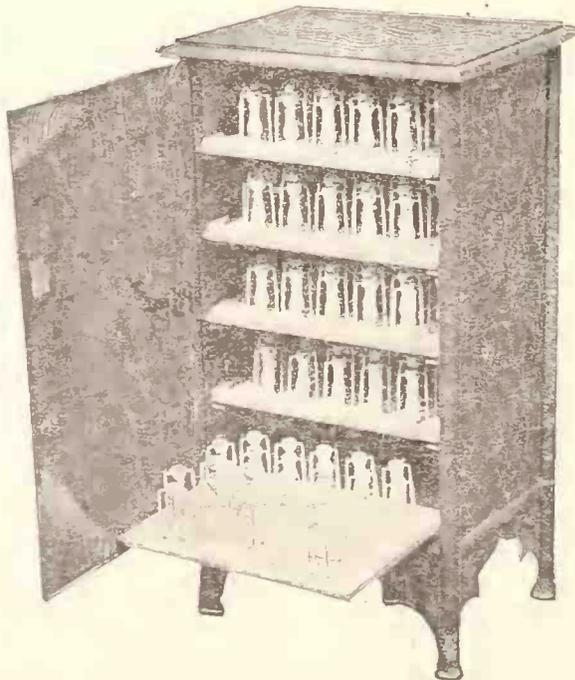


No. 99. DISC CABINET.
Capacity, 150 Records.

Cylinder Cabinet equipped with a novel patented peg. Strongly and durably constructed.

Finished Golden Oak Only.

Packed Two in a Crate.



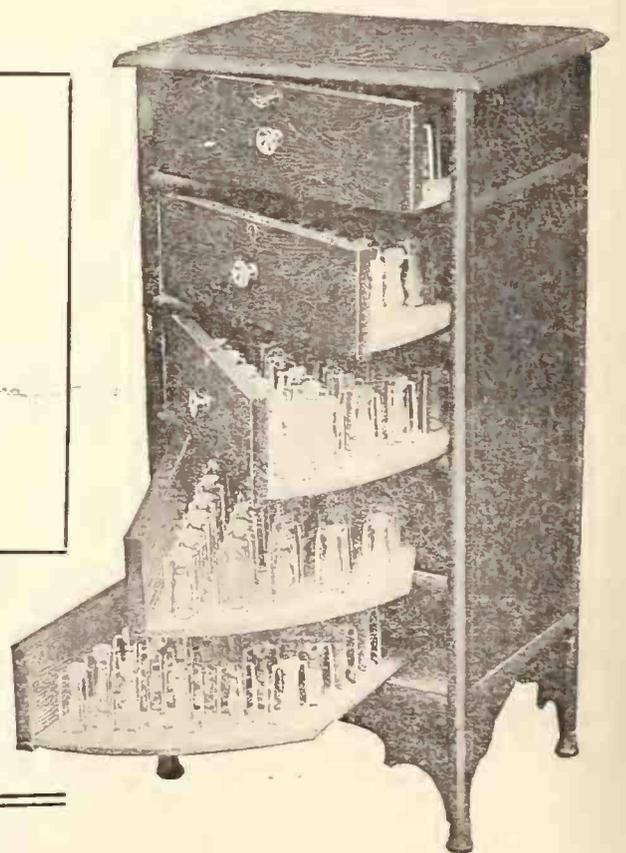
No. 197. Capacity, 135 Records.
5 Shelf Door Cabinet.

Flower Horns

We have interesting prices to submit on quantity orders of twelve or more.

Eastern Distributors for the SEARCHLIGHT HORN.

This is a Winner.



No. 198. Capacity, 120 Records.
5 Drawers Pivot Cabinet.

Newark, N. J. Branch,
20 NEW STREET, near Broad.

NOTES FROM ERIN'S GREEN ISLE.

Edison Grand Opera Records Liked—Complete Opera of "Trovatore" in Great Demand—Reduced Price of Zonophone Records—Break in Price Agreements—Osborne's Display at Agricultural Fair Attracted Attention.

(Special to The Talking Machine World.)

Belfast, Ireland, May 29, 1906.

Nothing worthy of being chronicled has transpired during past month in connection with business in talking machines here, save perhaps the new grand opera records issued by the National Phonograph Co., Limited, of London, which have been unanimously voted "the most perfect reproductions of classical music ever rendered by any 'talker.'" These records are double the price of the ordinary Edison "gold-moulded," but no one regrets paying 3 shillings for a record which is "the acme of realism," and almost human in the rendition of vocal selections.

That most enterprising firm—the Gramophone & Typewriter, Limited, London—are to be congratulated on having placed upon the market, and in so doing have acquired the well deserved encomiums of their clientele, the complete opera of Il Trovatore comprised of 15 ten-inch and 5 twelve-inch records. The set sells at £5 12s. 6d. Customers who have already purchased full sets from T. Edens Osborne (the well-known Belfast jobber) have expressed a strong desire for similar issues of "Faust" and other operas.

G. F. Long, the new manager of the British Zonophone Co., visited Mr. Osborne during last week of April and reported—what was generally anticipated—an abnormal sale of Zonophone records consequent upon the reduction in price which has been in operation since March 1. The advance June samples fetched with him to Ireland were much admired, not only by his factor, but by several dealers who met at Scottish Provident Buildings to hear them and order their supplies.

Feeling convinced that the "price maintenance" agreements which have hitherto existed between the principal manufacturers and their factors and dealers have meant the salvation of the talking machine industry, it was an unpleasant surprise to hear of an English firm having recently advised all their factors that their agreements would be canceled on 1st inst. They thus leave their goods open to the suicidal "price-cutting" of irresponsible traders, and the intelligence of your readers need not be insulted by enlarging upon the disastrous results which have invariably accrued from the keen competition of dealers who are unrestrained by such agreements, and whose profit was ultimately reduced to an unremunerative margin.

During present month (23d to 25th, inclusive), there was a special exhibition of talking machines at the spring show of the Royal Ulster Agricultural Association, Balmoral, Belfast. The genuine Edison phonograph, also the gramophone, were specially in evidence. The free musical concerts organized by Mr. T. Edens Osborne, an exhibitor, were much appreciated by the many thousand visitors who attend this "show" annually.

The popularity of the Sterling phonograph records is being well sustained.

STILL SERVES ITS PURPOSE.

"Say," complained the stranger, stepping in-

side the drug store, "this weighing machine in front of your place is out of order."

"I've got nothing to do with that machine," said the sleepy looking young man behind the counter.

"Well, somebody ought to have."

"What's the matter with it, anyway?"

"It won't work. I dropped a penny into it just now, and the indicator didn't fly around. I shook the machine, and jumped up and down on the platform, and still it didn't move. It's a swindle."

"It took the penny, all right, didn't it?"

"Certainly."

"Well, that's what it's for. There's nothing the matter with the machine, sir."

AN ENTHUSIASTIC "TALKER" MAN

Expatriates on Beauty of Some Records by Leading Artists and Gives an Imitation of a Band on a German Steamer on a Sunday Morning.

Business had quieted down when The World dropped in to see a small goods importer on lower Broadway, New York, recently. The party is an expert harmonica player, and in that capacity has a natural fondness for music in all forms, but is a shrewd, cool mercantile proposition nevertheless. A talking machine occupied a prominent position in the place, but it was supposed the line was being handled, and it was a sample. As The World was about leaving the proprietor remarked: "Do you want to hear something nice? Just wait. I've got some new talking machine records. I don't handle the goods—have it for my own amusement. This is a Caruso and Scotti duet."

The record proved to be Verdi's "La Floreza et Destino," and the brilliancy and clearness, yet soft tones, delighted the small audience. "Now, listen to this, Gounod's 'Ave Maria,' with violin obligato (who is it sung by, Mr. Butler?). Oh, yes, by Mme. Michailowa, and she's a dandy. I've run this record at least 400 times, and it is a little scratchy; but you will catch the effect all right." The record was faulty, to be sure, but was enjoyed, nevertheless. This was followed by Gounod's "Lullaby-Jocelyn," rendered by the same talented Russian soprano.

"Say," ejaculated the enthusiastic small goods man, "have you ever crossed the ocean in a German steamer, and heard the band at sunrise every Sunday morning, start in at one end of the deck and slowly march the length of the ship, playing the 'Land of the Lord'? Well, if you have you will never forget it as long as you live. As you lie in your berth, rolling with the ship, and half sick, when you hear this old German hymn sounding way off in the distance by a full military band, you will think of everything that ever has happened in your life. If you have forgotten what day it is you will know it is Sunday when you hear this music. Here, I'll stuff my handkerchief in the throat of the horn so as to reproduce the effect of distance." It did most effectually, the melody being soft and low. When the obstruction was removed the full strains of the band came out strong, and as the delighted amateur demonstrator declared, it was indeed realistic.

"You see," concluded the pleased importer, "some of my records have been played over a couple of hundred times, and it is really surprising how well they wear, and what a vast amount of entertainment can be had with a talking machine, which has been improved wonderfully—almost perfect in sound reproduction. That Caruso and Scotti record simply makes your hair stand, it is so clear and smooth."

A report that the Pathe Freres records are to be marketed in this country by a New York jobber is said to be well founded. Perhaps Promoter Miller could say a few words in explanation.

J. O. Prescott, of the American Record Co., returned home from his Mystic Shriner trip to Los Angeles, Cal., Monday. He had a great time, which will be duly recorded later.

**Do you
have to jog
your jobber?**

When you give a jobber your order it shouldn't be necessary for you to keep after him to get your goods. If you have the right kind of a jobber there won't be the least delay in filling your orders.

You can't afford to dilly-dally with a jobber and keep your customers on edge for their goods. Not every customer will stand that kind of treatment, and those who do won't put up with it any longer than they can help.

There's an easy way to get over these troublesome delays. Give us your orders for Victor Talking Machines and Records, trumpet horns, fibre cases, English needles and accessories and specialties of every sort. You won't need to tell us to hurry—we always do that; send out goods the same day the orders are received.

That is the kind of service you always get here, and it puts you in position to take the best care of your customers and saves you a lot of needless worry.

Try us on your next rush and see how we handle it. In the meantime you'd better get our latest catalogue—write for it to-day.

**The Victor Distributing
and Export Company**

77 Chambers Street

New York

**If You Are Interested
IN
VICTOR TALKING MACHINES
OR
EDISON PHONOGRAPHS**

Write at once to

SOL. BLOOM, 3 E. 42d St., N.Y. City



PROTESTS AGAINST PROVISIONS OF NEW COPYRIGHT BILL.

Lively Times at Public Hearing—Sousa Scores Talking Machines—Herbert's Plea—Petit Wants Protection of Records—Paul H. Cromelin's Exhaustive Presentation of Facts in Opposition. Other Gentlemen Heard—No Bill This Session—Hearing Adjourned Until Next Winter.

(Special to the Talking Machine World.)

Washington, D. C., June 11, 1906.

Well, the hearings before the joint patent committees of the Senate and House, which commenced Wednesday last, are over; but while they were going on the sessions were of the liveliest description. When the last speaker got through Saturday, Chairman Currier, of the House, announced that the committee would resume hearings at the next session of Congress, possibly shortly after convening in December, and therefore the bill goes over. In the meantime persons interested may file briefs. Senator Kirtledge and Representative Currier presided turn and turn about.

BUTTERS-IN AT PRELIMINARY CONFERENCE.

As previously noticed, the Librarian of Congress, Herbert Putnam, as chairman, was present at the conference Tuesday of organized bodies interested in the copyright bill and attending the previous meetings in New York and Washington, strictly executive sessions, and at which no members of the press reporting the proceedings were permitted. Much to the consternation of the accredited delegates a number of others, particularly concerned in the pending legislation as affecting the talking machine industry, "buted in" unceremoniously, a proceeding that disconcerted the Librarian not a little, so much so, in fact, that he is reported as stating, in the open meeting, that perhaps his presence as a Government official might be misconstrued as favoring certain interests against others, an attitude he wholly disclaimed. S. T. Cameron, counsel of the Columbia Phonograph Co., general; G. Howlett Davis, Orange, N. J., inventor of automatic players, and Alfred H. Walker, counsel for the Connorized Music Co., New York, were denied the privilege of speaking. Any rate, the conference broke up in confusion, without accomplishing anything.

The following day the public hearing before the Congressional committees was on, the first speaker being John Philip Sousa, the bandmaster and composer, who seemed to take great delight in "pounding" the talking machine people. Prefacing his remarks about the primary rights of composers to their music against the depredations of anybody and everybody, without their consent, for any purpose whatsoever. He said:

SOUSA SCORES TALKING MACHINES.

"When the copyright law was made the perforated rolls and phonograph records were not known, and there was no provision made to protect us in that direction. Since then they have come out with the claim that the record of sound is not a notation. When these perforated roll companies and these phonograph companies take my property and put it on their records they take something that I am interested in and give me no interest in it. When they make money out of my pieces I want a share of it."

"They are protected in their inventions?" asked Representative Sulzer. Receiving an affirmative reply, Mr. Sulzer then asked: "And why should you not be protected in yours?" to which Sousa replied:

"That is my claim. They have to buy the brass they make their funnels out of and have to buy the wood they make the box out of, and the composition for the disc, and that disc as it stands, without the composition of an American composer on it, isn't worth a penny. Put the composition of an American composer on it and it is worth \$1.50. What makes the difference? The stuff that we write."

Representative Bonyng asked: "What is the protection given you by the terms of this bill?" to which Sousa replied:

"In any production of our music by any of these mechanical instruments they must pay us money for the use of them.

"The publishers of this country make a contract with the composers and agree to give them a sum outright, or a royalty on sales, and follow it out, and we demand and get for each and every copy that is published and sent out, and the notation that they publish, a certain return.

"These companies having records and talking machines take this one copy and produce 1,000. If they could buy my one copy and sell that one copy I would have no objection, but they take my copy and make another copy and give me nothing for it. They could not do it if I did not write it, and I want to be paid for it."

Representative Webb asked whether records already

made would be affected. Chairman Currier replied that it would not affect existing copyrights, whereupon Sousa interjected: "No. That is a sop; I am willing to do it for the sake of the future, but I think it is wrong. That is a sop to them, and hereafter they will make money, after this law passes, on the pieces that I made before the law went into effect."

"So," interpolated Representative Chauncy, "we will still get 'El Capitan' from the phonographs in various places?" to which Sousa retorted: "Yes, sir, and I get nothing for it, and I am the man that made 'El Capitan.'"

Following the laughter which greeted this asseveration, Sousa said: "When I was a boy—I was born in this town of Washington—in front of every house in the summer evenings you would find young people slinging the songs of the day—or the old songs. To-day you hear these infernal machines going, night and morning: (Laughter.) We will not have a vocal cord left. (Laughter.) On this river, the Potomac, when I was a young man, we went out boating, and we heard nothing but songs everywhere. Last summer, or the summer before last, I was in one of the biggest yacht harbors of the world outside of Long Island, and I did not hear a voice the whole summer. Every yacht had a gramophone, a phonograph, an aeolian or something of the kind."

Chairman Currier suggested that "A great many people in the country get a great deal of comfort out of the phonograph."

"But," replied Sousa, "they get much more out of the human voice, and I will tell you why. The phonograph companies know that. They pay Caruso \$3,000 to make a record in their machine, because they get the human voice, and they pay a cornet player \$4 to blow one of his blasts in it. (Laughter.) That is the difference."

VICTOR HERBERT'S DISPASSIONATE PLEA.

Victor Herbert, the composer, who followed pleaded the cause of "many hundreds of poor fellows who have not been able to come here—possibly because they have not got the price—brother composers, whose names figure on the advertisements of the companies who make perforated rolls and talking machines, etc., and who have never received a cent, just as is the case with Mr. Sousa and myself. I do not see how they can deny that they sell their rolls on their machines because they are reproducing a part of our brain, of our genius, or whatever it might be. They pay, as Mr. Sousa said, the singer who sings a song into their machines. They pay Mr. Caruso \$3,000 for each song, for each record. He might be singing Mr. Sousa's song, or my song, and the composer would not receive a cent. I say that that cannot be just. It is as plain a question as it could be, to my mind. Morally, there is only one side to it, and I hope you will see it and recommend the necessary law."

VICTOR TALKING MACHINE CO. FAVORS BILL.

Horace Pettit, of the Victor Talking Machine Co., Philadelphia, counsel, said:

"It may be that Mr. Herbert and Mr. Sousa have been somewhat abused by the talking machine companies. They certainly do not show it in their appearance. Our position is equitable and just. We believe they should have protection, the author and composer, and we are willing, so far as the provisions of this act are concerned, that they should be passed substantially on the line indicated, so that the composer should have the protection against his music being copied on a record or talking machine, with the understanding, however, that it does not apply to existing copyrights.

"If the talking machine companies are under this act to pay royalties to authors and composers on copyrighted compositions, the talking machine companies should also be protected, in this way: We might pay Mr. Sousa or Mr. Herbert or Mr. Caruso, or any of the opera singers, \$1,000 for making a record. It is perfectly possible within the known arts for that record, after we make it, to be reproduced by a mere copper plating process by somebody else, and copied, so that we would pay \$1,000 or so and have no protection against the person manufacturing a duplicate of it. Therefore, for that and other reasons, the talking machine manufacturers should be entitled to register the particular records which they prepare, and that provision should be included in the act."

VICE-PRESIDENT CROMELIN'S STATEMENT.

Saturday Paul H. Cromelin, vice-president of the Columbia Phonograph Co., General, submitted the following statement:

Mr. Chairman and Gentlemen of the Committee on Patents:

On behalf of the American Graphophone Co. and its sole sales agent, the Columbia Phonograph Co. and the Columbia Phonograph Co., General, and in the name of all music-loving American citizens, I respectfully protest against the passage of those provisions of the new copyright bill by which the benefit of copyright protec-

tion is extended in such a manner as to include under the word "writings," in that section of the Constitution of the United States, which protects authors in their writings, sound productions or reproductions by means of mechanical devices or appliances; and in particular, insofar as they may be intended or construed to cover or relate to reproductions obtained by means of talking machine records used in connection with the talking machine itself in whatever form so ever, whether such so-called records or phonograms are produced in the form of cylinders, discs or by means of electrically induced currents, as at present used in the so-called Lousen telegraphou, or in any future form or development of the talking machine art; and in opposing same I respectfully submit the following:

1. That such legislation, insofar as relates to talking machine sound records of any kind, is unconstitutional.

2. That such legislation is against public policy and directly contrary to the spirit and progress of the times.

3. That the demand for such legislation does not emanate from the great mass of the musical authors (composers) nor is it demanded by them, but has been conceived by certain selfish individuals who have conspired together to form and create a giant monopoly the like of which the world has never known.

4. That such legislation, instead of being in the interest of the composers, is directly opposed to their real interest, which is to have the greatest possible distribution of such records as the best means for creating a demand for their sheet music. Abundant evidence can be furnished to sustain this fact, if desired.

5. That it is class legislation in the interests of the few as opposed to the enjoyment and happiness of the masses, whose rights seem singularly to have been lost sight of during its preparation, and that it is particularly vicious when the rights of the poor are considered.

6. That insofar as the question of copyright must of necessity be viewed from an international standpoint, it is inadmissible, intolerable and distinctly un-American to grant to foreign composers the right to extract toll from every American citizen where such right is denied such foreigner at home in his own land and is denied to American composers abroad.

7. That such legislation is directly contrary to all recent legislation in foreign countries, the most important of which is the act of the German Reichstag in 1901, by which perfect freedom is given to use copyrighted works for the purpose of mechanical reproduction; and by which, by reason of an interpretation announced by the Minister of Justice prior to the third reading of the bill, the right to record and reproduce any copyrighted work by means of talking machines was expressly permitted.

8. That such legislation is contrary to the spirit of the Berne convention.

9. That in no other country is substantially like protection afforded to composers, but that such protection has been universally denied.

10. That even if such rights were granted under the laws of Great Britain, Germany, France, Belgium and other countries, which they are not, it is beyond the power of Congress to do other than that which it is expressly permitted to do under our constitution, and the only way by which such a law could be enacted which would stand the test of the highest court of judicial inquiry, would be by an amendment to the Constitution of the United States. On behalf of my company, I protest against being plunged into such long and expensive litigation as would necessarily ensue if this bill becomes a law, unless the necessity for same is urgent, and this I emphatically deny.

QUOTES WHITE-SMITH-APOLLO CO. DECISION.

11. That such legislation is in direct contradiction to all recent judicial decisions on the subject, in this country and abroad, in which no common law rights and statutory rights of authors and composers, their scope, extent, intent and purpose have been discussed, the most noted of which in this country is the decision handed down by the United States Circuit Court of Appeals, second circuit, during the last week of May in the Aeolian suit (sic) against the Apollo Co., Judges Lacombe, Townsend and Cox, without a dissenting voice, approving and upholding Judge Hazel's opinion rendered in the court below, sustained the contention that the perforated roll is not a violation of the copyright; and it is interesting to note that the court went out of its way to say: "The argument, that because the roll is a notation or record of the music, it is, therefore, a copy, would apply to the discs of the phonograph, * * * which it must be admitted is not a copy of the sheet music."

In England, the same position is taken by the courts, the leading and most recent case being Boosey against Wright, in which it was clearly held that the perforated roll was not a violation of the copyright. In Belgium by decree of the fourth chamber of the Court of Appeals in Brussels, December 29, 1905, in the case of Massenot and Puccini, composers, against Ullman & Co. and Patbé Freres, manufacturers, in dismissing the suit with costs the court uses this language: "Considering that these apparatus cannot be assimilated to the writing, or the notation by an engraving process, of the thoughts of the author; that they have nothing in common with the conventional signs permitting reading or comprehension of the work to which they are related; that isolated from the rest of the instrument they remain in the actual state of human knowledge, without any utility, that they are only one organ of an instrument of execution." In dismissing the suit the court referred to a similar suit decided in France, February 1, 1906, in which it was confirmed that "airs of music on discs or cylinders of graphophones and gramophones do not constitute a musical infringement."

12. That the proposed legislation, insofar as relates to mechanical reproduction, is in furtherance of the plans of certain powerful interests to obtain a monopoly—an international monopoly—on mechanical reproducing instruments of all kinds, and that they are attempting to use the legislative branch of the government to secure that which has been repeatedly denied them by the courts.

13. That it is vicious, in that if it is permitted to be enacted into law it will deal a death blow to great American industries which have been extended until now they embrace all countries, and in which millions of dollars have been invested in the knowledge that the right to manufacture was perfectly lawful, and that the right to continue such manufacture unhampered by such ruinous conditions as would be imposed by this bill could never be brought into question or become the subject of serious dispute.

14. That if this bill becomes a law it will seriously affect the rights of thousands upon thousands of American citizens who have purchased these machines and who have the right to expect to continue to use them and to obtain the supplies for them at reasonable prices instead of paying tribute to a grasping monopoly.

PAYS HIS RESPECTS TO THE MUSIC PUBLISHERS.

15. And, finally, that whatever arguments may be advanced by the Association of Music Publishers, and their allied interests whose representatives framed the bill, and who, if it becomes a law, will get 99 per cent. of the benefits to be derived therefrom, regarding other methods of mechanically producing sound, on the theory that same constitutes a method or system of notation, and under certain conditions may be read by persons skilled in the art, under no circumstances can such arguments be truthfully advanced to cover or apply to talking machine sound records. No man living has ever been able to take a talking machine record and by examining it microscopically or otherwise state what said record contains. In this sense it stands pre-eminently in a class by itself, being unlike perforated rolls, cylinders containing pins, metal sheets, and other devices used in mechanical production of sound, and is not to be likened in any manner to the raised characters used in methods of printing for the blind, where, by the sense of touch, the meaning is intended to be conveyed. The sense of touch is a mere incident due to the disability of the blind, but it is perfectly feasible and easy to read the characters with the eye, and they are very properly the subject of the copyright. I repeat that to attempt to decipher a phonograph disc is in the very nature of the proceeding "reaching for the impossible." How utterly preposterous and ridiculous it would be to pass this act in its present shape, which would make a telephonic sound record, which is something that cannot even be seen—the record itself being caused by the magnetization and demagnetization of an electric current on an ordinary piece of wire or a cylinder or disc of steel—a copyright violation.

In conclusion, I respectfully ask that the bill be amended, and will, if your honorable committee desires, submit at the proper time such suggestions for alterations and amendments as may seem proper and appropriate.

Subsequently Mr. Cromelin said to The World: "In the first place, the bill is killed for this session. I really believe it was the intention to rush it through, but when we made it plain the measure had been framed up at star chamber sessions of certain interests to the exclusion of representatives from industries—such as the talking machine trade—in which millions of dollars are invested, I feel confident that the section dealing with the reproduction of compositions will be eliminated. At any rate, should the bill pass it would place all the talking machine companies on an equal footing, a by no means unimportant matter."

WRITINGS AND WORKS CONSTITUTIONALLY CONSIDERED.

S. T. Cameron, of counsel for the Columbia Phonograph Co., General, said that Messrs. Sousa and Herbert did not represent the majority of composers and therefore their presentations were in a sense ex parte. Another thing, these players or mechanical instruments were gradually working into a trust, and the passage of the law would consummate the combination. Mr. Cameron further contended that the United States constitution says that the authors had exclusive rights to their writings; but the bill proposed to change this to works. It would be much better to leave the interpretation of the law, in its broadest and widest sense, to the courts, for the enactment of the bill would certainly be a flagrant violation of the constitution.

S. O. Edmonds, attorney of the American Record Co., was given leave to file his remarks, owing to the consumption of his allotted time by others; and the Librarian of Congress gave him the assurance they would be placed before the Congressional committee as a part of the official hearing at this session, and be printed as such in the official proceedings.

In addition to the foregoing names mentioned as representing the talking machine interests, besides R. L. Thomae, with the Victor Talking Machine Co., being present, were a number of music publishers from New York, Chicago and elsewhere; Nathan Burkan, New York, and A. R. Serven, their counsel; manufacturers of automatic players, perforated music rolls, etc., of Chicago, New York, Detroit, etc., and counsel, besides fully 60 or 70 people in other lines of business interested in different sections of the bill.

Feeling that the hearings on the bill could not be concluded at time designated Senator Kittredge submitted a resolution to hold sessions of the patent committees during recess of Congress.

THE NEW COPYRIGHT BILL.

Sections of the Proposed New Measure Which Effect the Talking Machine Trade.

A bill to amend and consolidate the acts respecting copyright, introduced simultaneously in the Senate (by Senator Kittredge) and the House (by Representative Currier) on May 31, contains a few sections of vital interest to the talking machine trade. It is the first attempt made to apply legal restrictions in the manufacture of sound records, and consequently has aroused bitter opposition to its enactment, as the hearings on the measure before the joint Congressional Committees on Patents, June 7, 8 and 9, reported on another page of The World, would seem to indicate. The portions of the bill affecting the trade follow:

Section 1. Paragraph g. says: "That the copyright secured by this act shall include the sole and exclusive right to make, sell, distribute, or let for hire any device, contrivance, or appliance especially adapted in any manner whatsoever to reproduce to the ear the whole or any material part of any work published and copyrighted after this act shall have gone into effect, or by means of any such device or appliance publicly to reproduce to the ear the whole or any material part of such work.

Sec. 2. That the copyright provided by this act shall extend to and protect all the copyrightable component parts of the work copyrighted, any and all reproductions or copies thereof, in whatever form, style, or size, and all matter reproduced therein in which copyright is already subsisting, but without extending the duration of such copyright.

Sec. 4. That the works for which copyright may be secured under this act shall include all the works of an author.

Sec. 23. That if any person shall infringe the copyright in any work protected under the copyright laws of the United States by doing or causing to be done, without the consent of the copyright proprietor first obtained in writing, any act the exclusive right to do or authorize which is by such laws reserved to such proprietor, such person shall be liable:

(a) To an injunction restraining such infringement;

(b) To pay to the copyright proprietor such damages as the copyright proprietor may have suffered, due to the infringement, as well as all the profits which the infringer may have made from such infringement, and in proving profits the plaintiff shall be required to prove sales only, and defendant shall be required to prove every element of cost which he claims; or in lieu of actual damages and profits, such damages as to the court shall appear just, to be assessed upon the following basis, but such damages shall in no case exceed the sum of five thousand dollars nor be less than the sum of two hundred and fifty dollars, and shall not be regarded as a penalty:

First—In the case of * * * any device especially adapted to reproduce

to the ear any copyright work, not less than one dollar for every infringing copy made or sold by or found in the possession of the infringer or his agents or employees.

Sec. 25.—That any person who wilfully and for profit shall infringe any copyright secured by this act, or who shall knowingly and wilfully aid or abet such infringement or in any wise knowingly and wilfully take part in any such infringement, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by imprisonment for not exceeding one year or by a fine of not less than one hundred dollars nor more than one thousand dollars, or both, in the discretion of the court.

Sec. 38. That the right * * * to make any mechanical device by which music may be reproduced to the ear * * * shall be deemed a separate estate subject to assignment, lease, license, gift, bequest or inheritance.

"KICKERS" WERE "TURNED DOWN."

The playing of talking machines in public, at least in connection with the automatic parlors in this city, has aroused some enmity among people living in the locality of these popular places of amusement. Suits were recently brought against the proprietors of some of these "parlors" located in Harlem, but in all instances the cases were promptly dismissed by the presiding judges. The loud-sounding Columbia Graphophone was used, and the policemen testified that, despite the noise of trolley cars, it was heard over 150 feet away.

It would be well for those kickers who are continually finding fault with music of all kinds to be more liberal in their ideas. Their motto should be, "Live and let live," and unless some wrong is done them, to be less complaining about a machine that has proven not only a civilizer but a promoter of happiness wherever known.

THE NEOPHONE IN BELGIUM.

The Compagnie Belge Du Neophone, Ltd., was registered May 18 with a capital of \$100,000 to acquire from Neophone, Ltd., London, Eng., their interests in certain Belgian patents relating to the Neophone machine and records.



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.

PRICES WILL ADVANCE

According to J. Chas. Groshut on Talking Machines—Returns from European Trip.

J. Charles Groshut, secretary of the Edwin A. Denham Co., has just returned from a trip abroad. While on the continent he visited the various factories in Germany, France and Switzerland, in which the Denham phonographs are manufactured. From a business standpoint the trip was a most successful one. Several important deals were consummated by which the position of the Edwin A. Denham Co., as sole im-



J. CHAS. GROSHUT.

porters of the cheap type of foreign machines, was strengthened considerably.

Mr. Groshut predicts that owing to the heavy advance in the price of raw materials, occasioned by the increased consumption of same by American manufacturers, in addition to the labor difficulties which have arisen in France and Germany, that the price of phonographs and musical instruments will rise in the near future.

PRESERVING DYING DIALECTS.

Use to Which Phonograph Is Being Put in the British Isles.

Although nothing can be done to prevent the decay of local dialects, much can be done to preserve their records. The phonograph is being applied for this purpose both in Guernsey and in the Isle of Man, says the London Daily Mail. The dialect language in the former is Norman-French, in the latter Manx, one of the Gaelic group.

It is believed that in the Isle of Man, with the passing away of the present generation, no one will be found to speak the dialect. The phonograph is being sent to different parts of the island by the Manx Language Society; old men whose accent is pure will speak into the receiver, and the records are to be stored at Douglas.

Mr. E. D. Marquand says that the old Norman language still spoken in the Channel Islands is in its main features the same as that used by the cultured classes of England eight centuries ago; the tongue in which Taillefer sang the "Chanson de Roland" at the battle of Hastings.

"In Alderney," he says, "it will certainly have become extinct in a very few years. In Guernsey it will probably linger on for a generation or two. In Jersey Norman French will survive longest, owing partly to the larger size of the island, partly to its proximity to France, and partly also to the influx of French agricultural laborers, who spend some months each year during the farmers' busy season."

Mr. Marquand proposes using the phonograph to preserve records of the dialect poems, folk songs and folk lore of the island.

Walter L. Eckhardt, manager of the Columbia Phonograph Co.'s wholesale department, reached New York, May 17, from his Western tour. The trip was eminently successful; that is to say, the list of Columbia jobbers has been lengthened, strengthened and expanded. Walt can always be depended upon to deliver the goods, his business ability and personal popularity being equalled by few in the trade.

RELIC OF SAN FRANCISCO

Displayed at the Warerooms of the Columbia Phonograph Co.

At the retail warerooms of the Columbia Phonograph Co., at 872 Broadway is an interesting relic of the San Francisco earthquake, by which that company's warerooms and \$100,000 of stock was totally destroyed. It is the metal part of an AZ type of phonograph, and was the first taken from the ruins. Manager Cleveland has had it placed in their show window, with a letter from the San Francisco manager that accompanied it, describing their loss. It naturally attracts considerable attention, and draws a crowd, who naturally examine all the rest of the Columbia products.

NEW VICTOR DISTRIBUTERS.

(Special to The Talking Machine World.)

Milwaukee, Wis., June 7, 1906.

McGreal Bros., of this city, who for the past four years have been jobbing Edison goods exclusively, placed a very large order with the Victor Talking Machine Co. about a month ago and have just received their first consignment of two hundred Victor machines and 20,000 Victor records. McGreal Bros. recently rented 5,000 feet of floor space on Milwaukee street, where they will carry on their wholesale business in both Edison and Victor goods.

NOT DIRECTLY CONCERNED.

The connection of the Leeds & Catlin Co., record manufacturers, New York, with the pending case on appeal of the Victor Talking Machine Co. against the Talk-o-Phone Co. and themselves, recently decided by Judge Townsend, United States Circuit Court, Southern District of New York, is an incident or an accident, as one is pleased to call it. They are not directly concerned or involved in any shape or form in this litigation, and their being made co-defendants was brought about by certain dealings with the Talk-o-Phone Co. in which the Leeds & Catlin Co. acquired some of their machines in a business transaction. The L. & C. Co. do not make, nor never have made, a machine, being manufacturers of records only, and in this respect they desire to have their position clearly understood by the trade.

The A. S. Cook Co., of Woonsocket, R. I., have opened a talking machine department where they are showing a large line of Edison phonographs, records and supplies. The establishment is under the management of Robert Peck, a musician of ability.

GOOD MOVE BY PAWNBROKERS.

Anyone Pawning Talking Machines Must Show Receipt Proving Ownership Before It Is Accepted from the Pawner.

The pawnbrokers in New York are enforcing the rule adopted by them some time ago in regard to the pawning of merchandise purchased on the instalment plan, by compelling the pawner to show a receipt. This applies particularly to talking machines, as several of the fraternity have been stuck by people who have pawned them immediately after making the first payment. They work on the theory that legitimate purchasers will not pawn their talking machine except as a last resort, and new instruments are never offered, so if one comes in that shows no signs of wear, they are justified in asking for a receipted bill from the dealer.

REUNION OF EDISON JOBBERS

During the Week of July 16th to 20th Will Bring Many Notable Men to the City—Splendid Programme Arranged.

Everything points to a magnificent time for the Edison jobbers when they become the guests in New York, during the week of July 17-20, of the National Phonograph Co. At least 200 jobbers have signified their intention of being on the ground prepared to enjoy themselves, not only in the way of pleasure, but the opportunity presented for visiting the works at Orange, N. J., and seeing on what a great scale the manufacturing is carried on, the care and supervision exercised in each department; and last, but not least, the honor of meeting one of the intellectual and practical wonders of the age, Thomas A. Edison himself. Then there will be business meetings to attend, at which matters of great importance will be discussed that will be mutually beneficial to the manufacturer, jobber and dealer. A few surprises are in store, of which we are not at liberty to reveal, but when "pulled off" will create no end of enthusiasm. Fully 250 people—with company officials and special guests—will participate in the July days which are destined to become historical in trade annals.

CREATED 14 NEW ZON-O-PHONE JOBBERS.

W. T. Boyd, who came in from his Western territory a couple of weeks since, created fourteen new Zonophone jobbers during the selling season just terminated. B. Feinberg, also of the Universal Talking Machine Manufacturing Co.'s traveling staff, who returned to New York at the same time, likewise made a splendid record. Both gentlemen started on a three weeks' trip June 3.

There's Only ONE Talking Machine OIL



worth considering—that's "3-in-One"—the 12-years-on-the-market oil. "3-in-One" is the only oil that lubricates perfectly, cleans, polishes and prevents rust on all talking machines, and keeps disc and cylinder records in proper playing condition.

Sell any other oil, and you must bear the burden of proof, Mr. Dealer. Sell "3-in-One" and you have no burden to bear. Everyone, everywhere, knows "3-in-One." It sells itself—and there's a good, substantial profit in it for you—50 and 100 per cent. 10c. and 25c. bottles. Order a trial dozen from your jobber to-day.

If you want to try "3-in-One" first, we will send you a FREE sample bottle and the "3-in-One" Book on request. Use this oil yourself and you'll advise your customers and friends to do likewise.

G. W. COLE COMPANY, Sole Makers of "3-in-One"

Broadway and Liberty Streets,

New York City.



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IMPORTANT.—Advertisements or changes should reach this office by the first of each month. Advertisements arriving too late for insertion in the current issue will, in the absence of instructions, be inserted in the succeeding issue.

Long Distance Telephone—Number 1745 Gramercy.

NEW YORK, JUNE 15, 1906.

OUR special reports which reach The World office from almost every important town in America, indicate that there has been but a slight slowing up in the talking machine business during the past few weeks. One of the veterans of the trade remarked that he anticipated a summer of unusual business activity, and that while July and August were not usually counted good months for business, he believed that this year would be an exception.

SURELY the demand for talkers is continuing right along at a brisk rate. It will require, of course, a strong emphasis placed upon the selling end of the business when there is a natural lessening of vitality which abounds during the crisp months of winter. But it is a pretty good business plan to figure that there should be no dull seasons, and plenty of energy placed upon the selling end will always result in good returns.

THERE are many novel ways in which the talking machine may be exploited in an advertising sense, so that it is constantly brought before the people in an interesting manner. Advertising is a great business lubricator, and no man who tries to secure trade to-day should hide his light under the bushel of indifference. He should let it shine so that he who runs, skips or walks, may read with ease.

WE can name some houses that will not have a dull summer, because we know that the forces behind those institutions never permit of halting upon the vantage ground won. They are going on to win greater results for the future. They know that

"The heights of great men gained and kept
Were not won by sudden flight;
But they, while their companions slept,
Were toiling upward in the night."

IT has been truly said that this is a commercial age, and whether we like it or not, competition spurs us on to greater accomplishments, and the man who fails to respond to the influence of his environment may be counted well out of the

race, whether he sells talking machines or shoe-strings. Perhaps the greatest secret of success in life is due to sticking qualities. Determination conquers the world, the faculty of sticking and hanging on when everybody else lets go, and the man that sticks and hangs on in the summer when there is a general relaxation is the man who can be counted on pretty safely to win his business spurs in a most pronounced manner.

IT is the five minutes more which wins the battle, the perseverance, the determination, of never giving up, and there are plenty of young men who are readers of The World who would do well to make up their mind that they can and must win good business this summer. They can if they will. The general conditions are favorable. There are no strikes on, and no general disturbances of any kind whatsoever. The distribution of money to the various wage earners is larger than ever before in the country's history, and it means that there is a tremendous purchasing power which can be cleverly turned in the direction of buying talking machines if systematic lines are planned and carried out.

THE great calamity which overwhelmed San Francisco has had its reflex effect in every section of the country, but America is not easily disturbed or shaken by any catastrophe. Our resources are too great and varied. The crop reports never were more favorable at this season of the year, and after all, there is a wealth which is supplied by old Dame Nature which helps to fill the mercantile coffers throughout the land. There is nothing to depress business and everything to stimulate it.

IN another portion of this publication will be found a report of the speech delivered by Louis F. Geissler before the piano men's convention at Washington last month. Mr. Geissler's subject was "Talking Machines and Their Relation to the Piano Trade." One of the strong points which he made in his address was in urging piano men to establish a retail price at which their product should be offered to the public. He stated that the history of the talking machine business showed that a one-price system could be maintained, that arbitrary prices placed upon wares covered by a patent was feasible and legal. He compared the conditions which existed in the piano trade with those in the talking machine line where the prices are fixed by the manufacturer, emphasizing that this condition which has worked so satisfactorily in the talking machine trade could be applied with equally good results in the piano line.

AS a matter of business truth the talking machine industry can be sustained on a high plane only by the maintenance of prices, and we have urged piano manufacturers through the columns of The Music Trade Review, the oldest journal in the music trade industry, to fix the prices at which their instruments shall be sold to retail purchasers. That our arguments proved beneficial in producing results may be seen in the fact that at the music trade convention resolutions were passed favoring the fixing of piano prices by the manufacturer. The passing of these resolutions will interest that section of the talking machine industry who have been opposed to the present existing plan of sell-

Notice to Subscribers

On and after July 15 the Annual Subscription to *The Talking Machine World* will be ONE DOLLAR. Foreign Countries One Dollar and Fifty Cents.

ing talking machines. They will now learn that a kindred industry is adopting the plan upon which the talking machine trade has been conducted for years.

IT means business stability, and by the maintenance of prices a respect is engendered for the products offered. If a cigar manufacturer can name a price at which a particular brand of cigars may be sold in every city of the Union, and a shoe manufacturer likewise, and the same with other trades too numerous to mention, is it wrong to place a fixed value upon certain styles of talking machines which are offered to the public? It seems to us that it is only good business, and, studying the field as a whole we are inclined to the belief that the maintenance of prices will work out permanent benefit for the entire industry.

THE editor of The Talking Machine World left on the "Carmania" for Europe on the 5th inst. The World has been steadily developing a good circulation in the various countries abroad, and it is the intention of the editor to carefully investigate trade conditions in Europe, with the view to greatly extending the business of this trade newspaper institution in other lauds.

AT the recent trade convention in Washington, a number of copies of The World were distributed to the visiting music trade men. A well-known United States Senator came to the lobby and saw one of the papers, and expressed his surprise and amazement that the talking machine industry had grown to such an extent that it maintained a journal of such manifest importance. He requested a copy specially mailed to his home and afterward placed a subscription to receive The World regularly.

IN this connection a well-known talking machine man said at the convention that this publication had been the greatest known force in developing this business during the past year and a half, and he did not hesitate to praise the paper and its policy in the broadest possible manner. He said that it was a credit to the industry to have such a journal published, and every man interested in the sale of talking machines should encourage its distribution by every possible means, as its influence was helpful in the greatest degree.

THERE seems to be a considerable shortage of stock, but if the demand slows up during the summer season the manufacturers will be afforded an opportunity to catch up with their orders. Large efforts have been put forth by the various makers to increase their facilities in order to meet every demand, for it is not the desire of up-to-date business men to keep their trade waiting for orders. It would surprise

some to know the preparations that have been made for the increase of business in the manufacturing department, but so great and continuous has been the demand for talking machines and supplies that manufacturers have been unable to keep in sight with their orders.

CORRESPONDENCE from the Pacific Coast shows that the talking machine dealers are actively working territory outside of San Francisco. The Pacific-Northwest just now is a particularly rich field for the exploitation of talking machines, and there are plenty of live concerns in that section who are improving their opportunities to the utmost. Los Angeles, too, is looking up as a most important distributing point for talking machines, and while San Francisco is being rebuilt the dealers and jobbers are placing the strongest efforts upon outlying points.

OUR readers in all departments of the talking machine industry will be interested in the report of the copyright conference appearing elsewhere. Owing to the strenuous opposition to some sections, particularly those effecting this industry, the bill will not be introduced at this session of Congress and further hearings on the bill will not take place until December.

SOMETHING NEW IN "TALKER" HORNS.

The demand for something individual and meritorious in the horn line is destined to be amply fulfilled through the appearance of the Searchlight Horn, made by the Searchlight Horn Co., of Brooklyn, and whose announcement appears elsewhere in this issue. The announcement is one that should interest the trade at large. This company have been long at work on

the production of special machinery for the manufacture of these horns, and are equipped to supply all demands.

PREPARING TO RESUME

In San Francisco—Temporary Quarters in Oakland.

(Special to The Talking Machine World.)
San Francisco, Cal., June 4, 1906.

The talking machine houses are making active preparations to resume business in this city. Temporary quarters will soon be opened by several of the leading houses, but the trade is, and will, for some time to come, be largely handled from Oakland. All the concerns burned out are in evidence in the latter city, among them being Walter S. Gray, manager of the Columbia Phonograph Co.'s store. His new quarters are at 512 13th street, Oakland. The Oriental business of this company has been transferred to New York.

TRAVELING MEN ORGANIZE.

Now the Talking Machine Traveling Men's Association is the latest organized body to appear in the trade. It was formed May 29, in New York, amid the lurid glare of enthusiasm which surprised even the participants in the "cold gray dawn of the morning after." The following are the officers: President, John Kaiser, with Douglas Phonograph Co.; vice-president, Wm. T. Boyd, with Universal Talking Machine Mfg. Co.; secretary, A. T. Doty, with Victor Distributing & Export Co.; treasurer, B. Feinberg, with Universal Co. The following gentlemen were enrolled active members: Walter L. Eckhardt and Tom F. Murray, with Columbia Phonograph Co., general; "Doc" O'Neill and J. A. Macnabb, with Universal Co.; A. L. Irish, of Talk-o-phone Co.; Loring Leeds, with Leeds & Catlin Co.; E. A. Hawthorne and J. O. Prescott, of American Record Co. It is proposed to open club rooms in New York so as to have the traveling men of the trade make it their headquarters when there.

FURTHER LITIGATION.

Samuel Heymann Brings Suit Against New York Jobbers in Connection With New York Phonograph Co. Affairs.

Another move is scored in the long-drawn-out litigation of the New York Phonograph Co. against the National Phonograph Co. et al. On the 8th inst. Samuel Heymann, a New York attorney, who claims certain rights were assigned him by the complainant, commenced to file bills of complaint against a number of jobbers and dealers, among them being the Douglas Phonograph Co., S. B. Davega, Blackman Talking Machine Co., Alfred Weiss and others. The suits are brought in the Supreme Court, Westchester County, N. Y., the registered home office of the New York Phonograph Co., and the motion for an injunction and accounting will be argued tomorrow (Saturday, June 16), unless an extension of time is requested.

The National Phonograph Co., when questioned by The World concerning these cases, said: "The purpose of these suits is to throw a scare into the trade. We will take care of every one of them, no matter how many, and the trade need be in no way alarmed or anxious. All they have to do is to turn the papers over to us, and we will do the rest. We are really pleased some step has finally been taken to enforce what they may consider their contract rights under the recent decision of the United States Circuit Court of Appeals. We are ready and waiting, and the trade will soon see just what the whole move really amounts to, and the courts, not ourselves, will define the situation."

THE "MAJESTIC" A MONEY MAKER.

The Majestic self-playing piano made by Lyon & Healy, of Chicago, is having a tremendous vogue in leading cafes in all parts of the country. It has proven a tremendous money maker, and never fails to pay for itself. Talking machine and piano dealers who have given attention to the development of this automatic piano trade have found it a very profitable feature.

Edison and Victor Dealers

Throughout Wisconsin, Michigan, Minnesota, Iowa and Northern Illinois, will find it to their advantage to order their supply of Machines and Records through us.

We are never short on any goods that factories can supply. We always try to ship the day order is received and never substitute. Prompt, Careful and Conscientious Service has been the means of building up our large jobbing trade—now the largest in the West. We furnish our dealers with blank forms, leases, etc., for instalment trade, and assist them in every way possible in getting business.

McGREAL BROS., 173 THIRD STREET, Milwaukee, Wis.

PRACTICAL SUGGESTIONS AND COMMENTS.

QUALITY IN TONE PRODUCTION.

William F. Hunt, of Wanatah, Ind., writes: "I must say that I am greatly surprised at the stand Arthur C. Mestraud takes in his article in last month's issue in criticism on my article on the importance of not running the recording lines too close to the center on disc records so as to maintain as uniform surface speed as possible throughout the reproduction and prevent the deterioration in volume of the selection as it nears its end. Had Mr. Mestraud not emphasized the fact in his article that he is a reigning authority on sound reproduction and an expert of renown in his line, the surprise would not have been so great. He states that there is no appreciative difference in the tone quality between the inner circle and that of the outside circle of a disc record. Now, this is rather strange, when the fact is generally known that all cylinder record manufacturers have in the past few years adopted a much higher surface speed in recording to secure a better tone quality, and when any one who will stop to figure will find that the surface speed of the inner circle of a disc record is only one-half as great as that of the outside circle. Is it not very natural that the longer sound waves on the outer circle will throw off a fuller and smoother tone than the shorter and abrupt ones on the inner circle? Furthermore, the longer and more gradual the undulations in the recording line the less blast and vibrating harshness in the reproduction, for it permits the diaphragm to perform its functions with more ease. The short and long undulations in the recording line may be compared with the waves of the lakes and those of the oceans. While the waves of the lakes are not so large as those of the oceans, yet they are choppy and more dangerous than those of the ocean, and it is an established fact that a boat will ride the long waves with more ease and less danger to itself. Likewise the diaphragm responds to the longer and more gradual undulations more perfectly than the short and abrupt ones.

"He further states that if my idea is correct all that would be necessary to attain perfection in sound reproduction would be to record the amount of a seven-inch record on a fourteen-inch size. I did not wish to make this impression, for the record would not be perfect, but it must be admitted that it would be nearer perfection and more equal in tone quality throughout than in its present state. If any one will take the time to take a disc of a selection of equal pitch throughout and run the needle over the first few lines, and then the last they will readily see that I am quite right in my statement. As I

stated in my previous article, of course, the deterioration is but little if any noticed in a selection if the record is run through without making the comparison, as it is so gradual. Furthermore, Mr. Mestraud seems to think that I am suggesting the diminution of the phonetic substance on the present disc record. In this he is quite mistaken, as I think the records very good in their present state, and in my previous article I was only pointing out to another correspondent the folly in his suggestion of filling the discs out fuller than at present to secure a longer reproduction."

CAUSE OF DISC WEARING OUT.

J. W. Fitzmaurice, in a communication, says: "There are frequent discussions among users of disc machines regarding the reason for the discs wearing out much more rapidly near the outer edge than toward the center. Possibly the most plausible explanation is that the needle being sharpest at the beginning of the record cuts into the groove and in a short time spoils that portion of the record. As it travels toward the center of the disc the point is naturally worn down and the effect is not so ruinous. Another cause for spoiled records is the habit of starting the machine before placing the needle in the groove. When the needle does not settle into the groove immediately it destroys the walls of the recording lines, and this constant wear soon results disastrously."

SIZE OF DIAPHRAGM.

Writing to an English exchange Linzey A. Wilcox says: "I have often wondered how it is that Edison has stuck to $1\frac{3}{16}$ in. for his diaphragms, and how this size was arrived at. There are many firms who use larger diaphragms. What is the largest ever made commercially? Probably the Rex or Bettini, of course excepting the magnophone. There must, however, be a size limit, and I wonder if an expert could plot a curve showing exactly the diameter of a diaphragm of given material and thickness, at the point where the sound would begin to diminish, after having increased to its fullest extent? What I want to get at is the ratio between the diameter of diaphragm and the loudness of the reproduction."

HOW SCRATCH IS OBTIATED.

An amateur, who has made a great study of talking machine discs, has made a discovery, which, if practical, will prove of great value to owners and dealers of talking machines of that type. By using a fine but stiff camel's hair or badger hair brush, and thoroughly dusting the record occasionally with a very finely powdered graphite, he finds the scratch is practically

obviated and even an old record reproduces much better. He also claims that this treatment will add considerably to the life of a record. It is an experiment easily tried and worth the trying.

SOME INFORMATION DESIRED.

Theo. Orisen writes as follows: (1) "I remember having read in one of your issues that a certain dealer up West hit upon the following idea to increase his business: He made arrangements with his distributors to get each month all the new records 'on selection,' i. e., to be returnable within 24 hours. He would invite his customers to come at a certain hour to hear all the new records played. Naturally every owner of a talking machine would take advantage of the occasion to see if there is anything suitable to his taste. Now, I wonder if there is such an enterprising dealer in this city?"

(2) "Since the exchange proposition was withdrawn, the dealers are extremely chary in putting in new stock, and I—like, probably, most buyers—have little chance to know what is going on in the record world. I do not, of course, go by the catalogue; a record must be heard. I know that the jobbers carry a full line, but who can spare time during business hours? Besides, the jobbers do not play the records for you willingly. If I do not buy more records it is not my fault."

(3) "In your last issue you speak about Pathé frères producing high class records. They have a branch in London. Have they no branch here?"

(4) "Lately came across a libretto in the Russian language, published by the Gramophone Co., Russia. It contains all the songs of their records. I fail to understand why our record makers here neglect such an important part of their business. In reply to my inquiry the Victor Co. said that that would interfere with the copyright law. But it would surely be worth while to buy the privilege, as the Gramophone Co. have probably done in Russia. It would make a very desirable adjunct to every owner of a talking machine."

(1) We do not believe that any such plan has been adopted by any dealer in New York, but it is something worth while trying. (2) We respectfully submit this inquiry to dealers and jobbers. (3) Pathé Frères have no branch in New York, although we understand negotiations are under way whereby their specialties will be handled by a well-known New York jobber. (4) The demand for records in foreign languages is becoming such a feature of the record business today that it is not improbable that some of our leading concerns will fall into line and make Russian records in due course. The Russian instrumental composers, however, are well represented in the lists of the leading houses.

In Greater New York about 200 dealers are doing business, with 150 Victor distributors.

DON'T NEGLECT AN OPPORTUNITY

Of Which your Competitor is very Likely to avail himself

PHONOGRAPH DEALERS

Throughout the Country, who are working our novel newspaper scheme,

All Agree that our new model cylinder talking machine has proved to be the best obtainable "LEADER" for the sale of records and more expensive machines.

Write To-Day for particulars and exclusive privileges in your town.

THE EDWIN A. DENHAM COMPANY

BERLIN LONDON

31 Barclay Street, NEW YORK

EDISON GRAND OPERA RECORDS.

The Third List Introduces a Number of New Artists Who Furnish Some Notable Numbers.

The third list of ten Edison grand opera records, which has just been announced, promises to be even more popular than the two lists previously issued. This list introduces four new artists in Mme. Rappold, soprano; Miss Bessie Abbott, soprano; Mme. Jacobi, contralto, and Alois Burgstaller, tenor, who achieved such a great success at the Metropolitan Opera House last season.

The National Phonograph Co. announce that these records will be shipped by freight from Orange with the regular August selections, and will reach all jobbers in the United States and Canada before July 27. The numbers, which all have orchestra accompaniment, are as follows: 21. Ave Maria (Gounod), by Mme. Rappold, soprano; sung in Latin. 22. "Fanget An," "Die Meistersinger von Nurnberg" (Wagner), by Heinrich Knotte, tenor; sung in German. 23. L'Air des Bijoux, "Faust" (Gounod), by Miss Bessie Abbott, soprano; sung in French. 24. Erzählung, "Konigin von Saba" (Goldmark), by Andreas Dippel, tenor; sung in German. 25. Aria ("Ein Band der Freundschaft"), "Don Giovanni" (Mozart), by Alois Burgstaller, tenor; sung in German. 26. E Lucevan le Stelle, "Tosca" (Puccini), by Romeo Berti, tenor; sung in Italian. 27. Los Ojos Negros (Alvarez), by Gustave Berl Resky, baritone; sung in Spanish. 28. Aria del Paggio, "Gli Ugonotti" (Meyerbeer), by Mme. Jacobi, contralto; sung in Italian. 29. Aria, "Wie oft in Meerestieten Schlund." "Der Fliegende Hollander" (Wagner), by Anton van Rooy, baritone; sung in German. 30. "M'Appari," "Marta" (Flotow), by Florencio Constantino, tenor; sung in Italian.

FONOTIPIA LIMITED REGISTERED.

A recent registration in Loudou, Eng., is that of the Fonotipia (Ltd.), with a capital of £50,000 (\$250,000), which has been formed to manufacture and deal in any machine or instrument for recording or reproducing sound, to publish music, to acquire editorial rights for phonographic reproduction, and, in particular, to purchase, with certain exceptions and reservations, the business of the Societa Italiana di Fonotipia in Accomandita, of Milan, Italy, as a going concern, from December 31, 1905, and, after the said Societa has been reconstructed as a Societa Anonima, to purchase from the shareholders of such Societa Anonima their interests therein. The purchase price for the assets and business so to be purchased by this company from the Societa Italiana di Fonotipia in Accomandita, who are the promoters of this company, has been fixed at £12,680 (of which £750 is for the good will), payable in fully paid shares of this company. The purchase price for the interests of the shareholders of the proposed Societa Anonima has been fixed at £4,000, payable also in fully paid shares of this company. No figures as to the profits of the Italian company are available; but the present 13,695 shares have been guaranteed in return for a commission of 6,225 shares, or at the rate of about 45 per cent. The first directors are: Chairman, H. V. Higgins, of the Grand Opera Syndicate, Ltd., London; Duke Uberto Visconti Di Modrone, chairman of the Scala Theatre Syndicate, Milan; Baron Frederic D'Erlanger, banker; Commendatore Tito Ricordi, music publisher, Milan, and Cavaliere Francesco Roberto Quei-

razza, of the firm of Belloni & Queirazza, Milan, A. Michaelis, of Milan, is general manager.

AN IMPROVED SOUND BOX.

Dr. Michaelis, of the Neophone, Ltd., London, Eng., is the inventor of a greatly improved sound box which can be used for either needle or sapphire, and a connecting adapter, which can be fitted to all the disc type of machines, and by which the double-sided Neophone records can be reproduced. Dr. Michaelis, by the way, has recently been elected a fellow of the Royal Geographical Society of Great Britain.

MAHOMEDANISM AND THE PHONOGRAPH.

Sheikh Mohamed Bakhit el Mutei, one of the ulema of the University of Al Azhar, has just published two pamphlets on the subject of the phonograph and life insurance and their relation with the Sacred Law of Islam, according to a Cairo correspondent, says The Times. The learned Sheikh declares that there is nothing in Islamic doctrine to forbid Moslems to listen to the phonograph, and that, if the verses of the Koran are suitably intoned from the phonograph the listener may be justly considered to be performing an act of worship.

DEATH OF A. THEO. E. WANGEMANN.

Much regret has been expressed in talking machine circles over the passing of A. Theodore E. Wangemann, who was killed while boarding a train in Bath Beach, New York, on June 2. The deceased was a musician and acoustician of acknowledged ability, and for seventeen years virtually worked side by side with Thomas A. Edison at the Edison phonograph works. He had charge of the experimental work and practical demonstrating, and did much to bring the talking machine up to its present high state of efficiency.

He was born in Germany fifty-two years ago, and was a pupil of Helmholtz, the great scientist, and had written a number of papers on the voice. The funeral services which occurred in Brooklyn on June 3 were conducted by the Pleaides Club, of which Mr. Wangemann was an honored member. There was also a deputation in attendance from the National Phonograph Co., including Messrs. Wilson, Pelzer, Stevens, McChesney, Miller, Weber, Aiken and Bachmann.

Tozer, Kemsley & Fisher, of Sydney and Melbourne, have secured the sole agency for Neophone goods in Australasia. From their establishments in these cities they send out a number of travelers who cover the entire continent.

RECORD BY ADMIRAL TOGO.

Promises to Send One Soon to Mr. Shuze Yano.

Shuzo Yano, who handled the Columbia talking machine in San Francisco, having built up a large Japanese business, and who is now connected with the Columbia Phonograph Co., New York, has received a letter from Admiral Togo acknowledging the receipt of a graphophone which Mr. Yano sent him a few months ago. As will be seen from his letter, Admiral Togo promises to make a record of his voice and forward it at an early day, for the edification of his American admirers. While the spoken words will not be understood, as a rule, by any but his own countrymen, it will be a source of pleasure to everybody to listen to the record of this famous warrior.

COLUMBIA CO. IN LONDON, ONT.

The Columbia Phonograph Co. have opened spacious quarters at 205 Dundas street, London, Ont., which will be under the management of D. E. Hooker. Proof of the enterprise of this gentleman is evident from the fact that he has arranged with the Mayor and Council to give two concerts per week in their Central Park, situated in the heart of the city, and large enough to accommodate thousands of people. The type of machine to be used to furnish the music will be the BC. It has already been tested in this park and the music can be heard for miles around, so that every person in the park will be able to get the full benefit of everything that is played.

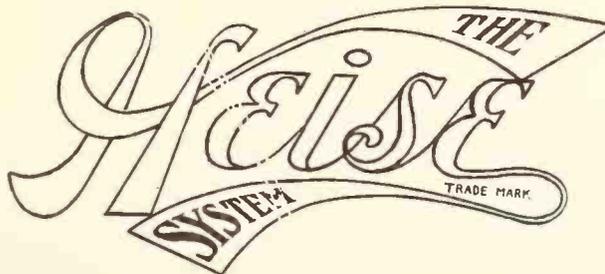
The first catalogue or list of Columbia gold-moulded Twentieth Century cylinder records (B. C.), half foot long, 2¼ inches diameter, has been issued by the Columbia Phonograph Co., general. The titles cover every variety of entertainment, and are 70 in number. Hereafter a list of these records will be sent out monthly, containing from ten to a dozen titles.

Burke & Rouss, Brooklyn, N. Y., have dissolved partnership, the business having been purchased by Thomas Burke, the senior partner, who has looked after the outside trade.

Pathé Freres, of Paris, France, have again favored us with a voluminous list of records sung by noted artists in French, German, and other languages.

You Need It in Your Business!

DEALERS cannot afford to be without



.... of

Syracuse Wire Record Racks

MADE FOR ALL STYLES OF RECORDS. They have stood the test and proven their worth. Our Catalogue, which describes them in detail, is yours for the asking.

Syracuse Wire Works

SYRACUSE, N. Y.

**Letter or Catalogue
CABINET**

You need one in your Office for quick reference.

Has 10 Sliding Drawers, Roll Curtain Front with Lock.

Write for Phonograph Record Cabinet Circulars and prices.

FEIGE DESK CO.

2072 Genesee Avenue

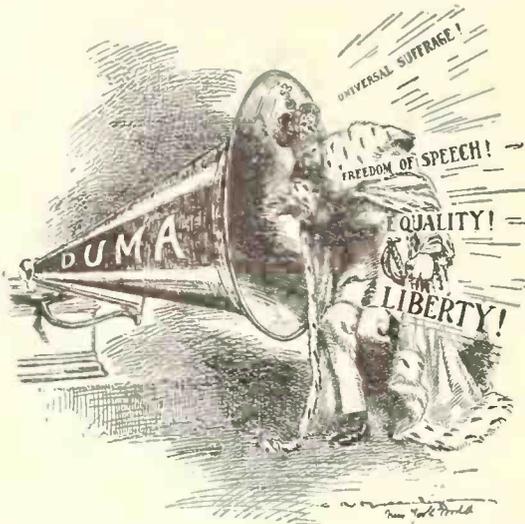
No. 100, Price \$10.00

SAGINAW, MICH. U. S. A.

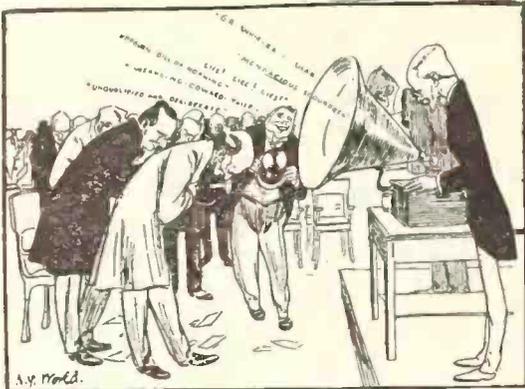
"HIS MASTER'S VOICE"

Again Figures in the Leading Cartoons of the Day.

No trade mark used in commerce is so universally utilized by the leading cartoonists of



the day as that of "His Master's Voice," which is associated with the Victor talking machine, wherever sold. Hardly a day elapses that one doesn't come across reference to this well-known trade mark in connection with leading political and social happenings the world over. The following cartoon from The World bearing on the attitude of the Duma, the newly organized Rus-



sian parliament, and the Czar of Russia, is exceedingly interesting, and the artists's clever pen has cleverly pictured the Russian people as making new strides toward freedom of thought, conscience and political rights.

The second cartoon comes nearer home and bears upon the recent deplorable controversy at Washington, in which Annanias played a leading role. The point of reproducing these cartoons is to show how universally known is the Victor trade mark.

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.

TALKING MACHINE MEN MEET

With President Andrews in the Chair—Important Reports from Committee.

President Andrews, Syracuse, N. Y., was in the chair at the meeting Thursday evening, May 29, of the Eastern Talking Machine Jobbers' Association, in the salesrooms of S. B. Davega, New York. As usual, the session was prolonged until a late hour owing to the nature of the business transacted. J. Newcomb Blackman, chairman of the credit committee, presented a supplementary report including the forms to be employed for the gathering and distribution of information. Sol Bloom took exception to the acceptance of these suggestions until legal advice had been obtained and the association incorporated to avoid personal liability. Subsequently the chair appointed the following committee to incorporate the organization: Sol Bloom, W. O. Pardee and A. H. Jacot. The credit committee was continued and their report referred back for further action.

As chairman of the Victor contract committee C. V. Henkel had read a lengthy letter from the Victor Talking Machine Co., Camden, N. J., replying to the committee's request relative to suggestive modifications of that document. As to that part of the previous resolutions to demand and then protest relative to certain contingent action of the company in connection with the proposed agreement, it was rescinded. The committee, however, were authorized to respond to the Victor Co.'s letter, in the name of the association, through Secretary Kelsey.

The constitution and by-laws were adopted, with appropriate amendments to conform with circumstances, and an adjournment was taken until May 31, at 8 p.m., in the salesrooms of the Jacot Music Box Co., 39 Union Square, New York.

Those present were: W. D. Andrews, Syracuse, N. Y.; W. O. Pardee, Pardee & Ellenherger Co., New Haven, Conn.; Edmund E. Buclin, Wells Phonograph Co., Philadelphia, Pa.; J. U. Willys, Elmira (N. Y.) Arms Co.; A. O. Petit, Edisonia Phonograph Co., Newark, N. J.; John Rose, Astoria, N. Y.; John P. Kelsey, with A. D. Matthews' Sons, Brooklyn, N. Y., and the following New York houses; A. H. Jacot, Jacot Music Box Co.; S. B. Davega and L. Kaiser; Fred Loeffler and B. R. Barklow, Bettini Phonograph Co.; I. Davega, Jr.; C. V. Henkel, A. P. Petit and John Kaiser, Douglas Phonograph Co.; Victor H. Rapke, Sol Bloom, Alfred Weiss and J. Newcomb Blackman, Blackman Talking Machine Co.

IMPORTANCE OF THE NEEDLE

As a Means of Proper Reproduction of Records on the Talking Machine.

In the present day when the talking machine has reached a point where it is not merely a parrot-like contrivance but faithfully reproduces all the modulations and peculiarities of the human voice, anything that will add to the naturalness of the reproductions is to be welcomed.

Much effort has been spent on improving records, sound boxes and other parts with great success, but in addition to these experiments the American Talking Machine Co., of 586 Fulton street, Brooklyn, N. Y., have given close attention to the needle. The result is that they have produced three special styles of needles, namely, "Perfect," "Medium" and "Quiet." The Perfect is most suited to large halls, arcades and outdoor uses, and is made in three tapers; 3/16 in. of regular size for ordinary reproduction, 2/16 in. same size but louder, and the 1/16 in. for very

loud effects. The Medium is specially adapted for private use in small houses or apartments, being sufficiently loud to give first-class results, but not producing an annoying volume of sound. The Quiet is for use where a low, sweet tone is desired, lullabies and certain other kinds of classical and popular airs.

Use of these needles considerably enhances the value of both record and reproducer, for where the three are combined to produce a special effect wonderful results are attained.

The Perfect and Medium are packed in envelopes of 100 and boxes of 300 and 1,000. The Quiet comes only in envelopes of 200. Dealers would do well to obtain samples and after testing the needles to their own satisfaction add them to the regular line. The increased variety of effects thus made possible will help sales.

LAND-O-PHONE HOME RECORDER.

The record made by the Land-o-phone home recorder is as loud as any disc record. The recording and reproducing is accomplished by means of a feed device, and the mechanical action is positive and absolute. The simplicity, accuracy and safety of the device are its chief attributes. Max Landay, of the company, sails for Europe the first week in July, and expects to be abroad about two months. He will visit London, England, his old home, and where many of his relatives reside, as a matter of course, and subsequently tour the famous springs and pleasure resorts of the continent.

GOOD RIDDANCE.

It took the Brooklyn courts just seven days to land Louis Palma in jail for attempting to defraud the Columbia Phonograph Company. Palma bought a graphophone on the instalment plan, made a few payments, and then reported that the machine had been stolen. He was charged with having pawned it, was found guilty, and is now serving a three months' sentence in the King's County Penitentiary.

LEEDS & CATLIN'S IMPERIAL RECORD.

The Leeds & Catlin Co., 53 E. 11th street, New York, in announcing their new lists of Imperial operatic and other high class disc records, speak with commendable pride of the standing of the talent—artists of the highest class—and quality of the product. The "masters" were made in Europe for the firm, at all the recognized musical centers. As they say, on another page, these records "are unequalled; no high class, high priced record heretofore produced can be compared with these superb productions," which are offered at attractive prices.

E. Schweiger, formerly with Charles H. Ditson & Co., the famous New York music trade house, is doing a flourishing business as a Brooklyn, N. Y., dealer, handling the Edison and Victor lines. He also carries sheet music, photographic outfits and miscellaneous novelties.

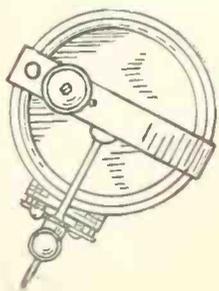
"Phonographische Industrie"

GERMAN TALKING
MACHINE MONTHLY

Ask for a free sample copy

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Berlin = = = Germany
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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.

TALKING MACHINE HAPPENINGS IN THE WEST.

The Discontinuance of the Chicago Office of the National Phonograph Co.—Jobbers Will Handle All the Business Henceforth—Edison Commercial Department Remains—Vim Co. Pay Fine—Cable Company's Opening—C. W. Noyes Off to Coast—Columbia Co. Items—A New Chicago Jobber—The News of the Month in Detail.

(Special to the Talking Machine World.)

World Office, 195 Wabash avenue,

Chicago, Ill., June 9, 1906.

The notable news of the month has been the announcement of the discontinuance of the Chicago office of the National Phonograph Co. The office force is being retained for the present to close up the affairs of the branch here, but to all intents and purposes the office was closed on June 3.

The official announcement to the trade was received here on May 28, and is as follows:

On May 31, 1906, we will close and discontinue our Chicago office, now located at No. 304 Wabash avenue, Chicago, Ill., after which *all remittances, orders and communications* of every kind and nature heretofore sent to Chicago office, should be addressed to the National Phonograph Co., 31 Union Square New York City. The original necessity which caused us to open this office (scarcity of representative jobbers in the territory) has now ceased to exist and we are pleased to be able to turn over, so far as is possible, the dealers' business to the established jobbers who are now in a position to cover the Central and Western States.

In order that they may be in position to properly take care of dealers' requirements, we would urge upon our jobbers the necessity of carrying a full and complete stock of Edison goods, thereby placing themselves in position to obtain a share of this new business. Dealers who have been securing goods from Chicago office direct, are requested to sign our agreement with one or more jobbers, thereby enabling them to obtain their supplies promptly and at the same or less transportation charges than was incurred from our Chicago office.

Yours very truly,

W. E. GILMORE,

President and General Manager.

The principal Chicago jobbers of the Edison goods are Lyon & Healy, Rudolph Wurlitzer Co., the Cable Company, Vim Co., Babson Bros., and James I. Lyons. While the office was closed so far as transacting business on June 1, it will probably be a month before the affairs can be wound up and the office force dispensed with.

Manager G. N. Nisbett, who has been with the Chicago office since it started, and who has been the manager for the last two years, will, it is understood, after everything has been cleaned up here, become connected with the New York office of the company.

President M. E. Gilmore and Credit Manager F. K. Dolbeer arrived in Chicago May 22, and left for the East later. There will be no change in the Chicago branch of the Edison commercial department, which will be continued as heretofore.

The contempt proceedings instituted by the Victor Co. against the Vim Co. and L. A. Olm-

stead on account of price cutting in violation of the court's injunction, came up for a final hearing last week before Judge Kohlsatt, of the United States Circuit Court, who adjudged the defendants guilty of contempt, and discharged them upon payment of \$500 to the complainants.

The popularity of the Lyon & Healy Softertone needle seemed to be threatened for a while on account of its not being adapted to all styles of needle arms. The ingenuity of Manager C. E. Goodwin and his expert assistants in the talking machine department of Lyon & Healy have finally overcome this difficulty. By a series of simple attachments the Softertone needle can now be used on practically every type of disc machine. The attachment for holding the new spring clamp needle arm of the Victor exhibition sound-box is meeting with most favorable reception by the trade. It is instantly attached, holds the needle like a vise, and is made in two sizes for Softertone and for medium tone needles.

After successive delays, owing to the non-arrival of certain fixtures the new talking machine department of the Cable Company is now complete, and the formal opening occurred last week. The retail department proper occupies the second floor of the Cable building annex, and is reached by the elevator from the entrance to Cable Hall. The windows on the first floor of the annex will be used to excellent advantage for display purposes, and beginning next Monday, regular programme recitals will be held each noon hour. Later on evening concerts of a unique character will be given. On the second floor the handsomely fitted-up offices of Manager J. W. Harrison and his staff extend across the Wabash avenue frontage. Back of these is the general salesroom and along the north side of the floor are four conveniently located private record rooms. The stockroom and record shelving are in the rear. In the very near future Manager Harrison expects to have another entire floor, which will be devoted to the wholesale and mail order departments. The line consists of the Victor, Edison and Columbia machines and records, and the American records. Gradually talking machine departments will be established in the 35 branch stores of the Cable Company. Richmond, Va., has already fallen into line and a department is about to be established at the Detroit store.

Max Landay, of the Land-o-phone Co., New York, was in Chicago last month, making arrangements for the introduction of the Land-o-phone recording device for disc machines. Lyon & Healy are among the important jobbing houses of the country who will act as Land-o-phone distributors.

C. W. Noyes, secretary of the Hawthorne-Sheble Manufacturing Co., and Western representative of the American Record Co., will leave on June 15 for a general Western trip, which

will take him to the Coast, and will last fully two months. In his absence Malcolm B. Henry will be in charge of the office. Mr. E. A. Hawthorne returned with Mr. Noyes from Cleveland, where they attended the Central Jobbers' meeting and they visited St. Paul together. The latest introduction of the Hawthorne-Sheble Manufacturing Co. is a handsome needle box, containing compartments for four different types of needles and a center compartment for used ones. The boxes are to sell at \$1 each, including a thousand needles.

E. C. Plume, wholesale representative of the Columbia Phonograph Co., has returned from a Western trip, during which he visited many of the Columbia branch offices and jobbers. Among the recent important changes he reports is the promotion of C. W. Long from the management of the Salt Lake City office to that at St. Paul, Minn. J. Kelly, formerly connected with the St. Louis office, is now in charge of the Omaha and Lincoln, Neb., branches.

At the Chicago office Manager Willson and his corps of assistants are accomplishing excellent work. Since O. W. Eckland took charge of the instalment department the number of instalment salesmen has been increased to 190, necessitating the inauguration of daily classes for the instruction of novices, and the admonishment of the weak in argument. J. H. Hollingshead, formerly assistant manager of the instalment department, is now manager of the Joliet office. Will Bentley, the manager of the recently established branch at Aurora, Ill., became a member of the happy army of benedicts last month. Shuzo Yano, the Japanese graphophone dealer, who had such a disastrous experience in the 'Frisco quake, and who passed through Chicago last month on his way to New York, secured a good position in the export department of the Columbia Co.

H. A. Yerkes, manager of the Boston office of the Columbia Phonograph Co., has been on a Western pleasure trip, and called on Manager Willson of the Chicago office last week.

Carson, Pirie, Scott & Co., of Chicago, have been added to the list of Columbia jobbers.

COLUMBIA CO.'S NEW STORE NOW OPEN.

(Special to The Talking Machine World.)

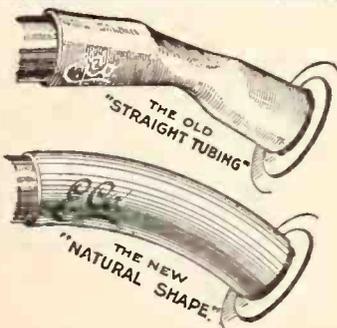
Buffalo, N. Y., June 8, 1906.

The Columbia Phonograph Co.'s new store at 568 Main street, is now open for business. Handsome in appearance and equipment, with every up-to-date device for the convenience of its patrons, the new store is a great improvement over the old one. There is an immense showing of graphophones of all sizes and at all prices, and a complete line of disc and cylinder records, which include all the new productions in music, song and story. A number of sound-proof rooms is one of the features of the new store that will be appreciated by those who want to hear the new records.

The Kipp-Link Phonograph Co., of Indianapolis, Ind., have increased their capital stock from \$6,000 to \$10,000.

The Oldest and Most Reliable House in the World

We can save you money. "Deal direct and save agent's commission."



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

S. & H. PHONOGRAPH REPEATERS

Prepaid to any address \$1.50

Folding Record Tray for 2, 3, 4, 5 and 6 Records.

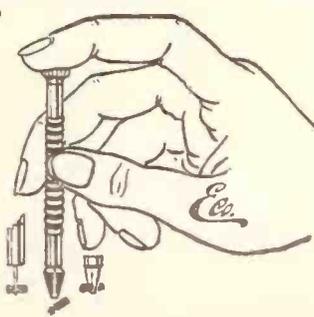
A SAVING OF 50 to 75 PER CENT. IN TRANSPORTATION.

"Sure Grip"

Sapphire Holder

35c. Each.

WHY LOSE THEM?



EDISONIA CO., Newark, N. J.

HARRISON DISAGREES WITH SOUSA.

Says the Talking Machine Is Not an Evil, But a Great Public Boon—Soothes Business Seamed Souls—Well Known Comedian Tells How England Was Phonographically Saved—A Contribution Worth Reading Twice.

It will be remembered that when John Philip Sousa was before the Joint Committee on Patents of the Senate and House in the hearing on the new copyright bill, an account of which appears elsewhere, he made a savage attack on the talking machine, because he claimed it deprived him of royalties on his music. Louis Harrison, the well-known comedian, replied to Sousa, through the New York Herald, defending the talking machine, in his own inimitable manner, as follows:

"I hope it will not be regarded as gross presumption if I venture to disagree with John Philip Sousa, who told the Joint Committee on Patents of the Senate and House in Washington that the human vocal cords were fast becoming useless, and in a little while there would be no singing, all because of the talking machine. I think Mr. Sousa is right in claiming royalty from the talking machine manufacturers for the use of his charming compositions, but, nevertheless, the phonograph is not an evil, but a great public boon. In it Edison gave the people the only American voice that does not continually talk business for 365 days in the year. I would not presume to argue with Mr. Sousa about the decay of the vocal cords on account of the rise of the talking machine, as fate has placed me where one never hears singing (I am a member of a comic opera company), but when you dwell in a country where you never hear any subject discussed between the acts of a play, at the dinner table, on the street, in the cafe, at the seaside, or in the home, except business, then the voice of the talking machine, with its stirring Sousa marches, its humorous monologues and simple ballads, wafts us out of an atmosphere of 'no matter how you git the money so you git it,' and soothes our business seamed souls.

"Mr. Sousa recalls the time when he was a boy in Washington, and the young people sat on the steps and porches in the evening and sang the old songs and the new ones. Now, if you walk down a Washington street you will not hear these young voices, you will hear these infernal talking machines.

"When I was a boy in Philadelphia the neighbors also started in to sing on the steps and porches, and I am sorry to say that property in our neighborhood decreased 80 per cent. after the first al fresco concert. When they sang the old songs grass and flowers withered in the back yards; pictures of the dead hanging on the walls smiled in sweet content at having passed forever from that neighborhood. After the second concert the sun refused to shine in our street, the policeman put on earmuffs when he passed the singers, and finally one night, when a young man who possessed a noisy tenor with a hotel register, tackled Manrico's 'Ah, I Have Sighed to Rest Me,' from 'Il Trovatore,' the landlords formed themselves into a Society for the Prevention of Cruelty to Ear Drums, and told the singers that they would not allow their property to be 'sold for a song.'

"How different it would have been if they had clubbed together and purchased a talking machine, which would have held the neighborhood spellbound with the voices of Jean de Reszke, George Cohan, Caruso and Francis Wilson. Mr. Sousa says these machine managers will pay Caruso \$3,000 to sing one song for them as a record, and one of his (Sousa's) best cornet players only \$4 a tune. I can understand that.

"The sum an artist receives is a matter of individual admiration. I have dwelt in houses where I would have given the cornet player in the next room a thousand dollars to move. Again, Mr. Sousa says: 'Last summer I was in one of the famous summer resorts, where were congregated the swellest yachts of the country. I went among them, and in place of the usual songs of the water in the evening what did I hear? 'El Capitan' on the talking machine!'

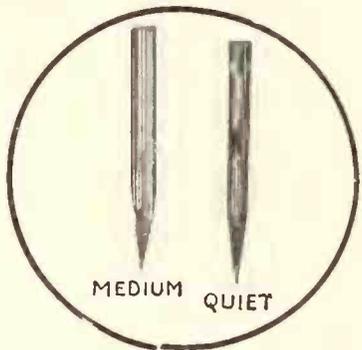
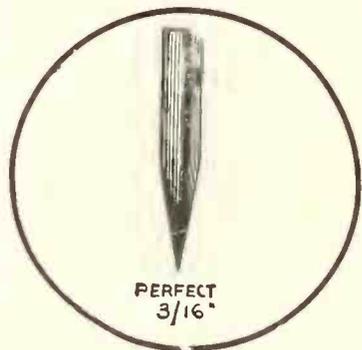
"Mr. Sousa may not be aware of the fact that talking machines saved England, Ireland and Scotland from becoming uninhabitable. Several years ago scientists and sea captains noticed, with horror, that the Gulf Stream was gradually diverging from its course, which would result in the British Isles becoming mountains of ice. Scientists set about solving why the Gulf Stream was trying to get away, and discovered the cause was yachting concerts, in which society women tried to sing Melba into vaudeville. The government officials informed them that they must either buy talking machines or lose the Gulf Stream. Naturally they didn't want England to become icebound, so each yacht bought a machine, and England was phonographically saved."

HENRY B. BABSON WEST.

Establishes Many New Jobbers—Factory Being Gradually Moved to Newark.

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.

Henry B. Balson, president of the Universal Talking Machine Co., New York, who is on the Pacific coast, establishing Zonophone jobbers, will not return east before the latter part of June. He will visit the principal cities from Los Angeles to Seattle. The ubiquitous and hustling Henry is reported as doing a land office business, and General Manager Macnabb, who is kept informed of transpiring events by brief wires—H. B. has no time to write—is tickled to death. The company will be ready to ship from their new factory in Newark, N. J., about July 15. Their general office will not be removed before September.

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TIMELY TALKS ON TIMELY TOPICS.

For a whole year the preparation of the new copyright bill—now before Congress, having been introduced May 31 in both branches—has been under way, and during that time the record manufacturers, with one exception, have seemingly ignored the entire matter. Reports of the various conferences held in New York and Washington have been reported in *The World* from time to time, in which the probability of the law being amended so as to prohibit the reproduction of music or writings without the consent of the composer, author or copyright owner was dwelt upon; in fact, the matter was brought directly to the attention of several attorneys, counsel for leading record manufacturers, as well as to the principals themselves, but little if any attention was given the question. When the bill was finally completed, introduced in Congress and the public hearing announced, then they commenced to wake up. Whatever may be the fate of this bill, certain it is the record makers, with the exception of the above mentioned concern, were not onto their job.

A successful talking-machine dealer in this city attributed his prosperity to the fact that he always pleases his customers so well that they act as salesmen for him. "It is in this way," he remarked to *The World*: "I make it a rule to be as accommodating as I know how to everyone that comes in, and will put myself out of the way in order to interest visitors in my stock. Once I gain a hearing I can always make a sale. They do not forget it, and when any of their friends are in want of anything in my line they are sure to bring them in. Then they tell them of records that they like, call their attention to little odds and ends that always are found in any well-equipped phonograph outfit, and without my saying a word sell several dollars' worth of goods for me. A talking-machine dealer must have an unlimited amount of patience, and not feel disappointed if a visitor does not buy the

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

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

first time he comes in. Such I always make it a point to invite to drop in whenever they are in the neighborhood and hear some of the new records. It is not long before they have placed an order, and usually a better one than if they had purchased the first time. I think that if all the phonograph companies would establish an exchange basis it would work for their benefit. There are many old and worn records that, if they could be withdrawn from use, would be at once supplanted by something new. I would advocate permitting the dealers to allow a certain price per pound for used records in exchange for new ones, and I know if I could get some of my customers to unload a lot of the worthless records that they have, they would at once invest in new ones; but so long as they have, say, fifty on hand, even if they are poor, they will buy sparingly."

In the new Spanish tariff, which goes into effect July 1, with duties payable in gold, an advance has been made on American talking machines, which will pay \$1.93 per kilogram (220 pounds), instead of \$1.30, as at present. By the proposed changes in the Japanese tariff talking machines are advanced from 35 to 50 per cent. ad valorem. It is evident by these levies that the talking machine is figuring largely in the column of leading importations in those countries.

Who said Victor contract? The heated discussions over this now thoroughly well-known document are cooling down, for it seems the trade are inclined to believe the Victor Co. have no intention of taking undue advantage of either their business or their source of supply. The company frankly admits the agreement is not altogether perfect or even satisfactory to themselves, but they propose making it acceptable in the course of a few months by and with the advice of their dealers and distributors. In this spirit, the acrimonious criticism previously indulged in by jobbers in various sections of the country has subsided, and further developments are being awaited in a less bellicose frame of mind.

Apropos of this the Universal Talking Machine Manufacturing Co. are arranging to launch a contract, so as to get their trade shaped and lined up in accordance with present-day methods. The benefits of price protection are too apparent to every one who witnesses the needless slashing of margins in other lines. The principle has been declared legally unassailable, and commercially it is recognized and accepted as absolutely sound from any and all points of consideration.

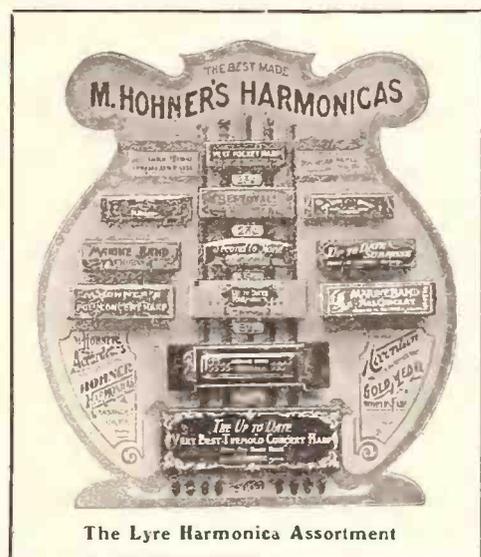
Our judges, while wise and learned in the law, occasionally get mixed when it comes to the use of technical terms. For example, in the recent decision of the United States Circuit Court of Appeals, Second Circuit, on the perforated music roll case, the court speaks of the "disc of the phonograph." This error might occur in an opinion written elsewhere than in the Second Circuit, where the principal talking machine litigation has been carried on for the past five years, and therefore it seems the "honorable justices" there, at least, should be as familiar with the trade terms as the counsel at bar.

The difficulty of making good records in South American countries is due in great measure to the absence of the piano accompaniment. String instruments are universally used, the piano being comparatively unknown, and therefore experts declare they have unusual trouble in securing even passable results in recording.

Discussing the situation, present and prospective, C. H. Wilson, general sales manager of the National Phonograph Co., said to *The World* the other day: "We are slowly catching up on our orders, but are still far behind. For instance, 2,000,000 records and 35,000 machines. Of course, these orders will be filled eventually, as business

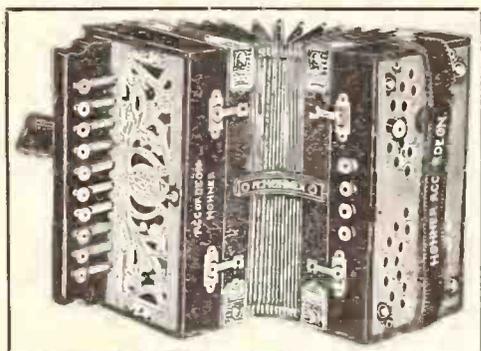
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slows up; but, frankly, I do not believe trade will fall off as much as may be imagined. Again, the same congestion will occur again when trade sets in good and strong, as is certain, unless advance orders are placed for stock, no matter what our factory facilities happen to be at the time, though they are being greatly increased."

Whenever she knows that she must indulge in a flight of oratory at some meeting, a certain member of many women's clubs doesn't trust to the inspiration of the moment. She takes a phonograph into her confidence before the appointed day. She utters her "impromptu" epigrams and rounded periods into the machine, which repeats the speech, giving her a pretty clear idea of how her eloquence will "go." She has the added pleasure of preserving a record which can entertain her on dull days, or can be put away for the benefit of posterity. It may not be such a source of delight to her children's children as she imagines, but she never will know that, and the plan is a great comfort to her vanity.

A subscriber of *The World*, residing in 74th street, New York—a gentleman of great musical taste—has the unique hobby of collecting records of an opera, and when he has a sufficient portion of the work gives concerts at his home, announcing to his friends the presentation of "Il Trovatore," "Carmen," "Faust," etc. It is a hobby that has all the fascination of collecting, as he has to search through the productions of the various companies, and the results are capable of offering more substantial entertainment than a collection of shoe buckles or postage stamps. Not the weakest feature of the idea is that the hobby reverts directly to the benefit of the dealer, as it means increased sales of standard records.

The man who thinks himself funny, the shrew or the garrulous mother-in-law should talk into a phonograph—and then be compelled to listen to the reproduction of their own voice. If some people were made to hear themselves talk they'd soon be tired enough to enjoy a solid night's sleep, and learn something of the value of silence.

The ingenuity displayed by a Paterson dealer who, having his shop painted, made a record announcing "Wet Paint!" and kept it going all day in order to warn passersby, suggests the possibility of adapting the talking machine to a number of special uses not heretofore thought of. A machine placed over a store entrance and commenting on the weather, the state of crops and the day's bargains in the specialties handled would save much effort on the part of the dealer. A similar contrivance at the barber's would make a visit to his shop a source of unconfined joy, for with all its faults the talking machine hasn't a garlic laden breath and an abominable accent. Then a talking machine placed at certain points could repeat the time-honored phrases so familiar to us on signs, as "Keep Off the Grass," "Private Property—No Trespassing," "Beware of Pickpockets," or of "The Dog," and countless other little speeches. But think of the thing being overdone, of hearing the trainman's "Step lively!" from the horn

of a phonograph, or the tantalizing "busy" of the telephone girl from the same source. The possibilities are too numerous and alarming to contemplate.

Perry B. Whitsit, of Perry B. Whitsit & Co., Columbus, O., secretary of the Central States Talking Machine Jobbers' Association, was cordially received and treated during his first visit to New York, when he attended a meeting of the Eastern Association, May 29. He left for home two days later, greatly pleased with his reception, and promised a "bunch" of friends that when he came on to attend the Edison jobbers' entertainment next month he would stay a week after the ultimate date. In anticipation of this, a programme of significance has already been framed up.

May 25, in the United States Circuit Court, New York, before Judge Lacombe, owing to the great labor in making up the record on the appeal from Judge Townsend's opinion in the case of the Victor Talking Machine Co., Camden, N. J., against the Talk-o-phone Co., Toledo, O., a motion was argued to have the hearing go over to the fall term of the Circuit Court of Appeals. It was granted, and it being a preference cause the case will come on at the October term. As the suit—for alleged infringement of the free-moving stylus claims of the Berliner patent—now stands a preliminary injunction was issued by Judge Townsend, but a stay granted concurrently, pending the appeal, though the defendants were required to enter a bond.

The phonograph is now pronounced a great panderer to human vanity. Do you wish to know how you sound, what is the quality of your voice, how that after-dinner speech will "go," just take the phonograph into your confidence. According to the latest wrinkle, public speakers need leave nothing to chance. They can rehearse their "impromptu" eloquence into the machine, and then turn it out to hear how they did it, and they can preserve their splendid flights of oratory for their children's children, not to mention their own, delectation in the days to come. Who ever dreamed modern man could be recorded more completely by his voice than the Egyptians in their hieroglyphic tombs? Yet the builders of the pyramids are dumb, while the man in the phonograph will talk on forever! It may not be so much of an advantage for posterity as imagined, but at present the idea is rather comforting to the vox et praterea nihil class of politics. However, if we can't see ourselves as others see us, we can at least hear ourselves as others hear us, and that's something.

Harold A. Loring, who was commissioned by the Government last summer to study Indian music, has already collected material among the Sioux (who are living at present on eleven scattered reservations), the Cheyennes, the Crows, the Ojibways, the Puyallups, and other tribes. He is accompanied by two officers of the Indian police and an interpreter, and makes his records partly on paper, partly in phonographs. He expects that two years and a half will be required to finish his labors.

When Henry J. Hagen, of the Victor Talking

Machine Co.'s recording laboratory department finishes his work in South America he will proceed to Italy, about the middle of July, where he is to be joined by Mr. Long, in charge of the Universal Talking Machine Manufacturing Co.'s export department. The couple are to make special instrumental records, especially of prominent bands and orchestras, in which they will be engaged probably six months or more. Mr. Hagen is considered such an expert in his line that his stay abroad may be prolonged indefinitely.

The long looked for decision of the United States Circuit Court of Appeals in the celebrated case of the White-Smith Music Publishing Co. against the Apollo Co., was handed down Friday, May 25. Judge Hazel's elaborate opinion, which was reviewed, was sustained unanimously, declaring that the perforated roll is not a copy of music within the meaning and intent of the copyright statute, but "are mere adjuncts of a valve mechanism in a machine." The court also said: "The argument that because the roll is a notation or record of the music, it is, therefore, a copy, would apply to the disc of the phonograph * * * which, it must be admitted, is not a copy of the sheet music." This decision is final.

John Kaiser, chief of the Douglas Phonograph Co.'s traveling staff, and known in the record-making circles as "Casey," is cultivating his voice for professional purposes under the capable tutelage of Albert B. Pattou, of the Church Choir Exchange and Bureau of Music, New York. Later John's rich baritone will become famous as an income producer in the recording laboratories of the country.



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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.

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RECORD BULLETINS FOR JULY, 1906.

NEW COLUMBIA "XP" CYLINDER RECORDS

- PRINCE'S ORCHESTRA.
32950 Seeing New York, or a Trip on the Rubber-neck Coach—Descriptive. Harry Yerkes
PICCOLO SOLO.
32951 The Turtle Dove Marshall Lufsky, accompanied by Prince's Military Band
BARITONE SOLOS.
32957 Let Me Like a Soldier Fall—From "Maritana." George Alexander; Orch. accom.
32958 My Dusky Rose—Coon Song. Arthur Collins; Orch. accom.
32959 The Parson and the Turkey—Coon Song—Successor to The Parson and the Bear. Arthur Collins; Orch. accom.
32960 The Poor Old Man. Bob Roberts; Orch. accom.
32961 You Will Have to Read the Answer in the Stars—Comic. Bob Roberts; Orch. accom.
32962 The Belle of the Ball. Frank C. Stanley; Orch. accom.
32963 There's No One Like the Old Folks After All. Frank C. Stanley; Orch. accom.
TENOR SOLOS.
32964 Sun of My Soul—Sacred. Henry Burr; Orch. accom.
32965 Yield Not to Temptation—Sacred. Henry Burr; Orch. accom.
32966 I Like Your Way. A. Campbell; Orch. accom.
32967 When the Whip-poor-Will Sings, Marguerite. Albert Campbell; Orch. accom.
32968 Nonsense—From "The Land of Nod." Will F. Denny; Orch. accom.
32969 One Called "Mother" and the Other "Home, Sweet Home." Byron G. Harlan; Orch. accom.
32970 With the Robins I'll Return. Byron G. Harlan; Orch. accom.
BARITONE AND TENOR DUET.
32954 It's Up to You to Move—Coon Song. Collins and Harlan; Orch. accom.
BARITONE AND CONTRALTO DUETS.
32955 The Moon Has His Eyes on You. Miss C. Morgan & F. C. Stanley; Orch. accom.
32956 The Tale of a Stroll. Miss C. Morgan & F. C. Stanley; Orch. accom.
VOCAL QUARTETTE—MALE VOICES.
32953 Come, Rise with the Lark (with bird imitation). Columbia Quartette; unaccom.
THE RAMBLER MINSTREL COMPANY.
32952 (Record A) Introducing the latest jokes and concluding with solo by Arthur Collins, entitled "Good Bye, Mr. Greenback." Quartette chorus and Orch. accom.

NEW COLUMBIA 10-INCH DISC RECORDS.

- PRINCE'S MILITARY BAND.
3404 On to Victory March (Sousa's latest)—From "The Free Lance." John Philip Sousa
3405 Sliding Jim—A Trombone Extravaganza. Banda Espanola.
5499 Military School March. Piccolo Solo.
3406 The Turtle Dove Marshall P. Lufsky, Accom. by Prince's Military Band
COON SONGS.
By the great negro comedians, Williams and Walker, under exclusive contract with the Columbia Company.
3423 Nobody. Bert Williams; Orch. accom.
3410 Pretty Desdemone. Williams and Walker Exactly as rendered by these famous artists in "Abyssinia."
BARITONE SOLOS.
3413 I Want What I Want When I Want It—From "Mlle. Modiste." Victor Herbert. George Alexander; Orch. accom.
3414 When the Right Little Girl Comes Along. George Alexander; Orch. accom.
3415 My Dusky Rose—Coon Song. Arthur Collins; Orch. accom.
3416 The Parson and the Turkey—Coon Song—Successor to "The Preacher and the Bear." Arthur Collins; Orch. accom.
3417 Just for Auld Lang Syne. J. W. Myers; Orch. accom.
3418 The Poor Old Man. Bob Roberts; Orch. accom.
3419 You Look Awful Good to Father—Comic. From "The Umpire." B. Roberts; Orch. accom.
3420 You Will Have to Read the Answer in the Stars—Comic. Bob Roberts; Orch. accom.
3421 The Bell of the Ball. F. C. Stanley; Orch. accom.
3422 There's No One Like the Old Folks After All. Frank C. Stanley; Orch. accom.
25977 Forever and Forever. Horatio Connell, London; Piano accom.
TENOR SOLOS.
3424 Yield Not to Temptation—Sacred. Henry Burr; Piano accom.
3425 Smile on Me. Albert Campbell; Orch. accom.
3426 When the Whip-poor-Will Sings, Marguerite. Albert Campbell; Orch. accom.
3427 Nonsense—From "In the Land of Nod." Will F. Denny; Orch. accom.
3428 One Called "Mother" and the Other "Home, Sweet Home." Byron G. Harlan; Orch. accom.
3429 With the Robins I'll Return. Byron G. Harlan; Orch. accom.
3430 Is It Warm Enough for You?—Waltz Song. Billy Murray; Orch. accom.
3431 The Little Chauffeur—From "The Vanderbilt Cup." Billy Murray; Orch. accom.
CONTRALTO SOLO.
3432 Last Night. Miss Corinne Morgan; Orch. accom.
BARITONE AND TENOR DUETS.
3408 Afloat on a Five Dollar Note. Collins and Harlan; Orch. accom.
3409 It's Up to You to Move—Coon Song. Collins and Harlan; Orch. accom.
BARITONE AND CONTRALTO DUETS.
3411 I Was Just Supposing. Miss Corinne Morgan and Frank C. Stanley; Orch. accom.
3412 The Moon Has His Eyes on You. Miss C. Morgan & F. C. Stanley; Orch. accom.
VOCAL QUARTETTE—MALE VOICES.
3407 Come, Rise with the Lark—With bird imitations. Columbia Quartette; Piano accom.
VAUDEVILLE SPECIALTY.
3433 The Happy German Twins. Len Spencer and Geo. Watson; Orch. accom.
TALKING RECORD (DESCRIPTIVE).
3434 Flanagan's Night Off. Steve Porter
UNCLE JOSHI WEATHERSBY'S LAUGHING STORY.
3435 Sunday-school Picnic at Pumpkin Center (Descriptive). Mr. and Mrs. Cal Stewart assisted by the Columbia Quartette
NEW COLUMBIA 12-INCH DISC RECORDS.
BARITONE SOLOS.
30023 Annie Laurie. David Bispham; Piano accom.
30026 The Pirate Song. David Bispham; Piano accom.

- SOPRANO SOLOS.
30024 Comin' Thro' the Rye. Miss Ruth Vincent; Piano accom.
30025 Nymphes et Sylvains—Sung in French. Miss Ruth Vincent; Piano accom.

EDISON GOLD MOULDED RECORDS.

- 9290 Charge of the Hussars (Spindler). Edison Concert Band
9291 In Happy Moments (Wallace) Ballad from "Maritana." Orch. accom. Alau Turruer
9292 It's Up to You to Move (Rogers) Coon song, Orch. accom. Collins and Harlan
9293 Sailor's Hornpipe Medley (Original) violini 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." Edsou 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. Denny
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

NEW IMPERIAL RECORDS (10-INCH.)

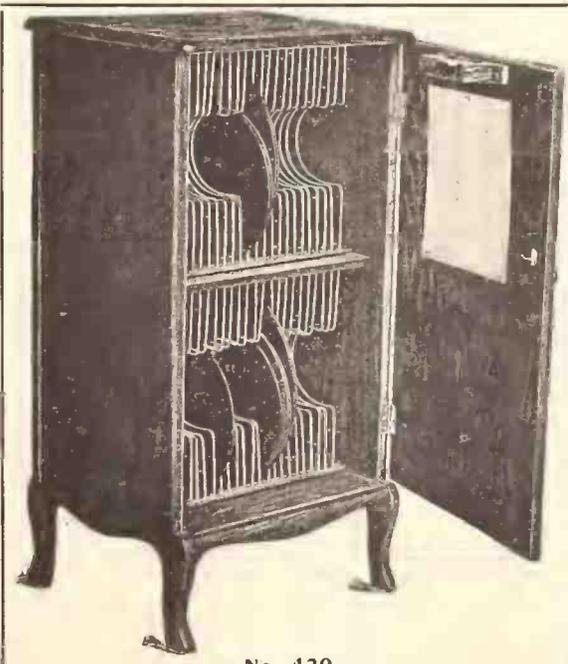
- TENOR SOLOS BY HENRY BURR, WITH ORCH. ACCOM.
44804 Moon Dear—From "A Society Circus." M. Klein
44805 Where the River Shannon Flows. J. I. Russell
44790 Silver Heels, with Organ accom.
44808 Nearer My God to Thee. Lowell Mason

- BARITONE SOLOS BY ARTHUR COLLINS, ORCH. ACCOM.
44791 Since Father Went to Work. Wm. Cahill
44792 You Look Awful Good to Father—Hit from "Umpire." Joe Howard
44793 You're a Grand Old Rag—From "George Washington, Jr." George Cohan
44794 Nothing Like that in Our Family. Wm. Cahill
BARITONE SOLOS BY STEVE PORTER, WITH ORCH. ACCOM.
44798 She Cost Me a Dollar and Fifty Cents.
44799 La Diddley-Diddley -um.
44800 And His Day's Work Was Done.
IRISH SKETCH BY STEVE PORTER.
44815 Backyard Talk Between Two Irish Washerwomen.
SKETCHES BY STEVE PORTER, SOLVING THE SERVANT PROBLEM.
44797 Mrs. Hiram Offen Engaging Bridget O'Sullivan—Bridget has ideas of what is due.
44802 Bridget O'Sullivan Loses Her Job—In this record is depicted some of Bridget's valuable services.
DUETS BY LEN SPENCER AND MISS ADA JONES, WITH ORCH. ACCOM.
44777 Chimmy and Maggie at the Hippodrome.
44778 The Golden Wedding.
44779 The Original Cohen
44809 Mandy and Her Man.
COMIC SKETCH BY MISS JONES AND MR. SPENCER.
44781 Maggie Clancy's New Piano.
IRISH SKETCH BY MISS JONES AND MR. SPENCER.
44819 Flanagan's Night Off
DUETS BY COLLINS AND HARLAN, WITH ORCH.
44810 It's All for You. Miss Ada Jones
44814 Welcome To Our City. Ed. Rogers
44992 It's Up to You to Move. Ed. Rogers
44993 Honey, Won't You Love Me Like You Used To. Rogers
44994 I'm Crazy 'bout It. Edwards
44995 Waltz Me Around Again, Willie.
44996 I'm Dreaming of You. Muller
BANDURRIA SELECTIONS BY JOSEPH RAMIREZ, WITH PIANO ACCOM.
44987 El Capuchon
44988 Cacahuca
44989 Tutti

LATEST ZON-O-PHONE 10-INCH RECORDS.

- ZON-O-PHONE CONCERT BAND.
476 Baby Parade—Two-Step Patrol. Characteristic, describing the Baby Parade. Composed by Arthur Pryor.
477 Colleen Bawn—Two-Step. Medley March, introducing chorus of "When the Whip-poor-Will Sings, Marguerite"
478 Free Lance March (On to Victory). From Sousa's latest opera.
479 Old Settlers on Parade—March Comique, introducing old-time melodies. Composed by C. W. Dalbey.
480 Moving Day—Medley March, introducing "My Egyptian Maid."
481 Trip Through Dixie—Ragtime March, introducing strains of "Ise Gwine Back to Dixie," "Dixie Land," "Massas in the Cold, Cold Ground," "Carry Me Back to Old Virginia," "Swanee River," etc.
HAGER'S ORCHESTRA.
482 Liontamer—Descriptive Galop. Reproduction of amusing Circus scene.
483 Medley of Reels, introducing among others "Miss McLeod's," "College Horn Pipe," "White Cockade," "Soldiers Joy," etc.
484 Minerva—A Southern American Romance.
485 On the Rocky Road to Dublin—Irish intermezzo.
BANJO SOLO BY VESS L. OSSMAN WITH ORCH. ACCOM.
186 Mouse and the Clock—Characteristic novelty.
BELL SOLO BY ED. KING WITH ORCH. ACCOM.
487 Serenade d'Amour
SONGS WITH ORCHESTRA ACCOMPANIMENT.
488 Bill Simmons—"I've Got to Dance (All the Band Gets Through)." Bob. Roberts
489 Coming Home From Coney Isle. Spencer & Jones
490 Everybody Gives Me Good Advice—Darkey song, by Kendis and Paley. Bob. Roberts
491 If Washington Could Come to Life To-day. Billy Murray
492 Is It Warm Enough for You? Billy Murray
493 It's Great At a Base Ball Game. Billy Murray
494 Jokesmith. Spencer and Porter
495 Old Broadway. J. W. Myers
496 Trolley Line for Mine. J. W. Myers
497 Peaches and Cream. Spencer and Jones

THE SALES RECORD



Wire Partitions. Holds 225 12-inch Records.

of UDELL
DISK and CYLINDER
RECORD CABINETS
compared with the sales record of other cabinets
shows why it pays to handle
UDELL CABINETS.

Udell Cabinets are constructed and finished in such a manner that it is easy for a customer to see their superiority.
Suppose you were a customer and wanted a Record Cabinet for your home. Wouldn't you want the best value for your money? Then why not treat your customers as you would want to be treated? Sell them Udell Cabinets.
Get the Udell Catalog at once—it just takes a postal.

The Udell Works,
1210 W. Twenty-Eighth Street,
INDIANAPOLIS, U. S. A.

498 Poor Old Man Rob. Roberts
499 Waiting at the Church Miss Jones
500 Waltz Me Around Again, Willie... Billy Murray

NEW VICTOR RECORDS.

No. Size
SOUSA'S BAND.
4705 The Whistlers—Intermezzo..... Reiterer (10)
4718 Flying Arrow—Intermezzo Indienne..... Holzmann (10)
31536 Everybody Works but Father—Humoresque Bellstedt (12)
ARTHUR PRYOR'S BAND.
4706 The Dixie Rube—Characteristic March.... Allen (10)
31530 La Feria—Suite Espagnole—Part II. "La Reja"..... Lacombe (12)
31514 Reminiscences of All Nations..... Godfrey (12)
31537 Morning, Noon and Night in Vienna Overture..... Von Suppe (12)
VICTOR ORCHESTRA, WALTER B. ROGERS, CONDUCTOR.
4715 Chicken Chowder—Two-Step..... Gihlin (10)
VIOLIN SOLO BY CHARLES D'ALMAINE, WITH ORCH.
4723 Serenade..... Moszkowski (10)
VICTOR BRASS QUARTET.
4712 The Hunter's Farewell..... Mendelssohn (10)
CORNET AND TROMBONE DUET BY CLARK AND ZIMMERMANN ACCOM. BY SOUSA'S BAND.
4716 Cousins..... Clarke (10)
CORNET DUET BY CLARK AND MILLHOUSE, ACCOM. BY SOUSA'S BAND.
4717 I Would That My Love..... Mendelssohn (10)
CHARACTER SONG BY MISS ADA JONES, WITH ORCH.
4714 Waiting at the Church..... (10)
TENOR SOLO BY RICHARD J. JOSE, WITH ORCH.
31515 Home, Sweet Home..... Bishop (12)
TENOR SOLO BY HARRY MACDONOUGH, WITH ORCH.
4713 I Like Your Way..... Witt (10)
BALLAD BY FRANK C. STANLEY, WITH ORCH.
4735 The Belle of the Ball..... Harpls (10)
COMIC SONG BY ARTHUR COLLINS, WITH ORCH.
4724 Bill Simmons—From "The Social Whirl" "I've Got to Dance 'til the Band Gets Through"..... Spink (10)
DUETS BY COLLINS AND HARLAN, WITH ORCH.
4725 It's Up to You to Move..... Rogers (10)
4709 Out in an Automobile... Bryan and Evans (10)
DESCRIPTIVE SPECIALTIES BY MISS JONES AND MR. SPENCER, WITH ORCH.
4720 "Peaches and Cream"..... Spencer (10)
31531 Bashful Henry and Lovin' Lucy. Spencer (12)
DUET BY MISS MORGAN AND MR. MACDONOUGH, WITH ORCH.
31534 Songs My Mother Used to Sing..... Smith (12)
DUET BY MISS MORGAN AND MR. STANLEY, WITH ORCH.
31532 By the Light of the Honeymoon... Caldwell (12)
BILLY MURRAY AND HAYDN QUARTET, WITH ORCH.
4738 Waltz Me Around Again, Willie..... Cobb and Shields (10)
31535 When Love is Young..... Ellis (12)
CHOIR RECORDS BY THE TRINITY CHOIR, WITH ORCH.
4730 There is a Fountain Filled with Blood.... Cowper and Mason (10)
4732 Come, Thou Almighty King—Italian Hymn (de Giardini, 1709)..... Wesley (10)
MACDONOUGH AND BIELING WITH HAYDN QUARTET AND ORCH.
4710 After They Gather the Hay..... Henry (10)
PLANTATION SONG BY THE HAYDN QUARTET, WITH ORCH.
4726 Ise Gwine Back to Dixie..... White (10)
BASS SOLOS BY EUGENE COWLES, WITH ORCH.
4737 Armorer's Song—From "Robin Hood".... De Koven (10)
31533 Forgotten..... Cowles (12)
YODEL SONG BY GEORGE P. WATSON, WITH ORCH.
4702 Hush-a-bye Baby..... (10)
SONGS BY BILLY MURRAY, WITH ORCH.
4719 Cheyenne..... Williams and Van Alstyne (10)
4721 Nothing Like That in Our Family..... Heelan and Furth (10)
4722 Is it Warm Enough for You?..... Kendis and Paley (10)
DRAMATIC RECITATIONS BY EDGAR L. DAVENPORT, Incidental music by Orchestra.
4711 Sheridan's Ride..... Read (10)
31529 Lassa..... Deprez (12)
TENOR SOLO IN GERMAN BY EMIL MUENCH, WITH ORCH.
4733 Der Tyroler und Sein Kind... Nesmueller (10)
TWELVE NEW EIGHT-INCH RECORDS.
SOUSA'S BAND.
4704 One of the Boys..... Bloom (8)
4705 The Whistlers—Intermezzo Whistling Chorus..... Reiterer (8)
ARTHUR PRYOR'S BAND.
4706 The Dixie Rube—Characteristic March.... Allen (8)
4728 American Eagle March..... Boehme (8)
VICTOR ORCHESTRA, WALTER B. ROGERS, CONDUCTOR.
4707 Hearts and Flowers..... Tobani (8)
4318 College Life March..... Frantzen (8)
YODEL SONG BY GEORGE P. WATSON, WITH ORCH.
4702 Hush-a-bye Baby..... (8)
SONGS BY BILLY MURRAY, WITH ORCH.
4722 Is it Warm Enough for You?..... Kendis and Paley (8)
4739 Mother Pin a Rose on Me—Nonsense Song Schindler and Adams (8)
CHOIR RECORD BY THE TRINITY CHOIR, WITH ORCH.
4732 Come, Thou Almighty King—Italian Hymn Wesley (8)
DUET BY MISS MORGAN AND MR. STANLEY, WITH ORCH.
4708 Just My Style—From "Fantana"..... Hubbell (8)
MALE QUARTET BY THE HAYDN QUARTET.
118 Massa's in the Cold, Cold Ground... Foster (8)
FIVE 8-INCH RECORDS IN GERMAN, ITALIAN AND SPANISH. Price, 35c. each.
GERMAN PARODY BY FRANK WILSON, WITH ORCH.
4727 Everybody Works but Father—Parody in German slang..... (8)
GERMAN FOLK SONG BY HARMONIE MALE QUARTET.
4703 Volkslied aus Ober Osterreich..... (8)
BARITONE SOLOS BY GUSTAVE BERL-RESKY, WITH ORCH.
4729 Adamastor roi des vagues profondes—L'Africaine..... Meyerbeer (8)
4730 Oh Cuanto Sufro! Cancion Cubana—In Spanish..... Verona (8)
4731 Dame un Beso—In Spanish..... Verona (8)
NEW RED SEAL RECORDS.
BASS SOLOS BY MARCEL JOURNET, WITH ORCH.
64036 Le veau d'or (The Calf of Gold)—Faust... Gounod (10)
74037 Les Rameaux (The Palms)..... J. Faure (12)
VIOLONCELLO SOLO BY JOSEF ROLLMAN, WITH ORCH.
74045 Serenade..... Blockx (12)
SOPRANO SOLOS BY MME. MARCELLA SEMBRICH, WITH ORCH.
88020 Deh vleni non tardar ("Oh, Come, My Heart's Desire") Nozze di Figaro, Mozart (12)
88024 Air des Bijoux (Jewel Song)—Faust..... Gounod (12)
88026 Batti, batti, o bel Masetto ("Scold Me, Dear Masetto")—Don Giovanni..... Mozart (12)
88027 Ah non giunge ("Oh, Recall not One Earthly Sorrow")—Sonnambula..... Bellini (12)
BASS SOLO BY POL PLANCON, WITH ORCH.
85100 Serenade Mephistopheles—Faust... Gounod (12)

BARITONE SOLOS BY ANTONIO SCOTTI, WITH ORCH.
88028 Vi ravviso o luoghi ameni—Sonnambula... Bellini (12)
"Oh, Remembrance of Scenes Long Vanished." 88029 Pagliacci—Prologo (Prologue from Pagliacci)..... Leoncavallo (12)
TENOR SOLOS IN BOHEMIAN BY J. H. ROKYCANSKY.
330 Zdravicko..... Fr. Louda-Chocholeous (10)
3301 Jsme jen jednpu na svete..... (10)
od Jar Praga-nove upravil Jos. Sváb (10)
3302 Tomu se musim "lochnit" ja Kuplet..... (10)
Em Semilk-nove upravil Jos. Sváb (10)
3303 Ne, to pan Buh nestvoril Kuplet..... (10)
od Jos Sváb—K. Pospisil (10)
3304 To nenl sic nové vsak dobry Kuplet..... Jindrich Pihert (10)
3305 Obráceny svet Kuplet..... (10)
J. Pehel-nove upravil Jos. Sváb (10)
3306 Co je smula Kuplet..... (10)
R. Ruprus-nove upravil Jos. Sváb (10)
3307 "Mary"..... Jos. Grill-nove upravil Jos. Sváb (10)
3308 O Barboro!..... Jos. Grill-Kohna (10)
3309 Krásné vis-a-vis..... (10)
Jana Liebicha-nove upravil J. Sváb (10)
3310 Tisic Sladkych Hubcek..... (10)
Nilos Kolár-nove upravil Jos. Sváb (10)
3311 Pismicka Alvis Lad Vymetal... Jos. Rubena (10)
3312 Enane, to se to inestane! Populární Kuplet J. Sitretz-nove upravil Jos. Sváb (10)
3313 Cerveny nos..... (10)
I. Breko Mladl-nove upravil Jos. Sváb (10)
3314 "Tony"..... (10)
Jos. Wanderer-nove upravil Jos. Sváb (10)
3315 Cupr Chasa. Polka and Two-Step..... A. J. Tesinsky (10)
3316 Nando, ty jsi ta mys fírová..... (10)
M. Ond. Grill-nove upravil Jos. Sváb (10)
3317 "On a ona," Solovy vystup... Jos. Sváb (10)
3318 Andulko Safárova March and Two-Step. Fr. Knock (10)
3319 Dobry cesky dedecek..... (10)
Lad Stroupeznického-V. Pázdral (10)
3320 Jen do Toho Polka and Two-Step..... A. J. Tesinsky (10)
3321 Zobáci Pochod Two-Step... A. J. Tesinsky (10)
3322 Na Marjánce (The Village Tavern)..... A. L. Maresch (10)
3323 Mne daroval muj Karlicek..... (10)
Fr. Dvoráka-Fr. Kletecky (10)
3324 Louka zelená..... Jos. Sváb (10)
RECITATIONS IN BOHEMIAN BY J. H. ROKYCANSKY.
3325 Opice plectivá a zpcvná... Josef M. Srp (10)
3326 Z. Manzelského ráje..... Josef Wanderer (10)

SUCCESSFUL MEETING OF JOBBERS

Held in Cleveland, May 28—Victor Contract Matters Discussed—Committees Appointed—Messrs. Hawthorne and Sheble Dine the Visitors.

(Special to The Talking Machine World.)

Cleveland, Ohio, May 28, 1906.

The meeting of the Central States Talking Machine Jobbers' Association, held at the Hollenden House, Wednesday last, was successful from every point of view, about twenty-five representative firms being represented. An informal conference on the preceding day furnished an opportunity to discuss matters before the regular session. At the regular session the proceedings lasted from 10 a. m. to 6 p. m., with an hour's adjournment for luncheon at noon. George Ilsen, of Ilsen & Co., Cincinnati, the president, ruled the gathering in his customary genial manner, with Secretary Whitsit, of Perry B. Whitsit & Co., Columbus, O., wielding the reportorial pencil. The major part of the discussion dealt with the Victor contracts, and as General Manager Geissler, of the Victor Talking Machine Co., was present, a few heart-to-heart talks were indulged in, which seemed to clear the atmosphere. C. V. Henkel, president of the Douglas Phonograph Co., New York, who attended as delegate from the Eastern Talking Machine Jobbers' Association, was shown a great deal of attention, as he took an active part in the proceedings. Previous to the final adjournment the following were appointed as a press committee by the association: W. E. Henry, of Powers & Henry, Pittsburg, Pa.; C. V. Henkel, of Douglas Phonograph Co., of New York City; Rudolph Wurlitzer Co., Cincinnati, O. Several new members were elected.

Monday E. A. Hawthorne and Horace Sheble, of the Hawthorne & Sheble Mfg. Co., Philadelphia, Pa., and Bridgeport, Conn., gave the members a dinner at the hotel, which proved a most enjoyable occasion. At midnight the Association and their guests sat down to a spread in the Rathskeller. The following evening L. F. Geissler, general manager of the Victor Talking Machine Co., Camden, N. J., tendered an elaborate banquet at the hotel to everybody on the spot. After a choice menu had been disposed of, accompanied by harmonizing solvents, and the cigars lighted, the flood of oratory came along and pretty nearly everybody had something to say, and they said it in the most agreeable and approved manner. President Ilsen filled the difficult part of toastmaster with eclat.

Besides the jobbers on the ground, the following gentlemen were also in Cleveland: L. F. Geissler, of Victor Talking Machine Co., Camden, N. J.; E. A. Hawthorne, Horace Sheble and Chas. A. Noyes, of Hawthorne & Sheble Mfg. Co., Philadelphia; William McArdle, with American Record Co., Springfield, Mass.; C. S. Gardiner, with Columbia Phonograph Co., general, New York; P. B. R. Bradley, with International Record Co., Auburn, N. Y.; B. Feinberg, with Universal Talking Machine Mfg. Co., New York; Max Landay, of the Land-o-phone Co., New York. It was decided to hold the next convention in Detroit, Mich., August 14th.

HOW HE EDUCATED THE DONKEY.

The donkey Caruso had on the London opera stage one time recently in the "Jongieur de Notre Dame" was lent by a nobleman for the occasion. The owner fitted up in the donkey's stable a "talker" with a Caruso record in order that the donkey might become accustomed to the music before making his debut. The machine performed three times a day for him.

TALKING MACHINE MEN AT THE BAT.

Saturday last, the 9th, a match game of baseball was played between picked nines of the Douglas Phonograph Co. and the Victor Distributing & Export Co., New York, in the Ridge-wood section of Brooklyn Borough. The sport was great on both sides, the pitching of Henkel, the batting of Petit, in the Douglas team, and the stunts of Williams, Beekman and Haas on the V. D. & E. line were great. The rooters were vociferous, but the Douglas players were beaten by a score of 13 to 15. R. E. Caldwell, with the Blackman Talking Machine Co., umpired the game. After the game a bountiful dinner was enjoyed at a local hotel.

RECORDS BY DAVID BISPHAM.

The Columbia Phonograph Co. have arranged with David Bispham, the celebrated baritone, for a number of records, which are destined to have a wide popularity. The initial number is "Danny Deever," Kipling's famous verse, set to Walter Damrosch's clever music. This appears as No. 3,016, a 12-inch disc record.

The Elyria Talking Machine Co. have opened a store at 596 West Broad street, Elyria, O., with Karl Lenzler in charge.

The Imperial Record

which, as everybody knows, is the best made,

is now retailed at

Sixty Cents

TALKING MACHINES IN CHINA.

Geo. K. Cheney Speaks of Yuen Sing Foong, Who is One of the Talking Machine Hustlers of China—Helped Mr. Cheney Secure Good Records of the Various Dialects—Story from the Orient.

We take pleasure in printing herewith a photograph of Yuen Sing Foong, of S. Moutrie & Co., Ltd., manufacturers and dealers in pianos and organs and all musical instruments, as well as agents for the Victor Talking Machine Co., in China. Their main office and factory is in Shanghai. They have branches in Tientsin, Hong-Kong and London. S. Moutrie is the managing director, J. Hinton assistant manager and treasurer, and Robert Briener secretary. Mr. Yuen Sing Foong has been many years connected with the talking machine business, and has es-



YUEN SING FOONG.

ablished throughout China for the S. Moutrie Co. many branches, and has sold Victor talking machines and records to dealers in every city and large town in the Chinese Empire. Mr. Yuen speaks good English, although he has never been out of China. He is a great scholar, and speaks most of the different dialects spoken in China. It was through his influence that Geo. K. Cheney was able to secure for the Victor Co. the best talent in China. The records taken in China turned out so satisfactory that the S. Moutrie Co. have placed orders for thousands of them. In China there are many dialects spoken, and Mr. Cheney took records of all the principal dialects. Mr. Cheney, who recently returned from the Far East, said to The World that "the Chinese take great interest in the talking machine. In towns which are not large enough to support a theater they use the Victor machine as an entertainer, charging a small admission, which enables all to hear songs sung by some of the most noted actors in China."

USE OF COMMERCIAL MACHINES.

Steadily Growing in Favor—The Famous Book "The Jungle" Was Dictated to One of These Machines—Large Corporations Find Them Invaluable.

The great strides made in the sale of the commercial talking machines during the past few years is regarded by dealers in that commodity as only a little short of marvelous. It is being adopted by the largest corporations in the country, and lawyers, authors and court stenographers are finding it invaluable in their professions. All of the testimony in the recent insurance and kindred investigations was dictated to these machines, and transcribed directly from them. Henry P. Roberts, of the commercial grapho-

phone department of the Columbia Phonograph Co., has in his possession a letter from Upton Sinclair, the author of the "Jungle," in which he states that he used one of their commercial machines for dictating that remarkable book, and considered it an invaluable aid in his work. The Columbia Co. also have a huge pile of testimonial letters from some of the largest corporations in this country, several of which have over fifty of these machines in constant use, and all of which speak in the highest terms of the results attained from their use. They report that the output for May was 45 per cent. greater than for the same month of last year, and the only difficulty is in having them made fast enough. Among the large piano houses that are using them daily is Wing & Co., of Thirteenth and Hudson streets.

DUPLEX CO. IN KALAMAZOO.

Purchase Two and One-Half Acres of Land and Will Erect Factory and Make Their Own Specialties in Future at This Point.

(Special to The Talking Machine World.)
Kalamazoo, Mich., June 5, 1906.

The Duplex Phonograph Co., a manufacturing concern, have completed arrangements to erect a factory in this city and make their goods here. F. D. Eager, secretary and general manager of the company, has come to Kalamazoo from Lincoln, Neb., and expects to make this city his home in the future.

He announces that his company has purchased two and a half acres of land on East Paterson street, near the Chicago, Kalamazoo & Saginaw railroad, and will erect thereon a factory building 120 by 60 feet in dimensions, two stories, and that they will give employment at the start to about 125 hands.

For some time this same concern have been advertising their goods extensively under the caption, "Made for you in Kalamazoo," and the product, which is a double-horn phonograph, has been made by the Kalamazoo Novelty Co. of this city. That was not altogether satisfactory, and the company decided to build their own factory and grow.

BUSINESS SOMEWHAT QUIET.

Business is not remarkably active and it looks as if a quiet summer might be expected. It is believed, however, that when the public begin to change their abodes to the resorts in order to escape the warm weather, trade will pick up in a marked degree. The manufacturers are still running their plants full capacity.

HOME RECORD MAKING

Should be Encouraged by Dealers—It Helps Trade Not Only in Blank Records But Increases Greater Interest in the Talking Machine and Its Possibilities.

Do you know that there are thousands of talking machine owners who cannot make a record to save their lives? This is true, and there is no reason why this pleasure (and it is a pleasure) should not be encouraged to the mutual advantage of dealer and customer.

It means simply this: The dealer will receive large orders for blanks, and then, of course, this will naturally be followed by orders for shaves. Both pay well. It does not take more than two minutes to shave a record, and there is five cents in it. Fifteen dollars a day in excess of regular record sales have been made in this manner. This part of the business can be developed so that it will keep a boy at the shaving machine all day.

When you send out your next bulletin, insert an extra sheet stating that the recorders now in use are really practical and that you will be glad to demonstrate them at any time. You will find that your customers will respond readily.

There is frequently talent in a family, and when the art of record making is mastered, a great deal of wholesome fun is enjoyed and successful records made. It will not hurt the sale of your regular stock either.

Since the new moulded process has been in vogue, the opinion prevails that good records cannot be made at home, and when this opinion is dissolved by a demonstration, business all along this line will follow. Then the making of disc records at home is a still more later development which promises well.

Try it.

JAPAN INCREASES DUTY

On Talking Machines from 35 to 50 Per Cent.—Building Higher Tariff Walls.

The Parliament of Japan, have just passed a tariff bill which emphasizes that the Yankees of the East are following our example in endeavoring to build up their manufacturing and commercial power through the aid of a protective system. We note that the new bill increases the duty on a great many American products; for instance, talking machines are advanced from 35 to 50 per cent. The amount of trade in these machines has developed quite extensively in the Far East.

Cleapol Waterproof Metal Polish

IMPARTS A LASTING LUSTRE
to all metals; will remove all
Tarnish, Spots, Fly Specks, etc. Will
not injure the hands; contains no acid.

NOTE.—All horns, etc., treated once with this polish can be kept in perfect condition always by using the **CLEAPOL CHAMOIS SKIN.**

☞ Special discount now being given to jobbers and dealers.

☞ Write for Samples and price lists.

THE CLEAPOL COMPANY

288 Springfield Ave.

NEWARK, N. J.

"TALKER" TRADE IN TWIN CITIES.

Use of Machine Improving Musical Taste—T. C. Hough in New Quarters—A Chat With A. M. Magoon—Minnesota Phonograph Co. Open Branch in Minneapolis—Columbia Co. Report Excellent Trade.

(Special to The Talking Machine World.)

Minneapolis and St. Paul, June 6, 1906.

The most striking development in the talking machine trade over last year is the fact that the musical taste has been considerably improved, and the call is for a higher priced machine, and a better quality of records.

T. C. Hough moved into elegant quarters on the second floor at the corner of Washington and Nicollet avenues, about the first of this month. Mr. Hough now has three stores, two in Minneapolis, and a branch in St. Paul. He handles the Edison machine exclusively. Speaking of the trade, he said: "My business in April was double that of last year, and so far this month the results have been more than satisfactory." Mr. Hough, by the way, was the pioneer dealer in talking machines in Minneapolis.

A. M. Magoon, manager for the Victor department of the New England Furniture Co., said: "The trade has not been so good as a year ago in machines, but the demand this year is for higher grade machines, and the sales of records have been much larger. I notice, too, that the taste has improved in music, and our customers are asking for better things. The lake business has just begun to open up, and I have had a number of orders from people who have gone out to Minnetonka."

The Minnesota Phonograph Co. report trade as very good, and a big increase so far over last year. Shortly before the holidays a branch was opened in Minneapolis, the headquarters being in St. Paul, Mr. Lowey, formerly with the New England, taking charge. Prior to that time, the Edison had been handled exclusively, but Mr. Lowey also added the Victor, and only recently secured the permission to act as jobber for the

Victor, and has had more business in that line than he could handle with his limited facilities. The St. Paul store was also made a jobber the past week.

The Columbia Phonograph Co. report excellent results at both stores in the twin cities. There has been a very satisfactory increase over a year ago with a demand for higher-priced machines.

W. J. Dyer & Bro., who handle the Victor and Edison, report: "We can't get sufficient stock to supply the demand."

CANAL DIGGING BY MUSIC.

Unique Method Discovered of Making Panama Laborers Happy.

(Special to The Talking Machine World.)

Washington, D. C., June 9, 1906.

Music is playing an important part in the digging of the Isthmian Canal. Laborers from the West Indies are all accustomed to sing as they work, and bosses who are capable of leading a chorus have much greater success than men who do not have that faculty.

Reports received by the commission from officials on the Canal Zone indicate that one boss has developed songs with the aid of a talking machine, which have inspired contentment and energy among his men, with the result that he has outdistanced all rivals in the amount of work accomplished. "Down, men, down," are the words for which this music master has provided music that delights the Jamaican heart. Other bosses are using the traditional "Yo, heave, ho."

Bosses who have been in the employ of fruit companies and other corporations in the tropics have carried the methods of the West Indies to the Isthmus with excellent results, and on all the Government work singing is becoming general, and it has been much stimulated through the utilization of the talking machine.

WATCH HAS TINY PHONOGRAPH.

A Swiss watchmaker has invented a watch which speaks the time from a tiny phonograph.

A very small hard rubber plate has the vibrations of the human voice imprinted on it, and is actuated by clockwork, so that at a given time the articulation is made, indicating the hour. The utterance is sufficiently strong to be heard 20 feet away. It is possible by means of a device of this kind to combine sentiment with utility, as the vibrations can be made by any clear voice, and a man's watch may tell him the time in the tones of wife or children.

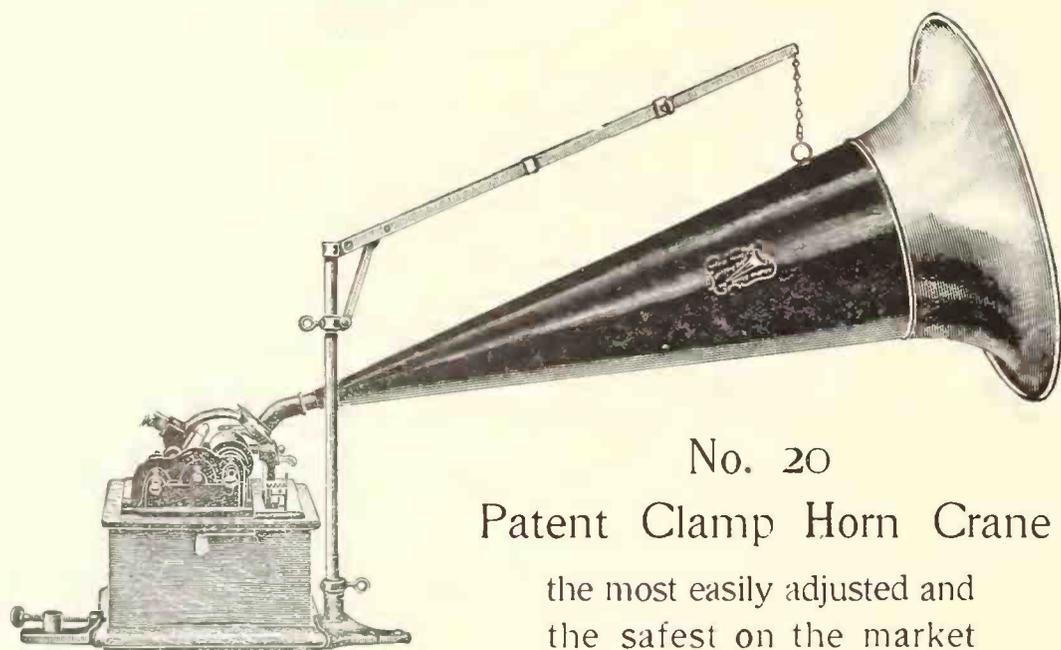
WILL OCCUPY ENTIRE BUILDING.

The National Phonograph Co. Acquire Lease of Building at Fifth Avenue and 8th Street, Which They Will Utilize for Offices.

An entire building on the northwest corner of Fifth avenue and Eighth street, New York, has been acquired by the National Phonograph Co., the sale being consummated recently, which they will occupy for their New York offices. The foreign and commercial system departments will also be located there. The place is one of historic interest, having been owned in Colonial times by members of the English nobility, and recently the New York house of C. H. McCormick, of Chicago, the present American Ambassador to France. It is a beautiful old brown stone mansion, with solid mahogany doors and stairways, and the company will remodel the house for their business and refurnish it in the most lavish manner as splendid quarters for the president, legal department, general sales, credit and other chief executive departments. Alterations are expected to be completed and possession taken by July 1. Their present premises, at 31 Union Square, will be surrendered.

INCORPORATED IN OHIO.

The Ashtabula Phonograph Co. was incorporated this week with the Secretary of State of Ohio, with a capital of \$10,000, by C. L. Scrivens, E. J. McClintock, R. S. Parker, J. H. Johnson, etc.



No. 20
Patent Clamp Horn Crane

the most easily adjusted and
the safest on the market

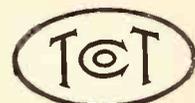
THE TEA TRAY COMPANY
of NEWARK, NEW JERSEY

MULBERRY AND MURRAY STREETS, - NEWARK, N. J.



THE PIONEER MANUFACTURERS OF AMPLIFYING HORNS

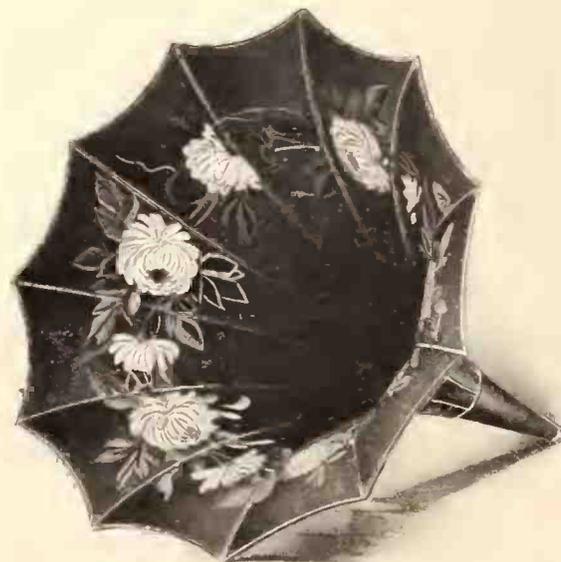
Dealers can obtain our goods
from the Jobbing Trade



Hand Painted Flower Horns

(Pat. Aug. 22, 1905)

Most beautiful yet produced and strongest made. Acoustic qualities perfect

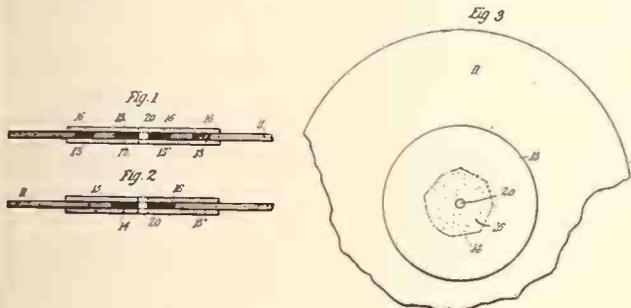


LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS

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

SOUND RECORD. George A. Manwaring, Bayonne, N. J., assignor to the American Graphophone Co., Bridgeport, Conn. Patent No. 819,072.

This invention relates to disc sound records and the labels carried thereby. In dealing with record tablets of celluloid or the like it has been found that the paper of which the label is composed will not adhere to the celluloid surface. The difficulty appears to lie in finding an adhesive which acts permanently both upon celluloid and upon paper. The present invention enables one to secure a paper surface to another

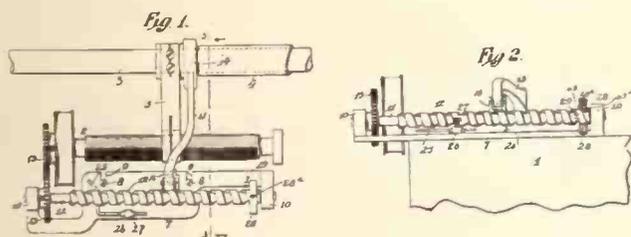


paper surface upon the other side of the disc record through an opening cut in the record tablet for that purpose.

This invention will best be understood by referring to the accompanying drawings. Figure 1 is a sectional view, greatly exaggerated in thickness, of a disc record-tablet having its label secured thereto in conformity with my present invention. Fig. 2 is a modification, and Fig. 3 is a plan view illustrating the invention.

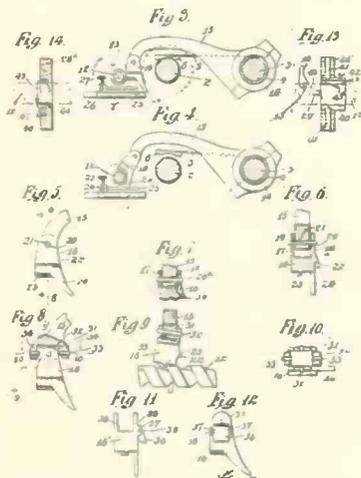
REPEATING ATTACHMENT FOR PHONOGRAPHS. Edward L. Aiken, East Orange, N. J., assignor to New Jersey Patent Co., West Orange, N. J. Patent No. 820,165.

This invention relates to phonograph repeating attachments of the type wherein the lifting operation by which the feed nut is disengaged from the feed screw is effected by means of a



rotating lifting pin or projection which engages a contact lifting member in the form of a dog carried by and traveling with the sound box carriage and pivoted on an axis parallel to the direction of movement of the said carriage. Devices of this character are well known in the art. (See, for example, United States Letters Patent No. 583,679, dated June 1, 1897, to Fletcher, and Patent No. 678,890, dated July 23, 1901, to Matthews.)

In these patents the pivoted dog operates as a lever for effecting the elevation of the sound box carriage. When it is attempted to effect the elevation by a direct lift of the rotating pin upon a pivoted dog, it is found that special devices are necessary to produce a structure which will be operative when applied to phonographs of the usual construction, for the reason that in such instruments the pitch of the feed screw is only one one-hundredth of an inch, so that the first contact of the rotating member and traveling member cannot be more than one one-hundredth of an inch in width and may be anything less. This width of contact is not sufficient to accomplish the lifting of the sound box carriage with any degree of certainty, because the rotating member moves at a high rate of speed and strikes the traveling member with considerable violence, the usual result being that the carriage is lifted sufficiently to disengage the feed nut from the feed screw, and the carriage is then pushed or hurled in a backward direction, so that the lifting pin and traveling dog are separated, whereupon the carriage falls, to be again fed toward the rotary lifting member. The mechanism referred to may occasionally operate when the width of initial contact is at its maximum (one one-hundredth of an inch) and before



the parts have become worn to any appreciable extent; but even under the most favorable conditions the device will fail so often as to be worthless for any practical purpose. It is therefore necessary in designing a device of this type to provide special means for obtaining a sufficient width of overlap of the traveling dog or contact member and rotary lifting member as to make the device reliable and certain in operation. This fact was pointed out in Patent No. 798,087, granted August 29, 1905, and a special construction for accomplishing this result was therein disclosed and claimed. This structure, however, requires accurate setting—that is, the lifting pin and pivoted dog cannot vary much from the relative positions shown in the drawings of the said patent.

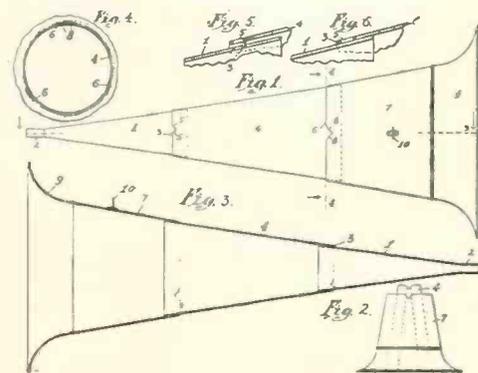
It is the object of the present invention to produce a device in which sufficient overlap of

the lifting pin with respect to the pivoted dog can be obtained for the lifting operation, and which device will at the same time admit of a considerable variation in the relative positions of these parts without its operativeness being impaired. In other words, it will not require accurate setting, so that unskilled persons may apply the device to phonographs, and it will also possess the same advantages as the structure of said Patent No. 789,087 in that the device will be effective and positive in its operation, of but few parts, and will not in any way affect the operation of the phonograph or prevent the reproducer from being fully raised to permit the records to be applied to or removed from the mandrel, being at the same time readily adjustable, so that the reproducer may be caused to engage and be disengaged from the record at any desired point—as, for instance, immediately before and after the selection has been reproduced.

Reference is hereby made to the accompanying drawings, in which Figure 1 is a plan view showing a part of the main shaft, feed screw, back rod, sleeve and feed nut spring arm of a phonograph with the present improvements applied thereto. Fig. 2 is a front view of the same. Fig. 3 is a section on line 3 3 of Fig. 1, showing the repeating mechanism out of operation, as when the reproducer is in engagement with the record. Fig. 4 is a similar section showing the repeating mechanism in operation, as when the sound box carrier is being returned to its initial position. Fig. 5 is a detail side view of the pivoted dog and the forward end of the arm by which it is carried. Fig. 6 is a section on line 6 6 of Fig. 5. Fig. 7 is a section similar to Fig. 6 of a modification of the contact member. Fig. 8 is a view similar to Fig. 5, but partly in section, showing a second modification of the contact member. Fig. 9 is a section on line 9 9 of Fig. 8. Fig. 10 is a section on line 10 10 of Fig. 8. Figs. 11 and 12 are front and side elevations of a third modification of the contact member. Fig. 13 is a vertical section of a modification of the rotary lifting member, and Fig. 14 is a similar view of another modification of the same.

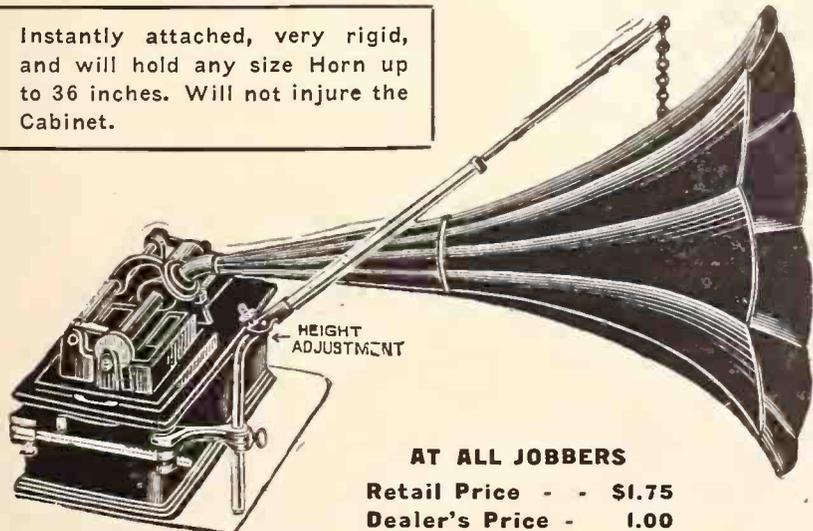
PHONOGRAPH HORN. Peter Weber, Orange, N. J., assignor to New Jersey Patent Co., West Orange, N. J. Patent No. 820,158.

This invention relates to collapsible horns for use principally in connection with phonographs



or other talking machines, although it is obviously capable of other uses. The invention operates, broadly, upon the same general prin-

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.

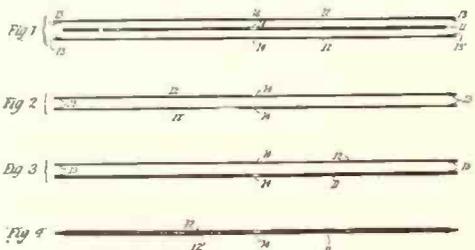
IDEAL FASTENER CO.
Horn Crane Dept., 2722 Third Ave. NEW YORK CITY

ple as the horn described and claimed in an application filed June 29, 1904, Serial No. 214,595, in which tapered sections are locked together by a projection upon one section pressing against an inclined shoulder upon the other section, so that a rotary movement of one section with respect to the other causes a relative longitudinal movement of the section, and on account of their tapering form jams them tightly together, so as to produce a continuous horn possessing as great or greater rigidity than one constructed of a single piece of metal.

Reference is hereby made to the accompanying drawings, in which the same numerals of reference designate corresponding parts in the several views, of which Figure 1 is a side elevation showing the sections of the horn in their assembled relation. Fig. 2 is an elevation, on a smaller scale, showing the horn with the sections nested. Fig. 3 is a section on the line 3 3 of Fig. 1. Fig. 4 is a section, partly broken away, on line 4 4 of Fig. 1. Figs. 5 and 6 are detail sectional views showing the locking pins or projections and co-operating shoulders on an enlarged scale, Fig. 5 showing the relative positions of these parts when the projection is first placed in engagement with the shoulder and Fig. 6 the relative positions after the projection has been caused to ride up on the shoulder, so as to jam the sections firmly together.

TABLET FOR SOUND RECORDS. Harold Godwin, Hackensack, N. J., and August Hoffman, New York, assignors to American Graphophone Co., Bridgeport, Conn. Patent No. 819,058.

This invention relates to the building up of a disc tablet for sound records having a facing of celluloid or the like; and its objects are to prevent warping or separation of the layers and



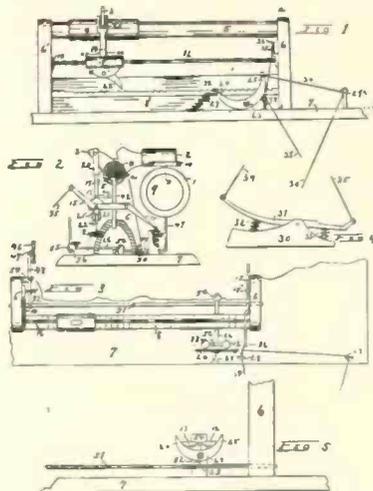
to produce a sound record characterized by cheapness and durability. A disc consisting of a single thin sheet of celluloid will warp and besides is sleazy and liable to puncture, etc. A single comparatively thick block of celluloid, while having sufficient body, is altogether too expensive for the purpose, while a tablet built up of a plurality of layers of thin celluloid, though having sufficient body, is yet quite expensive, and above all the adhesive cementing of

the layers together seems to be the cause of warping. The broad idea of the present invention consists of cementing or uniting the layers together only around their margins and leaving the greater portion of the adjacent surfaces of the layers entirely or essentially free from any adhesive or positive cementing.

In the drawings annexed hereto, Figure 1 is a sectional view through one of the built up record tablets, but showing the layers exaggerated in thickness and separated from each other. Fig. 2 is a similar view of a modification; Fig. 3 is a similar view of still another modification, and Fig. 4 represents the completed article.

GRAPHOPHONE ATTACHMENT. Matthew J. Greevey and Jules Greevey, Omaha, Neb. Patent No. 820,642.

This invention relates to improvements in graphophone attachments, and particularly to a means for controlling the movement of the record and producer. The object is to provide a means whereby the operator of a typewriting machine may by use of the foot or knee cause the commencing or ceasing movement of the



record cylinder and reproducer of a graphophone or may produce "repeating" movement of the graphophone without use of the hands.

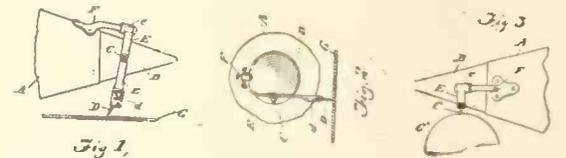
In the combined use of the graphophone and typewriter the messages of the record cylinder are communicated to the operator of the typewriter by means of a rubber hearing tube provided with earpieces which extend to the graphophone, the latter being, of course, a separate machine. The operator by moving a lever upon the graphophone causes the record cylinder to revolve and after listening often is obliged to reverse the lever to cause cessation of the message or on account of speed differences or words not being distinctly heard or understood finds it necessary to reverse said lever. There is a loss

of time, therefore, while turning from one machine to the other. The hands of the operator should not be removed from the keyboard to perform satisfactory typewriting, and the interruption to control the start and stop and repeating movement of a separate machine with the hands is a great annoyance, as is well known.

This invention is designed to overcome these difficulties by the means described and illustrated by the drawings, wherein Figure 1 represents a vertical front elevation of the invention to show relative position of parts and manner of mounting the slidable sleeve, the link, pawl, pawl rack, elbow lever, and the connecting flexible cords or members. Fig. 2 represents a vertical end view showing a record cylinder, reproducer, and rock shaft of a graphophone and the relative position of a part of the devices employed, as levers, rods, pawl and pawl rack, all more fully explained hereinafter, the figure being shown on the lines a b c of Fig. 1. Fig. 3 represents a top view of a part of the invention to illustrate mounting of guide rod, sleeve, arms 14 and 15, and to show form of pawl rack, also to plainly indicate the relative position of rock shaft 26 and the mounting thereon of arms 24 and 25. Fig. 4 represents the treadle frame, treadle and arrangement of parts. Fig. 5 represents a vertical front elevation of a part of the invention to more clearly show the relative position of parts.

SOUND REPRODUCER. Robert Head, New York, N. Y., assignor to Edwin Walker, Erie, Pa. Patent No. 820,926.

This invention is a reproducer for phonographs and talking machines generally, and it is a division of a prior application for Letters Patent of the United States filed by me on May 18, 1904, Serial No. 208,539. The object of the

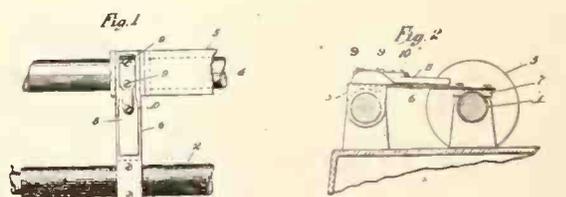


invention is the provision of a reproducer which may be used interchangeably in connection either with graphophone or gramophone records. Broadly stated, the invention consists of a sound reproducer provided with a plurality of styluses, one of which is adapted for use on a graphophone record and another is adapted to be used in connection with the gramophone record. In other words, the styluses of my reproducer may be used on records having curvilinear surfaces and plane surfaces regardless of the movement which may be given to the record—that is to say, the different styluses are capable of use on records which are distinguished by vertical and lateral undulations.

Figure 1 is a side elevation of a sound reproducer embodying the invention and adapted for use in connection with a graphophone record, a part of the reproducer being broken away. Fig. 2 is a view in rear elevation of the reproducer shown by Fig. 1, illustrating one of the styluses in co-operative relation to a graphophone record. Fig. 3 is another view in side elevation, showing the reproducer adjusted to bring the other stylus into co-operative engagement with a graphophone record.

PHONOGRAPH. Peter Weber, Orange, N. J., assignor to New Jersey Patent Co., West Orange, N. J. Patent No. 821,071.

This invention relates to phonographs, and



has for its object the provision of means for protecting and adjusting the spring used for carrying the feed nut by which the traveling carriage is given a progressive movement. In phonographs of the Edison type this spring is secured at its rear end to the carriage and extends forwardly therefrom, and it frequently happens that

The Russell Hunting Record Co., Limited

MANUFACTURERS OF THE "STERLING" RECORD

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

Every Sterling Master is Recorded by RUSSELL HUNTING The Originator of the "Michael Casey" Series.

WE GUARANTEE EVERY RECORD TO BE PERFECT.

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

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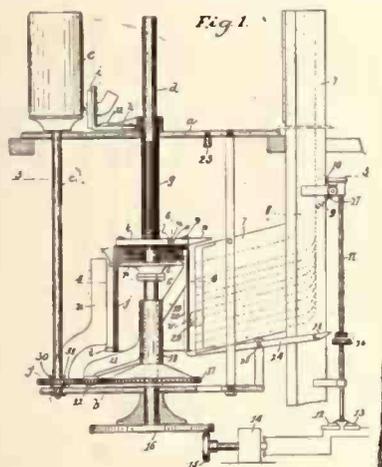
81, City Road, London, E. C., England

persons who are ignorant of the proper manipulation of the machine make use of the said spring for raising the carriage when it is desired to change the record on the mandrel. In this way the spring frequently becomes bent so that it does not properly hold the feed nut upon the feed screw. It is desirable, therefore, that means be provided for preventing such injury even though the spring be used for this purpose. It is also desirable that means be provided for adjusting the free end of the said spring in a downward direction, so that any desired pressure of the feed nut upon the screw may be obtained. With these ends in view the invention consists in the features hereinbefore described.

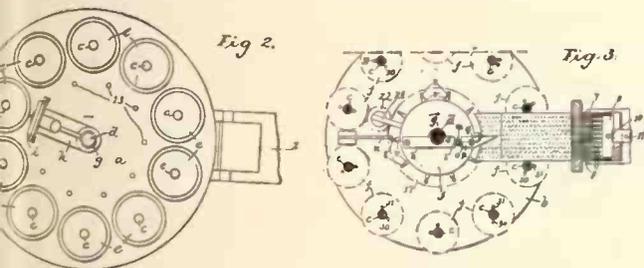
Reference is hereby made to the accompanying drawings, in which Figure 1 is a plan view illustrating an embodiment of this invention, and Fig. 2 is a side elevation, partly in section, of the same.

TALKING MACHINE. Einar Leschbrandt, Philadelphia, Pa. Patent No. 821,045.

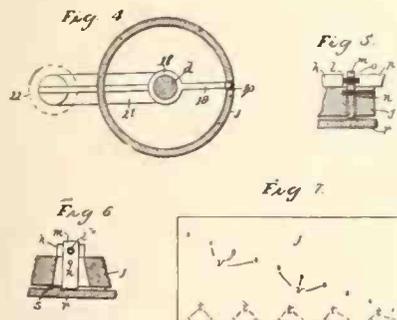
The object of this invention is to furnish



an improvement in coin-operated multiplex talking machines. In the accompanying drawings, forming parts of this specification, and in which similar characters of reference indicate similar



parts throughout the several views, Figure 1 is a side elevation, partly in central sectional elevation, of a multiplex talking machine embodying improvements; Fig. 2, a plan of Fig. 1; Fig. 3,

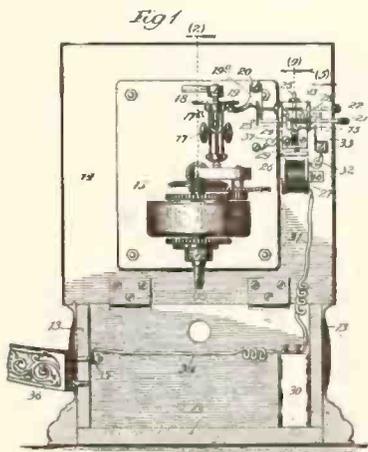


a section of Fig. 1 on line 3 3; Fig. 4, a section of the cup *j* on line 4 4, Fig. 1; Fig. 5, a section of Fig. 2 on line 5 5; Fig. 6, a section of Fig. 1 on line 6 6; Fig. 7, an expanded view or development of the cylinder *j*. *a* is an upper, and *b* a lower, plate which form part of the frame of the machine. These plates are stationary and are carried in any suitable manner.

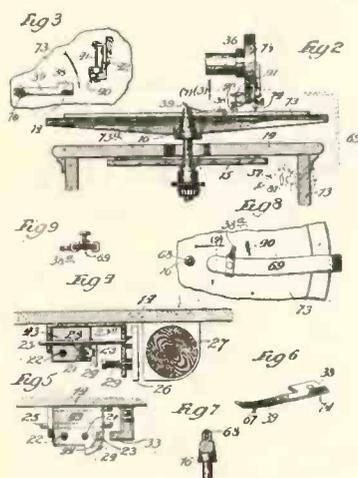
AUTOMATIC CUT-OFF FOR SOUND REPRODUCING MACHINES. Joseph Eifel, Chicago, Ill. Patent No. 821,629.

This invention relates to sound reproducing instruments wherein a record is rotated and thereby sounds are reproduced, and to means for automatically stopping such instruments at either the end of the record or at any predetermined point on the same; and for the purposes of illustration the device is shown attached to a disc and to a cylinder phonograph, but it will be apparent that it could as operatively be applied to any other form of talking

machine or music box. The principal objects of the invention are, to provide a cheap, safe and accurate means for automatically stopping the rotation of the record on sound reproducing machines at any desired point during their repro-



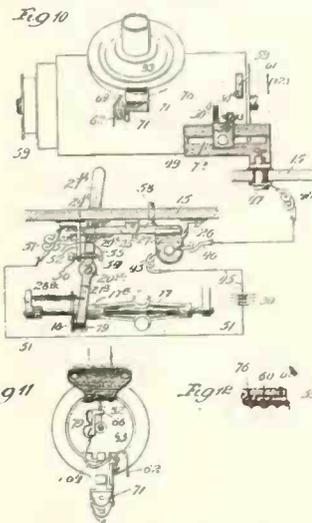
duction, or at a predetermined point when the complete record is not used; to provide accurate means for automatically stopping the rotation of the record when the end of the sound groove is reached, and to generally cheapen the cost of and



improve the efficiency of automatic cut-off devices for sound reproducing machines.

Figure 1 is a sectional view through the case of a disc machine with the cover of the case raised to show a plan view of the driving mechanism and my cut-off device; Fig. 2 is a sectional view on line (2) of Fig. 1, showing the disc and sound box above the case, but not showing any of the driving mechanism; Fig. 3 is a broken top plan view of a portion of the disc and sound box on line (3) of Fig. 2, showing the parts of the device applied to the disc and sound box; Figs. 4 and 5 are vertical sectional views on lines (4) and (5) of Fig. 1, respectively, showing de-

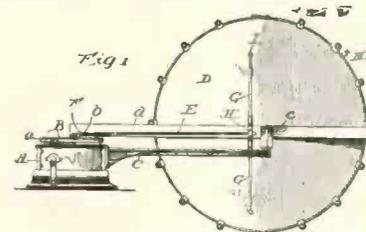
tails of the circuit closer and magnet; Fig. 6 is a detail showing the plate is secured to the disc, and an alternate means of contacting it with the driving shaft; Fig. 7 is a partly cross sectional view of the end of the driving shaft taken on line (7) of Fig. 2; Figs. 8 and 9 show a modification of the device; a top plan view of the arm which extends over the disc, and a cross section on line (9) of Fig. 8; Fig. 10 is a diagrammatic view partly in section through the case of a cylinder machine equipped with the device, and showing in elevation the cylinder and the parts



above the case; and Figs. 11 and 12 are detail views of the under side of the sound box and a portion of the cylinder (on line 12 of Fig. 10), respectively, showing the terminals carried by the two parts.

PHONOGRAPH, GRAMOPHONE AND OTHER SIMILAR SOUND REPRODUCING MACHINES. Frank F. Shanks, Chicago, Ill. Patent No. 822,024.

This invention relates to machines for reproducing sounds from records, and its particular



object is to provide means whereby sound waves energized by the instrument are transmitted therefrom and audibly delivered at a distance from the needle or tracker engaging the record to the hearer in clear ringing tones.

Heretofore it has generally been found very difficult and well nigh impossible to reproduce sounds from the machine in the precise manner and tone in which they were originally received

MIRA MUSIC BOX

(Marvelous)

Unequaled for Sweetness, Harmony and Volume of Tone

Best in Construction

The following are some of the dealers handling the "Mira" Music Boxes:—

LYON & HEALY, Chicago, Ill.
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 J. E. DITSON & CO., Philadelphia, Pa.
 C. H. DITSON & CO., New York.
 JOHN WANAMAKER, New York.
 JOHN WANAMAKER, Philadelphia, Pa.
 MACKIE PIANO & ORGAN CO., Rochester, N. Y.
 OENTON, COTTIER & DANIELS, Buffalo, N. Y.
 S. HAMILTON, Pittsburg, Pa.
 KRELL PIANO CO., Cincinnati, O.
 CARLIN & LENOX, Indianapolis, Ind.
 FINZER & HAMMEL, Louisville, Kentucky.
 O. K. HOUCK PIANO CO., St. Louis, Mo.
 A. ROSPE, Jr., Omaha, Neb.
 S. KANN SONS & CO., Washington, D. C.

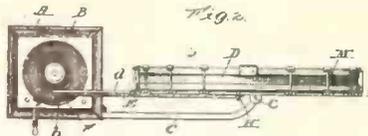
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J A C O T

Music Box Co.

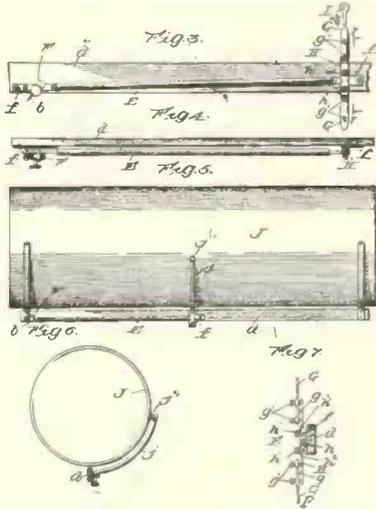
39 Union Sq., New York

by the record. This was often caused by the vibrations of the sound waves passing through the metal horn or megaphone, and therefore the sound reproduced was "metallic" in tone and high notes or swells became harsh and rasping. These objectionable features have all been overcome by my improved means for the transmission to a point beyond the range of the immediate vibratory field of the needle or tracker and



the audible conveyer of the transmitted sound waves after they have been projected upon a reproducing device. This is accomplished by the mechanism herein described and illustrated in the drawings.

In the drawings, Figure 1 is a side elevation of one form of the improved device, showing the



same in connection with a snare-drum and operating with a phonograph of the disc type. Fig. 2 is a top plan view of the same. Fig. 3 is a front elevation in detail of the sound wave transmission portion of my improvement. Fig. 4 is a top plan view of the same. Figs. 5 and 6 are front elevation and end views of a modified form of resonator used in connection with my improvement. Fig. 7 is a transverse vertical section taken on line 7 7, Fig. 3, looking in the direction indicated by the arrows and showing the manner of connecting and adjusting the vibrating arms.

VIM CO.'S NEW QUARTERS IN DES MOINES

(Special to the Talking Machine World.)
Des Moines, Ia., June 7, 1906.

The Vim Co., whose headquarters are in Chicago, Ill., and who are among the largest Edison jobbers have secured magnificent quarters in the five story Iliad Block, 808 Walnut street, this city, which is handsomely fitted up with private demonstrating rooms and every convenience for the proper display of their specialties. They will carry one of the largest stocks to be found in any establishment West of Chicago, and expect to build up a business of much larger proportions than ever before.

COMMENCEMENTS BY PHONOGRAPH.

Graduating "orations" from a phonograph, and without a pupil in the class, were the features of commencement exercises in the little red schoolhouse in Sell's Corners, Marion, O., last week. Roy E. Prettyman, the teacher, held the exercises in order to sue for his salary. He was hired for two months, but all the pupils quit after the first month. The Board of Education would not pay his salary, but he continued the work, and for several weeks has opened the school, rung the bell and waited for pupils who came not.

UNIVERSAL HORN CRANE IN DEMAND.

The Universal Horn Crane, which has quite recently been put on the market by the Ideal Fastener Co., of New York, has met with considerable success in the talking machine trade. Its excellent and novel features have caused a lot of favorable comments among the jobbers and dealers. The device for raising or lowering the

horn is attracting as much attention as the unique manner by which the crane is attached to the machine.

L. Silberstein, who has been identified with the talking machine business for many years, has taken charge of the business end, and so far is highly pleased with the results. The Ideal Fastener Co. will before long have another article upon the market, which they feel confident will cause a surprise in the talking machine trade in general.

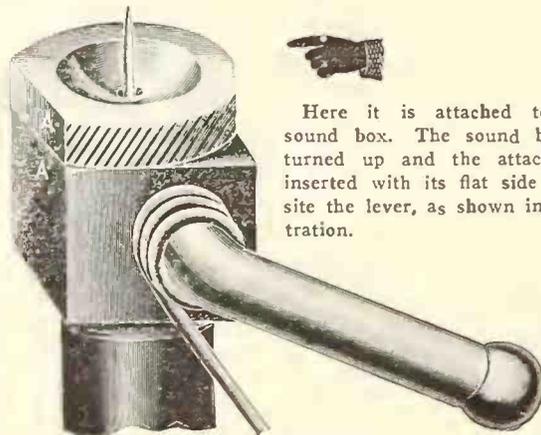
HAWTHORNE & SHEBLE'S NEW FACTORY.

(Special to The Talking Machine World.)
Philadelphia, Pa., June 10, 1906.
The Hawthorne & Sheble Mfg. Co. have now

moved their offices to their new factory, southwest corner Howard and Jefferson streets, where they have installed every modern convenience to assist them in handling their rapidly expanding business. The new factory consists of five floors, contains about 80,000 square feet, and is connected throughout with a private telephone exchange whereby each department is in close communication. A multitude of new machines have been installed, largely of their own design and construction, as they are preparing to double their present output of talking machine supplies. They report many of their patented horns and sundries as meeting with a phenomenal sale, and believe that their increased equipment will enable them to give prompt and efficient service to their trade.

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.

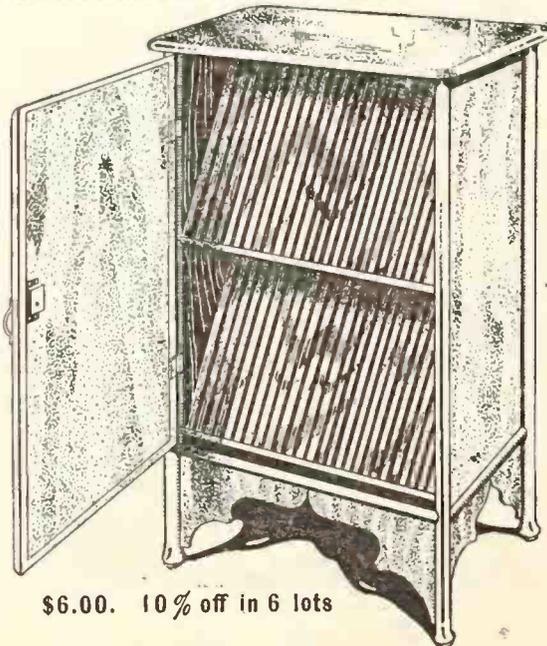
FOR SALE BY LYON & HEALY, CHICAGO



Mr. Dealer:

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

STANLEY & PEARSALL,
541 Fifth Avenue, N. Y.



\$6.00. 10% off in 6 lots

BETTINI PHONOGRAPH CO.

LIMITED
THE MOST CENTRALLY LOCATED
JOBBERS OF

**All Phonographs, Supplies and
Accessories.**

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

NOTE THE FOLLOWING STORES:

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

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.
150 Tremont St., BOSTON, MASS.

O. F. KAUFFMAN,
 READING, PA.
 Largest and Most Complete Stock of New Spring Contact Reproducer Graphophones and COLUMBIA Xp Gold Moulded Records in Central Pennsylvania.
 ORDERS FILLED THE DAY RECEIVED.

PACIFIC COAST HEADQUARTERS FOR
EDISON PHONOGRAPHS AND RECORDS.
Peter Bacigalupi,
 SAN FRANCISCO, CAL.

THE CABLE COMPANY
 CHICAGO.
 Special attention given dealers in all lines.
 Complete Stock Disc and Cylinder.
Columbia Graphophones
 Records and Supplies.

You will find it to your advantage to give
A. C. HUFF,
 BETHLEHEM, PA.
 A chance at your **COLUMBIA WANTS**
 Complete Disc and Cylinder Stocks

H. B. CLAFLIN & CO.
 Worth and Church Sts., New York City
 JOBBERS OF THE COMPLETE
COLUMBIA LINE
 DISC AND CYLINDER
 PROMPT SERVICE ASSURED

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

MARGER & BLSH
 Western Distributors for the
VICTOR COMPANY.
 It's worth while knowing, we never substitute a record.
 If it's in the catalog we've got it.
DUBUQUE, IOWA.

BALL-FINTZE CO.
 NEWARK, OHIO
 Largest Stock Columbia Cylinder Records and Graphophones in Ohio.
 Prompt Shipments.

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

H. R. BONFOEY,
 BINGHAMTON, N. Y.
 We make a specialty of placing
COLUMBIA CYLINDER
 products in your hands in the shortest possible time. A trial is all I ask.

GEO. BORGFELDT & CO.,
 CHICAGO. NEW YORK. ST. LOUIS.
COLUMBIA JOBBERS
 Disc and Cylinder.
 Graphophones, Records and Supplies.

S. B. DAVEGA,
 EDISON JOBBER
 VICTOR DISTRIBUTOR
 Kaiser's Illuminated Signs for Edison, Victor and Columbia Records
 32 East 14th St. New York City.

Minnesota Phonograph Co.
 ST. PAUL MINNEAPOLIS
 37 E. 7th Street 518 Nicollet Avenue
Edison Phonographs and Records
 ALL MACHINES, RECORDS AND SUPPLIES
 Write for Prices on Supplies.
 Orders filled same day as received.

EDISONIA CO.
 NEWARK, N. J.
 All Talking Machines and General Supplies

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

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.

CLARK, HORROCKS & CO.,
 Utica, N. Y.
 Unexcelled Service on **COLUMBIA GRAPHOPHONES**
 Records and Supplies.
 Complete stock of all New Types. New Catalogue now ready.

BENJ. SWITKY
 Victor and Zonophone Distributor
 Phone 665 Gramercy 27 E. 14th St., New York City

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

NEW ENGLAND
 JOBBING HEADQUARTERS
EDISON AND VICTOR
 Machines, Records and Supplies.
THE EASTERN TALKING MACHINE CO.
 177 Tremont Street BOSTON, MASS.

ROBT. R. SMALLFIELD, DAVENPORT, IOWA.
Columbia Graphophones,
 DISC AND CYLINDER RECORDS AND SUPPLIES.
 No order too large. None too small.

Jacot Music Box Co.,
 39 Union Sq., New York.
 Mira and Stella Music Boxes.
 Edison and Victor Machines and Records.

LEWIS TALKING MACHINE CO.
 15 So. Ninth Street,
 Philadelphia, Pa.
DISC-COLUMBIA-CYLINDER
 LARGE STOCK
 PROMPT SERVICE
 Let us handle your March Record Order as a trial and you will quickly see who can best care for your wants.

Victor Talking Machines and Records
SELF-PLAYING PIANOS.
 Catalogs and Prices on Application.
 Pacific Coast Distributors
Sherman, Clay & Co., San Francisco, Los Angeles, Seattle.

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

Leading Jobbers of Talking Machines in America

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

Edison Phonographs and Records **JOBBERS** Victor Talking Machines and Records

Most complete line of Talking Machines, Records and Supplies in the west. Orders filled promptly

Columbus Representatives

COLUMBIA Cylinder Graphophones
 AND RECORDS.

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

Established 1896.

THEO. F. BENTEL CO.

Pittsburg Headquarters For

EDISON-VICTOR-COLUMBIA

TALKING MACHINES, RECORDS and SUPPLIES

Exclusive Pittsburg Distributors for
 American Records, Hawthorne & Sheble
 Mfg. Co.'s New Tapering Arm Machines.

Write us for quotations.

435-437 Wood Street, Pittsburg, Pa.

SOL BLOOM

SOL BLOOM BUILDING
 3 E. 42d Street, New York

VICTOR DISTRIBUTOR
EDISON JOBBERS

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

Portland Talking Machine Co.
 PORTLAND, MAINE
 Just Received - Complete Stocks
COLUMBIA DISC AND CYLINDER GRAPHOPHONES
 Disc and Cylinder Records
 Prompt attention given all Orders

M. M. MARRIN & CO.
 Grand Rapids, Mich.
 Exclusive Columbia Jobbers. Com-
 plete Stock Disc and Cylinder
Columbia Records and Graphophones.
 All Orders Shipped 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

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

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

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

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

EVERY JOBBER in this country should be repre-
 sented in this department. The cost is slight
 and the advantage is great. Be sure and have your
 firm in the July list.

W. C. De Forest & Son
 SHARON, PA.
Columbia Graphophones
 RECORDS AND SUPPLIES.
 We Never Substitute, We have the Goods and shlp
 what you want promptly.

MUNICIPAL CLUB VISITS ORANGE.

Inspects the Buildings of the National Phono-
 graph Co.—Dinner at the Hotel Martinique
 —Remarks by Messrs. Durand and Weber.

The members of the Municipal Club of Brook-
 lyn on May 26th visited the factory of the Na-
 tional Phonograph Co., at Orange, N. J., for the
 purpose of getting pointers on the construction
 of factory buildings of concrete, which is being
 used in building in connection with the addition
 to the big plant now under way at Orange.

General Superintendent Weber, of the Edison
 concern, piloted the club through the factory and
 showed how every man may enjoy a grand opera
 at his own fireside. They were shown how rec-
 ords were made. Mr. Weber explained how the
 business was growing rapidly, and said that in
 spite of the fact that three thousand persons were
 employed in the factories, the company had
 orders for two million records that are waiting at-
 tention. Wm. McAndrews and Thomas P. Peters
 talked into one of the machines and later heard
 themselves speak. The members of the Club then
 visited the laboratory where Thomas A. Edison
 has perfected many of his great inventions, after
 which the big concrete factory, now being erected,
 was examined in detail.

The club then returned to New York and took
 dinner at the Hotel Martinique. A number of
 interesting addresses were made regarding the
 value of concrete as applied to factory building.

General Superintendent Weber made a few
 humorous remarks, saying that he never knew
 when to stop talking, and so he went into the
 talking machine business and let the machine do
 the talking.

Nelson C. Durand, of the National Phonograph
 Co., spoke on the commercial value of the phono-
 graph and drew comparisons between that sys-
 tem and shorthand. Mr. Durand told a story
 showing the early commercial instinct of Thomas
 A. Edison. When Mr. Edison was a newsboy on
 a train during the war, he discovered that papers
 sold well after a big battle.

When news came of one of the big battles, Mr.
 Edison went to the Detroit Free Press and got the
 editor to trust him for 1,000 papers. Then he
 went to the telegraph operator in the station and
 offered to "divvy" if the operator would send
 news ahead that a boy was coming along with the
 latest news of the battle. The operator was
 agreeable, the message went, and later Mr. Edi-
 son. First he sold the papers at 5 cents each, but
 before he reached the end of the line they were
 selling at \$1 each, and Mr. Edison and the op-
 erator pocketed a handsome sum.

To show the actual commercial advantages of
 the phonograph Mr. Durand had a letter dic-
 tated into a machine, and three minutes later a
 typewritten copy of the letter was read to the
 members.

The Bloomfield Phonograph Co., of Bloomfield,
 N. J., has been bought out by John B. Glennon.

CONCERT BY TELEPHONE.

Successful Novelty Inaugurated by the Owner
 of a Talking Machine Up the State.

A talking machine concert by telephone was a
 novelty tried in a village up the state a short
 time ago with success. A lady had invited a
 number of friends to her house to hear some
 new records, and the evening proving very
 stormy, and but few present, she arranged with
 the central office to connect her with all of her
 friends that had 'phones in their houses. She
 then placed the receiver close to the horn, and
 the records on the machine. The result was
 very satisfactory, and those at the other end of
 the wires heard every sound as distinctly as if
 they had been in the room, minus the scratch,
 which was not noticeable. The experiment
 proved such a success that she intends repeating
 it in a short time, and will arrange to have
 friends at a distance enjoy the concert. It will
 be an idea for dealers who want patrons, who
 cannot conveniently come to their places of busi-
 ness, to hear the latest selections, and in that
 way take their orders by telephone.

Eduard R. Lankow, on the Edison talent staff,
 sailed for Europe May 9, where he has a five
 years' engagement to sing with the Dresden
 Opera Co. He is a close friend of the late A.
 Theo. E. Wangemann.

With the Makers, Sellers and Users of Automatic Specialties

THE MONTH'S HAPPENINGS

In the Automatic World—Business Good—The Roller Skating Craze—Films of San Francisco Disaster in Great Demand—Slot Parlors Increasing Hold on Public—Sheet Music Possibilities.

During the past month business in the automatic world has been very brisk, the demand for slot controlled devices having increased so rapidly that many of the largest manufacturers of these devices are hopelessly tied up. As one of the prominent members of this trade expressed it in a chat with *The World*: "Incomprehensible, as it seems, business is too good. Notwithstanding the fact that we have but recently enlarged our plants and increased our working capacity to double their size, we are forced to turn away a greater part of the new business which keeps coming in in order to at least make an effort to supply our old patrons. This, in some ways, is demoralizing to new investors, and in many instances will blast all hope of future business in their direction."

There seems to be a well defined craze for roller skating throughout the country, and the summer parks have recognized the revival. This should interest makers of automatic pianos and other devices, which properly find a place here. Any number of resorts have converted dancing pavilions into rinks, while others have erected special buildings for the accommodation of the skaters. The roller skating craze which has been sweeping over the country during the past year, has at last struck New York, and struck it right.

"It's an ill wind that blows nobody good," though to make this saying applicable to the terrible catastrophe at San Francisco seems scant short of sacrilege. However, commerce and sentiment, no matter how worthy, do not work together these days. Indeed, some of our American corporations are turning the disaster into a veritable mint, where money is being coined at a madcap pace. The moving picture concerns are reaping a wonderful harvest on their films taken during the earthquake. One company, since that memorable April 18, have been selling these pictures at the enormous rate of 20,000 feet a day, which up to the present time represents something like 270,000 feet, or over fifty miles of these films. Gigantic reproductions of the disaster are taking the place of the famous Johnstown flood shows at all the leading parks. And the business these attractions are doing goes far toward proving the incessant demand for the new and novel.

Notwithstanding the fact that Luna, Dreamland and other parks in and about Manhattan are in full swing, with their many and varied wonderful attractions, the arcades, or slot parlors, of New York lose little of their hold on the public. The parlor of to-day is scarcely to be compared with the earlier ventures in this line. We speak more particularly of the one on 14th street owned by the Automatic Vaudeville Co. as being without a doubt the most up to date and best appointed in this city. This place is no longer simply a parlor, but a veritable "Midway." One of the greatest attractions is the cascade stairway leading to what they term Crystal Hall. Here a continuous perfor-

mance goes on at an admission fee of ten cents. The stairway is built of glass, with colored electric lights set in beneath, between which and the upper glass dashes a continuous stream of water. The effect is very beautiful, and keeps the place packed continually.

Where it is practicable a regular shooting gallery makes a great feature for the automatic parlor. If a separate range for strictly target practice is possible so much the better. Prizes to be shot for by qualified shots adds zest to the thing, giving it a boost.

We wish to again call the attention of this trade to the great possibilities in a sheet music department for arcades. Without a doubt it is not only a great drawing card, but the profit derived is large in comparison to the small extra outlay of money. And apparently expense seems but a secondary consideration to our open-handed parlor men.

HAS A CLOCK THAT TALKS.

Eastern Firm Will Show Novel Timepiece at Cincinnati Fall Festival.

(Special to *The Talking Machine World*.)

Cincinnati, O., June 6, 1906.

A clock that talks will be a novel exhibit at the Fall Festival.

An Eastern phonograph manufacturing concern has applied to the Fest authorities for space in Music Hall, a description of their booth accompanying the inquiry.

The concern has a clock which can be set like

Some Progressive Makers of Automatic Specialties

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.

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.)

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

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

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.

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 July list.

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



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.

an ordinary alarm timepiece and at the hour desired it will call out:

"Get up, you sleepy-head, get up!"

And in two or three minutes, unless the sleeper does as requested by the clock, it will repeat, in a voice like a foghorn.

The hours on the clock are also talked off instead of being sounded on a gong.

SOME RECENT TRADE NEWS.

The American Mutoscope and Biograph Co., of this city, are having strenuous times. For the past month they have had so many new irons in the fire that there has been no rest for any one from president down to office boy. Their great deal with the Pathé Cinematograph Co., of Europe, whereby the entire stock of films of the Pathé Co. will be available for use on the mutoscope machines, has added a stack of new orders to their endless list. Their immense plant at Hoboken, N. J., is running full blast all through the week, including Sundays and at night in order to make shipments in anything like prompt order. Their offices and showrooms are located at 11 East 14th street. They are now occupying the whole building, and are fitting up in solid mahogany the large hall on the west of the front entrance. This, when completed, will be one of the handsomest showrooms in the country, as no expense is to be spared in its fittings. The mutoscope films of the San Francisco disaster have won high praise, and the rate these wonderful reproductions have been going proves how interested are the public who desire a more definite idea of the terrible catastrophe than that gained through printers' ink. The new Pacific Coast branch is located at 2623 West Pico street, Los Angeles, Cal., and is in charge of ex-Senator Otis M. Gove and A. H. Van Guysling, brother of G. E. Van Guysling, manager of the New York end. Several carloads of reels have been shipped, and a rental bureau opened where films may be obtained by Western operators.

The Rosenfield Manufacturing Co., 587 Hudson street, New York, are having difficulty in supplying the large demand for their famous illustrated song machines. These machines are ever increasing in popularity, and are now to be found in all the arcades and prominent places of amusement. They are making a specialty of the complete fitting up of slot parlors of all kinds. Their long experience in this business gives them a great amount of prestige with park managers. They have just completed a handsome place at the new Luna Park in Mexico City.

Roth & Engelhardt, manufacturers of the famous Peerless nickel-in-the-slot pianos, have just issued a handsome advertising card illustrating the gold medals awarded them at the three great expositions held in recent years, the Pan-American, held in Buffalo in 1901, the Louisiana Purchase Exposition at St. Louis in 1904, and the Lewis and Clark Exposition held in Portland in 1905. These medals are for excellence in the make of their Peerless and Harmonist piano players, and for their celebrated actions made at their great action factory at St. Johnsville, N. Y. They are now issuing a monthly catalogue of their perforated music rolls in the form of a postcard, with a return card, containing a blank list attached. Drop them a line.

The details of the new copyright bill, which appears in another part of this paper, will be of interest to arcade and parlor men, Sections 38 and 4966 being especially pertinent.

The Regal Piano Co., of 889 Southern Boulevard, New York, have been making several large shipments of their well-known automatic pianos to leading parlors and resorts. There is also a demand for their players. Among recent shipments were a carload to their dealer in Sacramento for distribution to the various points along the coast, but mainly to San Francisco,

where they will cheer up the unfortunates who have been rendered homeless and give pleasure to the workmen who will build new homes for them. Another very important shipment was a carload to a dealer at St. Johns, Newfoundland. These instruments have become very popular in that province, as well as in all Canadian seaports, and this enterprising firm are doing everything in their power to encourage dealers in that section to push them.

F. S. Zimmerman, the New York agent for the Caille Bros., Detroit, Mich., and general dealer in all slot-controlled devices, has some new and very attractive machines, which he is displaying at his showrooms, 5 East 14th street. Any person requiring anything in this line can get the latest and best information by dropping him a card to the above address.

The new automaton palm reader, invented by Marvin & Casler, of this city, may now be seen in most of the prominent arcades, and has proved a great money getter. There have been a number of serious delays in getting this machine on the market, owing to the condition of the metal market and the scarcity of skilled labor. On account of the large list of accumulated orders there may be some delays for a time in making shipments.

LATEST REGAL MUSIC.

For 65 Note Automatic Nickel-in-the-Slot Piano.

- 6032 You're as Welcome as the Flowers in May.....
- Wise Gazabo—Two Step
- Nobody
- Get Busy—Characteristic March and Two Step..
- Moon Dear
- 6033 Bride's Dream
- Milo—A Romance of Turkey
- Rag Time Sapho—Waltz
- Razzazza Mazzazza—An extravaganza
- Silverheels—Indian Intermezzo Two Step
- 6034 When the Sunset Turns the Ocean's Blue to Gold..
- Wiener Type—Polka
- Maple Leaf Rag
- If a Girl Like You Loved a Boy Like Me
- College Life—March and Two Step
- 6035 Dainty Butterfly—Intermezzo caractéristique...
- Spoontime
- Happy Heinie—March and Two Step
- You and the Girl You Love
- Hustling Pete—March and Two Step
- 6036 Mystic Moonlight
- Mazie
- You're a Grand Old Rag ("George Washington, Jr.")
- Hinky Dink—March and Two Step
- Little Chauffeur
- 6037 Black Smoke—Characteristic Two Step
- Queen of My Dreams
- Don't Be What You Ain't
- My Syncopated Gypsy Maid
- I Like Your Way

For 44 Note Regal Automatic Piano.

- 1119 My Lovin' Henry
- Paul Revere's Ride—Two Step
- Jolly Elks Patrol
- Missouri Mag's Chromatic Rag
- Feather Queen—Two Step
- 1120 The Moon Has His Eyes on You
- Crimson March
- On the Rocky Road to Dublin
- My Syncopated Gypsy Maid—Rag
- Captain Cupid
- 1121 Where the Lily Bells Grow—Schottische... Sawyer
- Pompeian Rose—Waltz
- Twentieth Century—Lancers
- Honolulu Pranks—Two Step
- 1122 Robinson Crusoe's Isle
- I've Got to Dance Until the Band Gits Through (Bill Simmons)
- Flying Arrow
- In a Hammock Built for Two
- Belinda March
- 1123 Free Lance March
- Whistler and His Dog
- Wait Till the Sun Shines, Nellie
- My House Boat Beau
- Madrid Waltzes
- 1124 Rastus Johnson U. S. A.—Rag
- Nobody—Two Step
- Why Don't You Try
- Lily White
- How Would You Like to Change from Miss to Mrs.?

SUPPLEMENTARY LIST OF "NICKLIN" MUSIC.

- 10001 Boys in Brown
- Slippery Day
- My Irish Molly O
- College Life
- 10002 In Dear Old Georgia
- Sweetheart of Boyhood Days
- Have You Seen My Henry Brown?
- Starlight
- 10003 Two Little Girls Loved One Little Boy
- Little Moonshine
- Sympathy
- Same Old Moon
- 10004 Central, Give Me Back My Dime
- I Love You All the Time
- Game of Love
- The Troubadour

- 10005 Little Girl, You'll Do
- Wait Till the Sun Shines, Nellie
- 'Cause I Like You
- I'm Lonesome for You
- 10006 Bohemian Knights
- Dew Drops
- Farewell, Sweetheart May
- Under the Harvest Moon
- 10007 Back to Life
- Twinkling Stars
- Moonlight
- Just My Style
- 10008 What You Goin' to Do When the Rent Comes Round?
- Silverheels
- My Illinois
- Little Yellow Bird
- 10009 Chicken Chowder
- Back to Life
- Can't You See I'm Lonely?
- Sister
- 10010 Cotton Picker's Rag
- Maple Leaf
- Piccadilly Rumpus
- Peaceful Henry
- 10011 Napoli—Lillian Russell's Song Hit
- My Irish Maid
- You're a Grand Old Rag
- Hannah Dooley
- 10012 Priscilla
- Somebody's Sweetheart I Want to Be
- I'm Waiting for Yer, Josie
- The Gingerbread Cadets—March
- 10013 If a Girl Like You Loved a Boy Like Me
- Oh, Those Eyes—Loveland
- Everybody Works but Father
- Happy Heinie
- 10014 Love's Reverie Waltzes
- You're a Grand Old Rag
- Hannah Dooley
- Hall of Fame—March
- 10015 Moving Day
- Hall of Fame—March
- The Girl of the Golden West
- Danny Tucker
- Nordica Schottische

Music by telephone for 50 cents a month will be furnished subscribers of the Martin telephone system of Webster City, Iowa. A high-grade phonograph will be installed in the central exchange with a device for transmitting the music to anyone who will pay the trifling sum of half a dollar per month.

The manufacturers of the new H. & S. sound box, report large sales on this attractive article; in fact, the sales so far have been far in advance of their facilities to manufacture, and with a firm conviction that this sound box has come to stay they are preparing to largely increase their output.



Largest and Oldest Talking Machine Journal in Europe

PHONOGRAPHISCHE ZEITSCHRIFT
 SAMPLE COPY FREE
SEVENTH YEAR PUBLISHED WEEKLY
 Subscription: per annum 8 Mark
 PUBLISHER
GEORGE ROTHGIESSER
 BERLIN W. 30

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.

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 4742-43

N. W. AGENTS FOR REGINA MUSIC BOXES

J. W. 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.

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. Zimmerman, Manager & Pres.

NELSON BROS. CAFE,

1001 GRAVIER ST., COR. DRYADES ST.,

NEW ORLEANS, LA.

James L. Granwald & Co. Inc. Jan 31, 1906

Gentlemen

We have one of your Peerless Electric Pianos in operation in our Picture Arcade & also in our Saloon, the one in the Saloon 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
Jas. O. 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, (Props. Peerless Piano Player Co.)

OFFICES: WINDSOR ARCADE, FIFTH AVENUE, NEW YORK.

FACTORIES: ST. JOHNSVILLE, N. Y.

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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

Seasonable Edison Advertising



A PORCH CONCERT WITH THE
EDISON PHONOGRAPH

(The June Ad.)

The cut shown on this page is the illustration used in our advertisement for this month in the leading periodicals throughout the United States. It contains a suggestion that the public will appreciate. The public's appreciation of Edison goods means business and prosperity for Edison Dealers, and the proof that they are prospering lies in the fact that our factories are working at full capacity both day and night to keep dealers supplied. We help our dealers by advertising extensively, referring inquiries to them and strictly maintaining prices.

Write to us to-day, and we will gladly tell you how to become an Edison Dealer.

National Phonograph Co.,

59 LAKESIDE AVE.
ORANGE, N. J.

New York Office, 31 Union Square.

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

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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.
Buffalo—Robert L. Loud.
Burlington, Vt.—American Phono. Co.
Canton, O.—Klein & Heffelman Co.
Chicago—The Cable Co., James I. Lyons, The Vin Co., Montgomery Ward & Co., Rudolph Wurlitzer Co., Babson Bros., Lyon & Healy.
Cincinnati—Hlsen & Co., Rudolph Wurlitzer Co.
Cleveland—Eclipse Musical Co.
Denver—Perry B. Whitsit Co.
Dallas, Tex.—Southern Talking Mach. Co.
Dayton, O.—Niebaus & 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.
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Fort Worth, Texas—Cummings, Shepherd & Co.
Gloverville, 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-Link Phono. 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 Piano 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.
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Montgomery, Ala.—R. L. Penick.
Nashville—O. K. Houck Piano Co., Nashville Talk. Mach. Co., Magruder & Co.
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Newark, O.—Ball-Fintze Co.

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Ogden, Utah—Proudfit Sporting Goods 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.
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Philadelphia—C. J. Hepe & Son, Lit Bros., Penn. Phonograph Co., John Wanamaker, Wells Phonograph Co., Western Talking Mach. Co., H. A. Weymann & Son.
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Portland, Me.—W. H. Ross & Son.
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.
Salt Lake City—Clayton Music Co.
San Antonio, Tex.—H. C. Ives Optical Co.
San Francisco—Peter Bacigalupi & Sons.
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Springfield, Mass.—Flint & Brickett Co.
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Syracuse—W. D. Andrews.
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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.