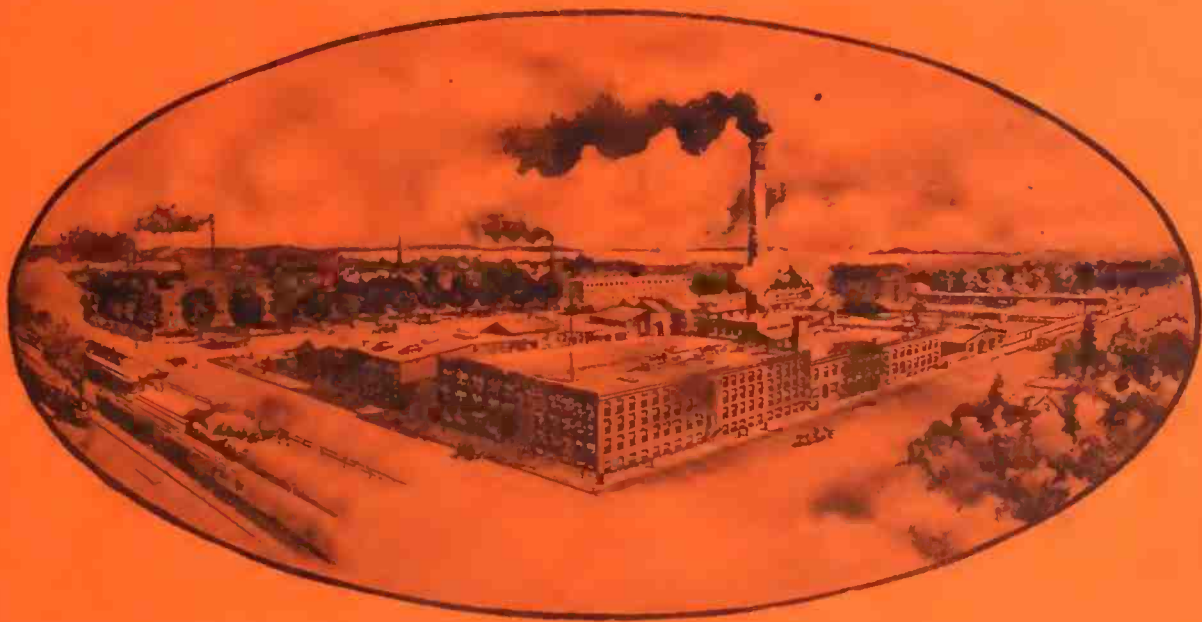


# The TALKING MACHINE WORLD

AND  
NOVELTY  
NEWS

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

## THE PIONEER MANUFACTURERS OF AMPLIFYING HORNS AND HORN CRANES.



## THE TEA TRAY COMPANY OF NEWARK, N. J.



No. 200. Clamp Horn Crane

PATENTED

Feb. 2, 1904

June 21, 1904

March 20, 1906

May 15, 1906

Others pending.



# Take a Talking Machine



AND A GOOD ASSORTMENT OF

# AMERICAN RECORDS

With you on your Summer  
Vacation Outing

## INDIAN RECORDS

AMUSE AND AFFORD  
PLEASURE TO OLD AND YOUNG



**“INDIAN RECORDS”**

are loud, clear, and the assortment is large

# AMERICAN RECORD COMPANY

Hawthorne, Sheble & Prescott

(SALES MANAGERS)

SPRINGFIELD, MASS.



# The Talking Machine World

Vol. 2. No. 8.

New York, August 15, 1906.

Price Ten Cents

## AMERICAN COPYRIGHT BILL

Discussed from the English Point of View—Proposed Clauses Effecting Talking Machines and the Radical Changes Which Would Be Effected, in Case of Passage, Discussed.

Our friends in England are giving much attention to the revision of copyright now proposed in this country, and the Music Trades Review of London, in its last issue says:

"The new American copyright bill, and especially its clause dealing with reproductions by mechanical machines, has been severely criticised in America, and has provoked a great amount of opposition among the roll and record manufacturers. That feelings should have run very high and accusations of every sort should have been made, seems natural. Into these bickerings we cannot enter, and therefore will confine ourselves to the main points involved.

"It is obvious that the talking machine trade will be revolutionized if the proposed clauses should become law. The importance of the measure lies in the fact that not only would the American trade be affected, but that it would bring radical changes about in the talking machine and music publishing trades of the whole world.

"In order to realize this fact, we have only to remember that America is the home, and—to a great extent—the place of manufacture of the chief mechanical instruments, i. e., the piano-players and talking machines. Any changes of method and increased cost of production of these instruments in that country must necessarily react upon the trade in the other parts of the world. On the other hand, the United States of America is, and always has been, a remunerative market for European publications. There is not one music publishing house of any importance in Europe which has not either a branch establishment or an agency in the States. Similarly the demand for American music in Europe has constantly increased, with the result that the number of American publishers who have direct representation here is growing year by year. It must also not be forgotten that hardly any composition is issued in Europe that is not copyrighted in the United States; in fact, several countries (Germany, for instance) maintain a convention with the States whereby the copyrights of one country are automatically protected in America and vice versa, subject, of course, to certain formalities.

"If the clauses which seek to prohibit mechanical reproduction without permission were to pass, the talking machine trade would have to accept one of two courses: either the manufacture of players and talking machines would have to practically cease, or the manufacturers must acquire the rights of mechanical reproduction of compositions, which, under the proposed American bill, will be separated from the copyright and the right of performance.

"We may take it for granted that the respective camps will fight desperately for their interests, and it is not unlikely that amendments to those contentious clauses will be made. We suspend our judgment on the matter until we are in possession of the final text of the bill, which will be held over until the December session.

"However, the fact remains that now has commenced in real earnest the fight of composers and publishers for their full rights in every direction. That efforts to secure these would be made has been for a long time apparent to every observer of the trade; in fact, it was suggested both in Germany and at the Milan Congress of Publishers only a short time ago that the terms of the Berne convention should undergo modification in respect of the rights of mechanical reproduction. At present the United States is the only country involved, but unless we are very

much mistaken the battle cries of the two parties will resound throughout every civilized country before long."

## VALUE OF "PUSH."

A Small Word, But It Is the Key to Success on the Talking Machine Field.

Push is a little word, but it is the key to success in the talking machine business, notwithstanding.

A moderate capital, a good location and push harnessed abreast will prove a money making team capable of hauling a large business load at a good pace without turning a hair or missing a feed.

Push means hustle. Go after your customers—don't wait for them to come to you. Let them know all about you and your goods. Send them bulletins, invite them to call, and when they come, entertain them as your friends. Demonstrate to them the many uses of the talking machine; make them believe that their lives will be rank failures hence forward and forever without one of your outfits in their homes.

Make your store attractive with the many really artistic posters in endless variety furnished you by the manufacturers. Make a specialty of cleanliness, and you will find that when the ladies call, they will not only purchase the records they came for, but stay to listen to others, which will lead to sales in the future.

The only recipe for prosperity in the talking machine world that is worth shucks is push.

HOWARD TAYLOR MIDDLETON.

## FRENCH RULING ON RECORDS.

A recent French Government circular instructs customs officials that charged phonograph cylinders and gramophone discs (records) for the reproduction of words only or of songs with words are to be subjected on importation to the same copyright regulations as printed matter. Records for the reproduction of music only, without words, are not subject to these regulations.

## FOUR THOUSAND HORNS FOR EUROPE.

The Hawthorne & Sheble Manufacturing Co., of Philadelphia and Bridgeport, have just received a European cable order for four thousand assorted horns. For some time past it has been difficult for American concerns to compete with the cheap labor of Europe, but the Hawthorne & Sheble Manufacturing Co., by the addition of labor-saving machinery and devices, together with increased facilities, are now in a position to secure foreign business.

## GOOD TRADE REPORT FROM HOLYOKE.

(Special to The Talking Machine World.)

Holyoke, Mass., Aug. 10, 1906.

The talking machine business in this city has been of a very satisfactory nature right along, despite the expected summer dulness. Many machines have been sold and the demand for records has been extremely heavy. The trade predict an excellent fall business and are stocking up in anticipation. The leading dealers are M. Steinert & Sons Co., the Columbia Phonograph Co. and C. E. Walker & Co., who handle the Victor, Columbia and Edison lines, respectively.

At Washington there are kept photographs, samples of handwriting, biographies and other data of leading statesmen, including the presidents of the United States, and these, if agitators for the move are successful, will be increased by phonographic records of the voices, in public speech and ordinary conversation, of the men of whom these records are kept.

## THE "REFORMED PHONOGRAPH."

The Salvation Army Has One on Its Hands, and the Wonder Is What Fearful Crime Did It Commit in Its Life-time.

So many crimes have been laid at the door of the poor, abused talking machine that its betterment has been undertaken by the Salvation Army, and if their accounts are true, they have succeeded in saving its musical soul. In front of one of their headquarters the following announcement has been boldly placarded:

COME IN AND HEAR

THE REFORMED PHONOGRAPH.

IT SINGS,

IT PRAYS.

IT WILL LEAD YOU TO JESUS.

IT WORKS ALL THE TIME.

Many have been the suggestions as to what fearful crime this instrument could have committed to be compelled to publish its sins to all the world and do penance by working all of the time. Inquiries among the various dealers in the city elicited opinions like the following: "It was corrupted taking testimony in a society divorce suit." "It was a Brooklynite and had to travel over the bridge every night." "It had been brought up on ragtime music, but after hearing 'Waiting at the Church,' got religion." "A small goods importer tried to dictate a letter to it. It got mad." "It was once the property of a talking machine jobber who never advertised, and its morals were corrupted by hearing his cursory remarks about the dull times."

The fact remains, however, that it has been reformed, and is playing its part in aiding in the reformation of others. There can be no doubt that it will receive far closer attention than many preachers and exhorters, and will sing in a sweeter strain than the average mixed choir. If it succeeds in its mission, its life will be well spent, and the ingenuity of its inventor will have been put to a good use. The Salvation Army have certainly paid the talking machine a compliment by using one in their services, and the time may not be far distant when it will be used in the same field by others.

## LANGUAGE STUDY IN CHICAGO.

Lyon & Healy Doing a Big Business With the Course Directed by the International Correspondence Schools.

(Special to The Talking Machine World.)

Chicago, Ill., August 9, 1906.

L. L. Lewis, representing the International Correspondence Schools of Scranton, Pa., is in charge of a special branch in the retail department of Lyon & Healy's devoted to the exploitation of language teaching through the medium of the talking machine. It is said that so far Lyon & Healy have disposed of over 300 outfits, mostly to the better class of customers, the facilities offered by the talking machine plan for studying at odd hours appealing directly to the busy man of affairs. All told, the International Correspondence Schools have disposed of 20,000 outfits, valued at \$1,000,000.

## "TALKER" INSTEAD OF ORGAN.

Progressive Pastor of Catholic Church Uses Talking Machine in Services.

A small Catholic Church in one of the Southern States has experienced considerable difficulty in raising an organ fund, and for a long time was without music. The pastor—evidently a priest built on the twentieth-century plan—installed a talking machine in the choir which renders hymns and other music suitable for use during the masses.

# 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 4180-41

N. W. AGENTS FOR REGINA MUSIC BOXES

JNO. J. NELSON

JAMES E. NELSON

THE NIMBLE NICKEL BEATS THE SLOW DOLLAR

*The*  
**National Novelty Company**

(INCORPORATED)

DEALERS IN

**ALL KINDS OF SLOT MACHINES**

WHOLESALE AND RETAIL

100-2-4-6 Second St. S.

MINNEAPOLIS, MINN.,

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, Pres. & Treas.*

**NELSON BROS.' CAFE,**

1001 GRAVIER ST., COR. DRYADES ST.,

NEW ORLEANS, LA.

*Messrs L. Gronwald & Co. Inc. Jan 31/06*

*Gentlemen*

*We have one of your Peerless Electric Pianos in operation in our Picture Arcade, & also in our Saloon, the one in the Arcade has been in operation for eight months we kept it playing constantly from 8 am to 10 pm every day during this period, without once getting out of order; and we firmly believe that the Peerless Piano has no equal.*

*The one we have in our Saloon is a money getter and a great drawing card for the Bar*

*Very Respectfully Yours  
Jno J & Jas O Nelson*

MORRIS ROSENBAUM

"We Never Sleep."

BID 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.

F. TREON.

J. MILLER.

**Penny Arcade Amusement Parlor.**

Dealers in

**AMUSEMENT SLOT MACHINES**

of Every Description.

Agents for the PEERLESS AUTOMATIC PIANO PLAYER..

205 LACKAWANNA AVENUE.

*Scranton, Pa., — Feb. 1, 1904.*

Peerless Piano Player Co.,

Roth & Engelhardt, Prop.,

#2 E. 47th St.

New York.

Gentlemen:--

About one year ago we purchased one of your Peerless Nickel in the slot pianos for use in our Penny Arcade. This instrument has been running steadily every day except Sunday from nine o'clock in the morning until ten o'clock at night, a steady run of thirteen hours each day, and it is as good now as when we purchased it. It requires only a few minutes attention each day and we freely give you this endorsement because we consider it positively the best Automatic Piano both Structurally and musically that has ever been produced.

Wishing you success, we are,

Yours truly,  
Treon & Miller.

*J. B. Miller*

**ROTH & ENGELHARDT, (Props. Peerless Piano Player Co)**

OFFICES: WINDSOR ARCADE, FIFTH AVENUE, NEW YORK.

FACTORIES: ST. JOHNSVILLE N. Y.

## TRADE IN THE SAINTLY CITY.

Business Reports Favorable—Dealers Optimistic Over Outlook for the Fall—Val A. Reis Co.'s Handsome New Quarters—The News of the Trade Carefully Sifted and Presented for Readers' Consideration.

(Special to The Talking Machine World.)  
St. Louis, Mo., August 8, 1906.

Talking machine reports for this month are all fairly favorable, and trade for the latter part of the month shows an improvement with indications for a nice fall trade. All the dealers are decidedly optimistic, and are preparing for a big business from now on.

Those who attended the Edison gathering in New York are very enthusiastic over the pleasure they enjoyed, and are predicting that this reunion will have a splendid effect on all those who had the good fortune to participate.

W. C. Fuhri, Central Western manager of the Columbia Phonograph Co., returned recently from a trip through his territory, and found business in a very healthy condition with splendid prospects for the fall.

Manager Kelly, of this concern, states that they have just received some of their new type B. M., which are making a big hit, both with the public and the dealers. This concern has just recently fixed up a fine grand opera room, where these records are played exclusively for their prospective patrons. W. M. Byrd, traveler for this house, is home from a month's trip through Illinois and Missouri, and reports trade very good.

S. E. Lind, assistant manager of the Columbia Phonograph Co., at Detroit, Mich., was a recent visitor here on his vacation.

D. S. Ramsdell, vice-president and general manager of the St. Louis Talking Machine Co., reports trade as being better than expected for this season of the year. He finds great difficulty in getting enough of their new style second and third Victor machines to supply the demand. C. P. Ramsdell, of this concern, is expected home about August 10 from an extensive Eastern trip.

Marks Silverstone, president of the Silverstone Talking Machine Co., reports their business as being good. He states that their monthly concerts, which they give at their store one night a month, are good trade producers.

The Val A. Reis Music Co. are fitting up handsome talking machine rooms at their new store, and when completed they will be decidedly attractive. This firm will push their talking machine interests very strong from now on.

The Thiebes-Stierlin Music Co. are making preparations to establish elaborate talking ma-

chine rooms on the first floor of their store at an early date, when they will go into the retail business extensively. They report their wholesale trade as being good.

T. P. Clancy, manager of the talking machine department of the Conroy Piano Co., states that their July business made a nice showing, and that he looks for a big fall trade.

A. G. Quade is now manager of the Talking Machine Co., vice M. Neuman, who is no longer connected with the company.

E. B. Walthall, manager of the talking machine department of the O. K. Houck Piano Co., accompanied by his wife, is home from his vacation, which was spent in the East.

## EUROPEAN SINGERS MAKE MONEY

Through Singing for the Talking Machine—Even Musical Papers Now Admit the Artistic Influence of the "Talker"—Some Singers Who Secure Big Salaries.

"That the talking machine has come to stay, and, moreover, has to be treated quite seriously, there is no longer any doubt," is the admission of the London Musical News. For this, much thanks. Even the British Museum, the most conservative of all institutions, has, in entering on its list of exhibits records of Tamagno and others, set the seal on the utility of the talking machine, and an interview with a record maker, which recently appeared in Tit-Bits, demonstrates the fact that it offers a new source of income to singers. It appears that many singers, not necessarily of the very highest class, but those whose voices are peculiarly adapted to record making, are being engaged in England at salaries of £100 (\$500) to £700 (\$3,500) by the talking machine merchants. The manager of this establishment tells us that the best voices do not always make the best records, and that basses and contraltos are generally more effectively reproduced than tenors and sopranos, with the single exception of Caruso, whose voice, it is said, can be heard on the phonograph with wonderfully realistic naturalness. Throaty tones are fatal, and "the man or woman who sings from the back of the throat is no good for the phonograph. What is wanted is a clear, unaffected tone, which will cut clearly into the wax." It seems evident, therefore, that voices which have been subjected to "open" training are the ones that are most effectively reproduced, and though this can be readily understood, it is somewhat unsatisfactory. Voice trainers who advocate more "closed" methods for body of tone and carrying power will find their pupils less in demand for phonographic purposes than

the more shrill and hard toned students of the "open" system. But it must be remembered that the most effective voices at a few feet away are the ones which will make the best records, and those who can carry their voices to the farthest end of a large concert hall are not necessarily the most suitable for reproduction. We are told that Madame Schumann-Heink and M. Plancon make better effects than Madame Melba and Herr Burgstaller. Further details as to instrumentalists are interesting. Violin soloists are at a discount, as violin tones are too sharp to reproduce well. They seldom earn more than 10 shillings a record; but the record manager has a side drum player who has been engaged for five years at £300 a year! This is a decided setback for stringed instrument artists, but our Kubeliks and others can comfort themselves with the thought that in ordinary performance they have little fear of being ousted from the platform by players on instruments of percussion! Still the song artists have the best of it, and engagements by makers of talking machine records, though unattended with the "enthusiastic receptions" so beloved by public performers, offer a nice little addition to the income of competent exponents without the trouble of getting into concert attire or the possibility of suffering from stage fright.

## CHAS. FROHMAN'S LATEST IDEA.

Brings Trunk Full of Talking Machine Records of Songs in London Play to be Produced in New York.

Charles Frohman successfully tested an interesting experiment last week at the dress rehearsal of "The Little Cherub" at the Criterion Theater. He not only came back from Europe with a chest of plays and contracts, but also brought with him a trunk full of tunes.

It was Mr. Frohman's idea that there was a new way of importing popular song hits, and he has found that it worked finely. Songs he heard in Paris and London he had sung into a talking machine by the artists who were singing the hits. The records he brought with him, and at the rehearsal several songs now used in "The Little Cherub" were reeled off the records with excellent effect.

In some regards the song on the record compared well with the song as rendered here by the singer, and in instances it suggested improvements. The song written by Marie Doro, "The Doggie in the Yard," which is being sung in "The Beauty of Bath" at the Aldwych Theater by Seymour Hicks and Ellaline Terriss, was reproduced for "The Little Cherub" company from the record. It is sung here by Hattie Williams.

Mr. Frohman was so pleased with the success of the experiment that he cabled Seymour Hicks to send him records of any new song hits as they come out in London.

## A QUICK SELLING NOVELTY

Is the New Patented Compartment Needle Box Being Placed on the Market by Hawthorne & Sheble Mfg. Co.

An important addition to the list of quick selling novelties in the talking machine trade has been made recently in a new patented compartment needle box illustrated in this issue of The World. The box is admirably adapted for the purposes intended, providing a means for separating needles of different reproducing qualities. Almost any desired tone effect can now be secured from a disc talking machine by the aid of needles of various thicknesses, length and taper. Another feature of the compartment needle box is the space arranged for the used or rejected needles, and the method of disposing of the needles is a novel one.

We understand from the patentees of the box that they have booked orders six months ahead for same. There is no reason why it should not have a large and extensive sale, as it not only fills a long-felt want, but is the first device of its kind so admirably arranged with convenient features.

## Sell Them The Best Oil— It Pays



The best oil that's made (that's "3-in-One") is none too good for your talking machines. No other oil is good enough. Any less-than-best oil is liable to make trouble between you and your customers. Why take chances? Why not take the good easy profit (50 and 100 per cent.) you would make selling "3-in-One?"

"3-in-One" is the one right and safe lubricant for phonographs, graphophones, gram-o-phones and all other disc machines. It makes the action points work perfectly. Prevents rust and tarnish on the metal surfaces. Polishes the wood cases. Keeps the records clean—just wipe them with soft cloth moistened with "3-in-One."

Suppose you just get a trial supply of "3-in-One" from your jobber and see what happens. Or prove its value to yourself by writing to-day for a FREE sample bottle and the "3-in-One" Book. Address:

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

Broadway and Liberty Streets,

New York City.

## THE QUAKER CITY NEWS BUDGET.

Business for Month Uneven—Progressive Institutions Make All Seasons Active—Victor Co.'s Excursion—Musical Echo Co.'s New Quarters—Heppe's Selling Plan—Keen Co. Organized Phonographs as Furniture and Toys—Combines Are Dangerous—Talking Machine Development—Circulating Record Bureau—"Talker" Men to Play Ball—Views of Talking Machine Music—Abuse of the Machine by Well-Meaning But Thoughtless People.

(Special to The Talking Machine World.)

Philadelphia, Pa., August 10, 1906.

So far as trade in local talking machine circles is concerned, it is as one wholesaler put it, "in a betwixt and between season condition." He meant that while business was pretty good it was by comparison with other months rather quiet. The fact is, reports differ as to state of trade; some of the dealers are busy, some fairly so, while others are merely doing a seasonable business. Unquestionably dealers themselves have much to do in making trade good or dull. The aggressive dealer, with good ideas and a determination to push sales, is not complaining. The less said about the other sort of fellow the better. Good fall trade is predicted. The usual complaint, viz., "We would be doing more business if we could get the records we want," is heard. Sales at Jersey seaside resorts are reported good, records and supplies especially being in good demand.

The Chancery Court of New Jersey the past month made perpetual the injunction sued out by Tabacconist Seligman against the Victor Talking Machine Co. This injunction restrains the company from operating this power plant after 10 o'clock p. m. and before 6 a. m. The court's order really imposes no hardship on the Victor Co., because they can easily construct additional buildings and enlarge output capacity to meet all requirements, and it is quite likely they will do so. The fifth-story addition to the North Front street factory has been completed, and work on the Cooper street addition is being vigorously prosecuted.

The employes of the Victor Co. gave an excursion to Atlantic City the past month. It was enjoyable and successful in every way. A small fire occurred at the works the past month, but was "put out" by the Victor fire company long before the Camden firemen reached the works.

A baseball nine, composed of Victor Co. employes, crossed bats recently with a nine from a nearby industrial plant. The Victor boys went down—failed to make a record, and now they want another game and satisfaction.

The entire Victor plant is running steadily, and there seems some chance now of catching up with back orders. Vice-President Douglass is enjoying better health.

Comfortably ensconced in new and larger quarters at 1217 Chestnut street, the Musical Echo Co. are in excellent shape to successfully handle the increasing business which is coming into both retail and wholesale departments, Manager H. D. Marschalk and his assistant, L. J. Gerson, are a strong selling team, having had ample experience and being possessors of "snap" and hustling ability. The new quarters are tastefully furnished and attractive, and "pull in" buyers from the most fashionable promenade in the Quaker City.

C. J. Heppe & Son, who originated the "Junior Club" plan of selling talking machines, report that it has proven very successful. Phonographs are sold on a basis of \$1 down and \$1 a week. Boys are led to be careful in the way of saving their money with which to make payments, and even bankers have instructed their boys to join the club to the end that they would learn "real lessons in business." The fact that they earn money to pay for a machine also leads the Juniors to take pride in their work, and also teaches them to take good care of their machine, too. A large number of sales have been made by Heppe & Son.

The application of the Keen Co. for a State charter empowering them to manufacture and deal in talking machines, etc., was duly granted by Governor Pennypacker. It is capitalized at \$5,000, and the incorporators are B. Silver and David and M. N. Keen. Since opening parlors

and warerooms the Keen Co. have met with good business success, and established a solid trade. David Keen is giving close personal attention to sales, and is pushing business in several original ways.

Said a Market street jobber: "At Washington the Comptroller of the Treasury decided that a phonograph is furniture. At New York the board of United States General Appraisers decided phonographs are not toys and must pay an entry duty of 45 per cent. as manufactures of metal, and not 35 per cent. as toys. This latter decision will help keep out foreign-made goods, which will benefit domestic manufacturers, jobbers, etc. The Washington decision, which classifies phonographs as 'furniture' favors us also, because it stamps the machines as being necessary office adjuncts. All these things are sure to make trade better."

Members of the trade here who attended the meeting of Edison jobbers at New York last month are warm in their praise of the treatment received, and all report having had a splendid time, and, in addition, picked up good trade tips and pointers.

Any attempt by a "combine" or "association" of jobbers to "fix" or "set" prices on machines, records, etc., will be fraught with danger here, as Pennsylvania laws against "trusts," arbitrary prices, etc., are very rigorous.

"I have been connected with the talking machine trade about ten years," said a Ninth street jobber in a chat with The World, "and the fact that important developments and advancement have been made in the past few years impresses itself daily on my mind. I presume I could mention a dozen men here who, like me, went into the business thinking it was a transient fad, and that in due time we would turn to something else. Ten years ago the talking machine was looked upon as a toy—and, to an extent, some of the primitive talking machines turned out in those days were toys—and even worse. Ten years ago talking machines were handled as a 'side line.' Exclusive houses, such as we have all over the country to-day, did not exist; in fact, men with money were afraid to go into the thing on an exclusive basis. But as improvements were made, inventions perfected and new companies organized, a steady change for the better came, and the business has now reached its present remarkable proportions. To predict its future is quite impossible, but with the talking machine fast becoming a necessary and a useful adjunct in office and commercial work, a decidedly solid, substantial business is being founded, which, in my opinion, will last as long as men carry on commerce and trade."

A talking machine circulating record bureau is among the probabilities of the near future, according to rumors circulating here. It is said Philadelphians have discussed the plan of placing large cabinets, containing disc and cylinder records, in prominent drug stores in principal cities of the United States. People owning phonographs, upon paying a membership fee of \$2, would be allowed to take out from one to ten records for two weeks, paying 5 cents apiece for them. The plan closely follows the Tabard Inn Library scheme, originated by the now defunct Book Lovers' Co. Members of the Phonograph Record Bureau would be in a position to hear the latest records as well as old ones, at a mere nominal cost. It is said it would take \$500,000 to get the plan started. The World's correspondent has only secured meager news of the talked-of scheme, and cannot say whether it is really going to be consummated or not. Later he will give more particulars. It is rumored, however, that several substantial men of means are willing to finance the scheme. Assuming that record manufacturers will not sell the proposed new bureau

corporation its records, it will, if started, prove a good thing for jobbers and, indirectly, for retailers, because it is figured members of the bureau, hearing so many new records, would turn in and buy their own.

Dame Rumor has it that the wholesalers and jobbers are seriously thinking of challenging the retail talking machine dealers to a red-hot game of baseball. The game, it is understood, will be "pulled off" on a lot convenient to an uptown hospital and handy to a brewery. H. T. Lewis, of the Lewis Talking Machine Co., is mentioned as pitcher on the jobbers' "battery," but he won't pitch, he will simply fire the baseball from a small cannon. If "Ed" Buehn, of the Wells Phonograph Co., as catcher, manages to stop the "sphere," well and good, otherwise it seems likely the balls will go through him. The retailers will probably put W. Beckhardt, of the Eastern Phonograph Co., and "Charley" Robertson, a genial Lancaster avenue hustler, in the "box," and a hearse will be around the corner until after the game's over and the battlefield is searched. A detail of marines from League Island, it is asserted, will maintain order, while the Superintendent of Police, clad in armor, will do any umpiring that is allowed. Talking machines, mounted in all parts of the "diamond," will encourage the victims to "make second!" "slide for home!" "back to the woods with you!" "slug him, Bob! he's doing you out of a run!" etc.

Signs that talking machine "music" is not wholly popular with some people are not wanting. The Rev. J. R. Jordan, Burgess of Prospect Park, a nearby village, recently issued an edict that only "sacred music" could be played on talking machines on Sunday, and a police officer has been enforcing the order. In Chancery Court at Camden, N. J., the past month, on complaint of J. Albert Harris, a rule to show cause why an injunction should not be issued against O. J. Leigh, of Wildwood, N. J., from operating a phonograph, was granted. Reuben Goldberger, an Eighth street merchant, Philadelphia, complained to Judge Martin, of Common Pleas Court, that a talking machine operated by J. W. Himebaugh, an amusement palace man, opposite his place of business, so annoyed and distressed clerks, etc., that it had become unendurable. Finally the matter was compromised by Mr. Himebaugh agreeing to have the music operated on a p. p. basis, with the phonograph moved away from his front door back to the rear. A number of laborers, near Bridgeton, N. J., annoyed because a phonograph kept them awake when they wanted to sleep, took the law into their own hands, and descending upon the offending machine, kicked it to pieces and threatened to do the owner bodily harm.

The foregoing facts are mentioned to emphasize the points made by a local dealer in talking machines, etc., who, in an interview, chatted on the subject of "Use and Abuse of Talking Machines." He said, in part: "To the right use of talking machines by considerate people no sane person will object, but certainly when foolish people operate them in such a way as to cause annoyance and distress, it is time such people were called to order. The talking machine itself is not a nuisance; but it can be made one, of course, by thoughtless, foolish people who set it going at unreasonably late hours, or who set them going in wrong places, such as near a church during service hour, or who keep a machine going so continuously that what was enjoyable or amusing at first is, by monotonous iteration, turned into annoyance and distress. Common sense must be exercised by owners of talking machines if they wish to avoid being called 'nuisances.' Talking machines are no worse than dozens of musical instruments so far as abuse is concerned. A clarinet or violin played at 2 a. m. by an amateur is enough to make a well man frantic. And a talking machine operated under wrong conditions by a person with more enthusiasm than discretion is apt to stir up bitter feelings. There should be moderation in all things, and in phonographs people should consider other people's feelings."

Harris Master, who recently opened talking machine and piano salesrooms at 239 Market street, is meeting with deserved business success. He



We are advertising *Victor Talking Machines and Records* to 49,000,000 people every month.

And we say, "Get them of dealers."

"What dealer?"

There you are! People are asking that question right in your own town.

That's your opportunity to tell a whole lot of people through advertising in your local papers, through circular work and window displays, where to get the *Victor*.

We tell them through the magazines about the "greatest musical instrument in the world"—

## Victor Talking Machines and Records

You tell them where they're sold, and be sure you have a good stock always on hand—and they'll come, and come again, and come often.

### 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:

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

**FILL OUT** **CUT OFF** **MAIL TO-DAY.**  
 Please send me illustrated catalogue of Victor Machines and Records, with full trade information and names of my nearest distributors.  
 Name.....  
 Street.....  
 City.....  
 State.....

carries a good-sized stock of popular makes of machines and records.

Having once been a resident of San Francisco, L. F. Geissler, general manager of the Victor Talking Machine Co., has taken a deep interest in the affairs of that city, both at the time of the earthquake and fire and since.

At Camden, N. J., it has been understood that the famous Victor, "His Master's Voice," "picture" was originated by Mr. Eldredge Johnson. He had a dog at one time which closely resembled the one in the "picture" which is peering into the talking machine, and if, as related in the July World, a Massachusetts gentleman originated or, rather, "discovered" the "picture," a belief long cherished by Camdenians, falls. Some Camden people are so sure the dog in the picture was Mr. Johousou's pet canine that they can almost tell the name of the photographer where Mr. Johnson had the "picture" taken. "Sure," said one old resident, "that's Mr. Johnson's dog. He was a sort of bulldog-poodle dog, and his name was 'Jack.' Gee whillikens! I knew the dog well!" "Was it Mr. Johnson's dog?" is a question which bids fair to become quite as interesting as "The lady or the tiger?" problem, made famous by Frank R. Stockton.

### MUSIC IN PITT STREET!

Rival Venders Start Talking Machines With Love Tunes to Attract Trade.

Pitt street, between Grand and Broome, is now known as a musical center. All the airs that are dear to the ears of the east side there mingle in a mighty roar until late in the night. As yet there has been no complaint to the Health Department because, though the street is narrow and the average family has not less than five children, neither the heat nor the crowded quarters have disturbed the nerves of the community and there is not a case of illness on the block. The people are happy with the music that has recently been added to their pleasures through a war among the candy stores.

It all began a week ago, when Sam Berger placed in his store a talking machine which ground out all the tunes that are favorites with the boys and girls, and naturally the young men bought candy for their sweethearts from Berger. His store became the lovemaking center of the neighborhood.

Isaac Davis across the way could not stand for this competition, and bought a larger talking machine with a large horn. This brought the crowd flocking to his place of business, the favorite being "Chasan und Kalla Mozzel Toi." The children can dance to this to their hearts' delight. The older couples can hold hands without being discovered because of the crowd, and it is not difficult to slip an arm around a waist without being too conspicuous.

The new machine helped Samuel Cohen, whose store is just in the neighborhood. He profited by the overflow, and did not have to pay for anything.

Learning that Berger is to get a still larger singing machine, Cohen, who believes in fair play, means to buy the largest talking machine made, warranted to play with emotion "Kim, Kim Smelke a Heim." The news has filled the healthy, happy community with untold delight.

### THEY HAVE "CANNED" THE SQUEAL.

One of the scenes in the dramatized version of Upton Sinclair's novel, the "Jungle," which, as everybody knows, treats of conditions in the stockyards of Chicago, depicts a number of hogs being led to the slaughter. The agonized squeals of the hogs will be reproduced by a series of talking machines placed behind the stage. The records have already been made in Chicago. What next?

### LIVELY CAMPAIGN IN RICHMOND.

Since obtaining the agency for the Victor talking machines, the Cable Company have been carrying on a vigorous advertising campaign, especially in the South. The Richmond branch is

turning out some very clever advertising, the work of Edward H. Mayfield, and it is the kind of publicity that will undoubtedly spell success.

### POWERS & HENRY CO. ACTIVITY.

Doing a Big Business in Their New Store—Grand Opera Concerts to Be Inaugurated.

(Special to The Talking Machine World.)  
Pittsburg, Pa., August 7, 1906.

The new talking machine store opened not long ago by the Powers & Henry Co., at the corner of Sixth street and Duquesne Way, is now fully established and running smoothly. An extensive line of machines and over 150,000 records are carried in stock, and as an inducement for the opening to attract a crowd to their store they gave to all persons presenting a certain ad. clipping, and who owned a cylinder machine, one Columbia record from a late catalogue. To those presenting the ad. who owned disc machines they sold 10-inch records for 15 cents, although the regular price is 60 cents.

The quarters take up 8,000 feet of floor space, and in their line will be found Edison, Victor, Columbia and Zonophone records and machines.

In addition to all their other inducements, the Powers & Henry Co. will in September commence a series of grand opera concerts during the afternoons, when such stars as Caruso, Melba, Schumann-Heink and Sembrich and others may be heard.

Some remarkably fine specimens of twelve-inch records, made by the American Record Co., Hawthorne, Sheble & Prescott, sole selling agents, have been recently shown to the trade. High-grade recording is in evidence, and quietness of surface is particularly noticeable, all of which reflects great credit on their laboratory methods under the able management of J. O. Prescott.

Perry B. Whitsit, of the Perry B. Whitsit Co., Columbus, O., has been enjoying a vacation in Danbury, New Hampshire.

# We Sell Victor Machines and Records

THE BEST IS GOOD ENOUGH FOR US—HOW ABOUT YOU?

Being Distributors of Victor Machines and Records only, it stands to reason that we can give you better service in this line than can those who job several lines, as we give our whole time and attention to satisfying the wants of those dealers who want Victor Goods and who want the best service possible.

WE INVITE A TRIAL OF OUR ABILITY IN "DELIVERING THE GOODS."

## OUR NEEDLES

ARE THE PERFECT-MEDIUM-QUIET

These are our own brands, put up by us. You can depend upon them every time.

We have Hundreds of Satisfied Users  
ARE YOU ONE?

Write us for full information. Samples sent free to dealers.

## THE TRUE TONE SOUND BOX

PRICE 5.00 EACH

Not an Experiment, but a Perfected Musical Instrument  
Has a Two-Inch Diaphragm. For VICTOR TAPER ARM only

Simple in construction, true in tone—giving a reproduction which surpasses anything you have ever heard. The tone is natural. Voices enunciate more distinctly and instruments are true to life. We have satisfied a great many distributors and dealers. Can we not satisfy you?

WE WILL SEND A SAMPLE UPON RECEIPT OF THE PRICE. If it is not satisfactory, return it, and we will refund your money. Regular Victor Discounts to Distributors and Dealers.

AMERICAN TALKING MACHINE COMPANY  
586 FULTON STREET, BROOKLYN—N. Y. CITY

Largest Talking Machine  
House in the City



## NEWS ITEMS FROM THE TWIN CITIES.

Mid-Summer Trade Better Than Expected—  
Dyer Enlarging Talking Machine Department  
—Splendid Report from Minnesota Phonograph Co.—Kohler & Heinrichs, Edison and Victor Jobbers—Other Items.

(Special to The Talking Machine World.)  
Minneapolis and St. Paul, Aug. 8, 1906.

The mid-summer trade in talking machines has been better than expected, and results for July show a decided improvement over a year ago.

W. J. Dyer & Bro. report this department of their music business as showing the largest increase this year of any of their other departments, and are quite enthusiastic over the prospects for this fall. They have brought the department down from the fourth to the first floor, and it will occupy the space formerly occupied by the offices.

The Minnesota Phonograph Co. report an extremely good month in jobbing both Edison and Victor goods. At their St. Paul store, an excellent retail trade for July in Edison goods was reported. The Victor end, however, was light, as it is only recently this company began pushing Victor machines. At the Minneapolis store, Mr. Lowey, the manager, reported larger sales in July than during the preceding two or three months. The demand was mostly for Victor records and machines.

L. H. Lucker, the president of the Minnesota Phonograph Co., who went East last month, accompanied by his brother, W. A. Lucker, is again at the helm.

Kohler & Heinrichs, large fancy store in St. Paul, took hold of the Victor and Edison machines last week as jobbers. This firm was originally the first jobber of Victor goods in St. Paul.

William Donaldson & Co., of Minneapolis, who run the largest department store in that city, report better results in July than any previous month this year. Nearly all makes of machines can be found in their talking machine department.

T. C. Hough, handling the Edison and Zonophone, reports a fine business at all three of his stores, with a big increase over last year.

A good, steady trade in records during July was reported at the Victor department in the New England Furniture Co.'s store. The sale of machines, however, was not so large, but consisted of a good grade.

Good average results were reported by both stores run by the Columbia people.

## GRAPHOPHONE PARK CONCERTS.

Aldermen Divided Over Question of Replacing  
Band With Large Talking Machine.

(Special to The Talking Machine World.)  
Bridgeport, Conn., July 31, 1906.

The Columbia Phonograph Co., of this city, have a giant machine which, they assert, will emit more real music than the loudest brass band ever organized. Band concerts are given frequently in Bridgeport's parks, and the company

have offered one of the machines in place of a military band and applied to the Board of Aldermen for permission to give concerts. News of this became public, and while part of the population of Bridgeport protested, many are in favor of its use. The vote at the Aldermanic meeting was half for and half against. Of course, the members of the Musicians' Union are "agin it." They are afraid there will be no summer jobs if a gigantic graphophone is placed in the parks.

## "TALKER" AS PEACEMAKER

Brings Joy Into the Home and Knits Some  
Broken Hearts.

The role of peacemaker is among the latest assumed by the ever useful talking machine, and the scene of action is given as a small town not far from Chicago. The characters were a love-lorn traveling man and the idol of his heart.

The young lady broke off the engagement just previous to the time for the wedding, to the consternation of the would-be Benedict. The day upon which the ceremony was to have been performed he called up the girl to announce the fact that Heaven was his home, and that he was going there by the pistol route. This information did not melt the young lady's heart, so he procured a talking machine, placed it in front of the telephone, and ground out, "I'm Trying So Hard to Forget You." Sweetheart still refused to become reconciled, but took occasion to notify the town marshal regarding the young man's threats. The officer reached the hotel just in time to prevent the suicide and friends, citing the touching verses of the ballad and the virtues of the distressed gentleman, prevailed upon the lady to consent to the wedding, to the inexpressible delight of the traveling man.

## SOME WINDOW DONT'S.

- Don't slight the windows.
- Don't let the glass become dirty.
- Don't depend too much on fixtures.
- Don't neglect the upper part of the window.
- Don't stick to one style of trimming. Branch out.
- Don't skimp on elbow grease in cleaning the glass.
- Don't wait till a trim is fly-specked before changing it.
- Don't overlook the utility of a certain number of fixtures.
- Don't be afraid to try something new in the way of display.
- Don't let the window stand too long. One week or two is about the limit.
- Don't be afraid to spend a little money on the trim. It will come back.
- Don't fail to call the local newspaper's attention to each nice trim that you make.
- Don't prolong the trimming unnecessarily. A quick change will impress the public more.
- Don't try to do too much. Better a simple trim changed often than an elaborate one that stands a month.

## NOT LOADED DOWN WITH DETAILS.

Does It Pay Not to Know All Details of One's  
Business?—Leading Jobber Says It Does.

One of the leading jobbers of the United States was conversing with a business caller the other day, who asked him about a certain transaction which had recently occurred between the concerns that the two represented.

"I do not know anything about it," said the jobber, "but I will take pleasure in looking it up, and letting you know." After the caller had left a business friend who was present, said to the jobber: "Could you afford to confess that there was anything connected with this establishment that you did not know all about?"

"I not only could afford to confess it," was the answer, "but I regard it as a mark of good business judgment, which has been fortified by all of my experience and observation, for the head of a concern not to know any more about the details than he has to. It is his business to lay out the general plans, and to select men to carry the same into execution, and he certainly can perform both of these duties to far greater advantage if his mind is not encumbered all the time with a mass of details, which he has selected other men to look after, and which they certainly are as competent to care for as he is himself. The mind that is overloaded with all the petty transactions of a business concern has no room for inception, originality, or that calm and constant reflection which produces new ideas, and enables the gray matter of one's brain to do the best work of which it is capable."

## SECTIONAL RECORD CABINET

To be Placed on the Market by the Blackman  
Talking Machine Co.—Providence Firm As-  
signs Record Brush to Blackman Co.

Rogers & Forsell, of Providence, R. I., who have been selling and manufacturing a record brush similar to the Place record brush sold by the Blackman Talking Machine Co., have assigned to them all of their claims on these articles and will cease selling and manufacturing them.

The Blackman Talking Machine Co. are about to put on the market a novelty in the way of a sectional record cabinet, similar to the sectional book cases now in such general use. As a matter of fact, these are being built in part for records with a sectional book case part, so that it may serve a manifold purpose. These will be built both for private house and dealers' use. In speaking of talking machine cabinets, Mr. Blackman says that they have just secured a carload of new styles in carved mahogany, which are designed to retail from \$40 to \$100, which they will have ready for delivery by the middle of this month.

Theodore F. Bentel and wife, of Pittsburg, Pa., are recuperating in the invigorating air of Springfield, Mass., the guests of E. A. Hawthorne.



## Buy from Headquarters

We manufacture all styles of cases for all makes of machines. Carrying these goods in stock we can make prompt shipment. Our quality is the best—our prices are right.

Ask for our Catalogue.

**Chicago Case Mfg. Co.**

142-144 W. Washington St. CHICAGO

## FOREIGN RECORDS.

## An Explanation of Why It Will Pay a Dealer to Push Them.

I have made it a point to question a number of dealers regarding the attention they pay to the foreign record division of their business, and they all informed me that there was not a great deal doing along that line. "We are so busy with our American selections that we have no time to waste on dead material." was the usual answer they gave to my inquiry.

If foreign records are dead material, it is the dealer's own fault, for every large city in the world has its foreign element, a very large majority of whom are music lovers, and eager to take advantage of just such an opportunity as the talking machine affords of bringing melody into their homes at a small figure. In Philadelphia alone there are 310,000 foreigners, and if they were made to understand the musical excellence and great variety of the records set forth in the foreign catalogues of the different companies by a little judicious advertising on the part of the talking machine man, they would be quick to grasp the chance to enjoy the beloved airs of their native land, sung in their mother tongue.

The following little story illustrates what the



VISIONS OF THE PAST.

talking machine has done, and is still doing for one poor Italian:

A member of the White Wings squad of street cleaners is working in front of a phonograph store. A talking machine is playing "Mattinata," "Il Barbiere di Siviglia," and resting on his broom the man drinks in the flood of melody greedily. It carries him back to a summer night in Italy. The moon is shedding its silver splendor on the rippling waves of the lagoon. Inside the veranda a hammock swings in the breeze, and nestled within its gaudy meshes a dark-eyed girl gazes out at him. Near them a phonograph is playing a song of love. An original record it is, of the girl's sweet soprano, and on the morrow her lover is to take it with him in the great ship to America.

\* \* \* \* \*

Ah, what bitter disappointments have come since then! In his dear Italy he had enjoyed the distinction of being addressed as Signor—in America, the land of the free, he cleans the streets. However, he is making money; he still has the voice of his sweetheart to cheer him, though thousands of miles away, and soon he will have saved enough to go back to the villa by the lagoon and lay a bag of gold at the proud Padrone's feet and demand the hand of his daughter in honorable marriage. No more can the old man cry out in a rage, "You have no money! Would you have my daughter married to a beggar? Begone!" Now he will be welcomed as worthy of the girl he loves, and all will be well.

The only thing that has kept this poor Italian from giving up in despair, time and time again, has been the voice of his loved Signorina, who is awaiting his return in the land across the seas. Every night, in his humble lodgings, through the tin horn of a cheap talking machine, he hears her sing to him, and when he lies down to rest, it is with the sweetness of her song in his ears, and a smile of supreme content upon his lips. When slumber comes, it finds him smiling still.

This foreigner is one of the very few who know the talking machine, and who have taken advantage of its power. It is for the dealer to ac-

quaint others of the greatness of this instrument that talks, laughs and sings, and in doing so he will bring into his business a new line of trade that will pay him well. In other words, he will enjoy a state of remunerative philanthropy by bringing joy to many a lonely heart and making money by it.

HOWARD TAYLOR MIDDLETON.

## 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., August 10, 1906.

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

JULY 9.

Amapala, 4 pkgs., \$130; Asuncion, 4 pkgs., \$213; Bombay, 23 pkgs., \$558; Buenaventura, 4 pkgs., \$156; Cape Town, 3 pkgs., \$74; Cartagena, 5 pkgs., \$222; Colon, 3 pkgs., \$139; 4 pkgs., \$129; Delagoa Bay, 2 pkgs., \$128; Havana, 13 pkgs., \$272; 12 pkgs., \$501; Havre, 18 pkgs., \$844; La Guayra, 10 pkgs., \$239; Limon, 16 pkgs., \$282; London, 16 pkgs., \$704; Marta, 9 pkgs., \$208; Para, 12 pkgs., \$458; Rio de Janeiro, 6 pkgs., \$166; Sagua La Grande, 15 pkgs., \$256.

JULY 16.

Berlin, 74 pkgs., \$880; 64 pkgs., \$1,308; Cardiff, 30 pkgs., \$260; Ceara, 17 pkgs., \$604; Colon, 4 pkgs., \$280; Guayaquil, 3 pkgs., \$163; Hamburg, 5 pkgs., \$180; 9 pkgs., \$136; Havana, 31 pkgs., \$695; 7 pkgs., \$354; Havre, 13 pkgs., \$345; Liverpool, 22 pkgs., \$129; London, 8 pkgs., \$344; 817 pkgs., \$6,523; 13 pkgs., \$606; 3 pkgs., \$606; 439 pkgs., \$5,327; Manchester, 62 pkgs., \$407; Milan, 8 pkgs., \$295; Rio de Janeiro, 19 pkgs., \$788; Santiago, 4 pkgs., \$131; Savanilla, 1 pkg., \$163; Sheffield, 62 pkgs., \$407; St. Petersburg, 30 pkgs., \$407; Vienna, 25 pkgs., \$755; 6 pkgs., \$335.

JULY 23.

Bangkok, 6 pkgs., \$110; Berlin, 46 pkgs., \$394; Brussels, 201 pkgs., \$1,441; Buenos Ayres, 93 pkgs., \$4,542; 235 pkgs., \$3,757; Callao, 12 pkgs., \$566; Cape Town, 7 pkgs., \$133; Havana, 11 pkgs., \$168; 48 pkgs., \$1,319; Havre, 7 pkgs., \$311; La Guayra, 15 pkgs., \$406; London, 442 pkgs., \$6,145; 6 pkgs., \$273; 12 pkgs., \$548; Matanzas, 11 pkgs., \$321; Milan, 14 pkgs., \$592; Progresso, 8 pkgs., \$219; St. Petersburg, 8 pkgs., \$236; Sydney, 4 pkgs., \$168; 744 pkgs., \$9,613; Tampico, 3 pkgs., \$223; Vera Cruz, 17 pkgs., \$550; Vienna, 8 pkgs., \$105.

JULY 30.

Berlin, 15 pkgs., \$446; Buenos Ayres, 5 pkgs., \$200; Colon, 18 pkgs., \$870; Genoa, 33 pkgs., \$495; Glasgow, 156 pkgs., \$927; Guayaquil, 8 pkgs., \$163; Havana, 19 pkgs., \$797; Havre, 27 pkgs., \$1,211; La Paz, \$10 pkgs., \$221; Limon, 16 pkgs., \$947; Liverpool, 103 pkgs., 650; London, 6 pkgs., \$346; 597 pkgs., \$7,265; 4 pkgs., \$189; Melbourne, 44 pkgs., \$1,425; 11 pkgs., \$1,475; Milan, 37 pkgs., \$1,695; Neuvitas, 4 pkgs., \$121; Para, 13 pkgs., \$428; Rio de Janeiro, 9 pkgs., \$717; Shanghai, 12 pkgs., \$726; St. Petersburg, 3 pkgs., \$104; Valparaiso, 27 pkgs., \$1,418.

## MANY VISITORS TO COLUMBIA CO.

The Columbia Phonograph Co., General, have just brought out two sets of records, one for the disc and one for the B. C. type of machines, which comprise an entire dance programme. The first, No. 12, comprises twelve assorted dances, including waltzes, polkas, quadrille and lancers. The B. C. assortment has seventeen numbers, covering the same field. These will fill a want long felt, and they feel assured of their immediate popularity.

The jobbers who visited their offices at 90 West Broadway this week were loud in their praise of their new Home Twentieth Century Graphophone, which has attracted so much attention since its introduction.

## EDISON BUYS HIS OHIO BIRTHPLACE.

Thomas A. Edison has come into possession of the place near Milan, Erie County, Ohio where he was born. A deed transferring the property to him has just been filed in Norwalk. The transfer is made by the granddaughter of Edison's sister, and the consideration is announced as \$1.

J. Samuels & Bro., of Providence, R. I., are among the largest talking machine jobbers of Victor, Columbia, Edison and Zonophone machine records and supplies in the State. H. Wonderlich, who has charge of this end of the business, is a hustler in the fullest sense of the word, and it is largely due to his efforts that his company occupy so firm a foundation in the talking machine trade. They are fast building up for themselves a reputation for their progressive and up-to-date manner of doing business.

J. R. Diener, the talking machine dealer, of Bellefontaine, O., has increased his trade considerably through a number of public concerts. Mr. Diener chooses a varied programme for his concerts, and always attracts a large crowd.

## 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.

*The Talking Machine World,*  
*August 15, 1906.*



*THE MARVELOUS*  
*SEARCHLIGHT*  
*HORN*

*FOR DESCRIPTION SEE OTHER SIDE*

# THE MARVELOUS SEARCHLIGHT HORN

IS THE STRONGEST AND ONLY  
ACOUSTICALLY CONSTRUCTED  
HORN EVER MADE

REPRODUCES THE FULL STRENGTH OF THE RECORD

Sold only through Jobbers

Send to your Jobber for Samples

On account of the unprecedented demand for our product we have been compelled to secure additional factory facilities and we will be in a position by October 1st to supply the trade with over 40,000 horns per month.

MANUFACTURED BY THE  
SEARCHLIGHT HORN COMPANY

753-755 Lexington Avenue

Borough of Brooklyn, New York

### Distributed by

CONROY PIANO CO.,	- - - - -	St. Louis, Mo.
DOUGLAS PHONOGRAPH CO.,	- - - - -	New York
E F. DROOP & SONS CO.,	- - - - -	Washington, D. C.
HARGER & BLISH,	- - - - -	Dubuque, Iowa
LYON & HEALY,	- - - - -	Chicago
MINNESOTA PHONOGRAPH CO.,	- - - - -	St. Paul, Minn.
NATIONAL AUTOMATIC FIRE ALARM CO.,	- - - - -	New Orleans, La.
POWERS & HENRY CO.,	- - - - -	Pittsburgh, Pa.
SPOKANE PHONOGRAPH CO.	- - - - -	Spokane, Wash.
TEXAS PHONOGRAPH CO.,	- - - - -	Houston, Tex.
WELLS PHONOGRAPH CO.,	- - - - -	Philadelphia, Pa.
R. S. WILLIAMS & SONS CO., Ltd.	- - - - -	Toronto, Canada
RUDOLPH WURLITZER CO.,	- - - - -	Cincinnati, O.

Form No. 1.

**THE WESTERN UNION TELEGRAPH COMPANY.**

INCORPORATED

23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the Company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after the message is filed with the Company for transmission.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

ROBERT C. CLOWRY, President and General Manager.

NUMBER	SENT BY	RECD BY	CHECK
		<i>Paul</i>	

RECEIVED at 1124 Myrtle Ave. Brooklyn, N. Y.

Dated

*Chicago 7/31*

190<sup>6</sup>

To

*Searchlight Photo Co  
753 Lexington Ave*

*Increase our order to  
one hundred Each Rush*

*Lyon & Healy*

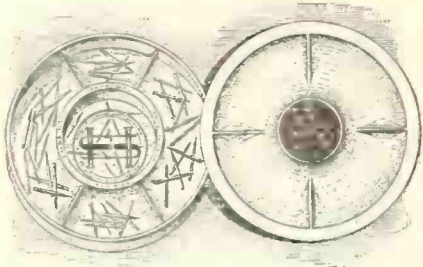
# H. Q. S.

## Compartment Needle Box

Patented and other Patents Pending.

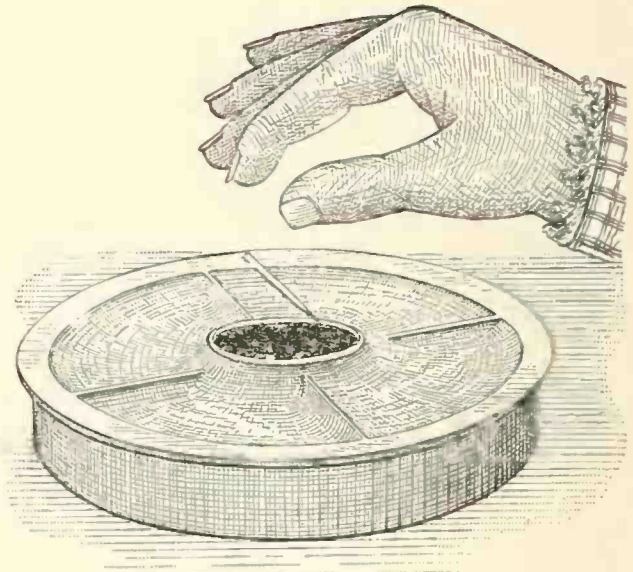
**Four Compartments**  
for new needles of assorted size.

**One Compartment**  
for the rejected or used needles.

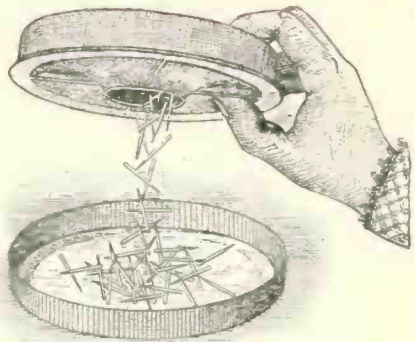


View No. 1.

We illustrate in view No. 2  
method of disposing of the  
used needle.



View No. 2.



View No. 3.

View No. 3 shows final disposition  
of the used and worn out needles.

**Sample Box** will be mailed to any address postage  
prepaid on receipt of price, . . . . . **\$1.00**

Complete with 100 Scratchless Needles, 100 Symphonic, 400 High Grade and 400 Musical Tone —  
all Compartment Needle Boxes are arranged to accommodate 1000 Assorted Needles.

For Sale by all Jobbers and Dealers in our line.

## Hawthorne & Sheble Mfg. Co.

Howard and Jefferson Sts., Philadelphia, Pa.

## GOOD REPORTS FROM CLEVELAND.

Business Satisfactory—Columbia Window Publicity—Buescher & Sons New Store—Columbia Amusement Co. Have Nine Stores—Probeck to Yellowstone Park.

(Special to The Talking Machine World.)

Cleveland, O., August 10, 1906.

Considering that this is the vacation season of the year, conditions generally are very satisfactory in this city. Quite a number of machines and a large number of records have been purchased by parties to take with them on their vacation, and the sales aggregate a goodly volume of business. No complaints are heard, and the dealers are all optimistic of the future.

One of the most attractive window displays in the city is that of the Columbia Phonograph Co. It is a camp scene. The floor of the large window is strewn with broken limbs and bark. In one corner a large mirror blossoms into a lake. A tent is labeled "Camp Columbia," and inside and out are camp stools, fishing rods, guns, etc. Hanging from a tripod of limbs of trees by a chain is a kettle with a red-hot fire apparently blazing up all about it. Beneath a wire screen, about 18 inches square, resting on stones raised about 15 inches, the screen covered with small limbs and bark, is a small electric fan, and just above the fan and below the screen two electric bulbs, one covered with orange and the other with lemon-colored tissue paper. Fastened to the limbs and bark lying on the screen are narrow strips of varying lengths of red, white and yellow tissue paper, with the bulbs glowing and the fan blowing, keeping the narrow strips of tissue in motion. The scene is a most realistic one, and attracts thousands of sightseers.

G. J. Probeck, manager of the Columbia Co., stated that business had vastly improved during July, and was picking up wonderfully, sales having been especially good of Twentieth Century graphophones.

Mr. Probeck will leave for Yellowstone Park, August 15, where he will rusticate for two or three weeks.

There is some talk that Smith & Nixon, piano dealers, located in the Arcade, will carry a line of talking machines this fall.

Mr. Denslow, who was formerly with the W. C. De Forrest Co., of New Castle, Pa., is now with the Ohio Phonograph Co., of Youngstown, O., who handle the Lyric phonograph. He was in the city a few days ago.

Flesheim & Smith, who handle the Zonophone, report business a little dull, but about the same as usual at this season of the year. They have placarded in their window a machine with 20 Excelsior records for \$25.

Your correspondent called on W. J. Roberts, Jr. the other day, and during his visit several of his former customers made substantial purchases, and expressed themselves pleased to see him back in the business. Mr. Roberts said that day by day his old trade was returning, and he feels highly elated over the prospects.

E. A. Neff, of the Ball Fintz Co., of Newark, O., was interviewing the talking machine people of Cleveland last week.

"The Victor" is the name of W. H. Buescher & Son's new retail store at 254 Prospect street. Mr. Gulley, manager, stated that trade was fairly good, and that there had been within the past two weeks decided increase in sales of Victor and Edison machines. He said they were doing an excellent business in Red Seal records and having a good sale of August records. Visitors express themselves much pleased with the arrangement and decorations of the rooms of "The Victor."

Trade is reported very good at Collister & Sayles'. Victor and other records are in good demand, though it was stated this was their usual dull season.

Business at W. J. Buescher & Son's was reported good. "It is keeping up remarkably well," said Mr. Buescher, "with prospects of its continuing right along. We are having a good demand for the new records, and there is a steady call for the old. The 'Marlo,' our new picture show and arcade, is doing a nice business."

The Columbia Amusement Co., the most extensive amusement slot machine operators in Ohio, are at present operating eight places of amusement in the city and report that all are doing good business. Their headquarters are at 635 Superior avenue. Harry S. Lavine is president and F. R. Mosley, of the Union National Bank, treasurer of the company.

The Eclipse Musical Co. are having a good demand for records, and are selling a good many machines. The manager stated they were very busy, especially in the jobbing department, and that prospects were flattering.

The Central States Jobbers' Association, which meets in Detroit, August 14, will be largely attended by the jobbers of Cleveland.

T. H. Tarvell, president of the Eclipse Musical Co., has just returned from the Edison jobbers' meeting at the factory, and reports a very enjoyable and profitable time. The Eclipse Musical Co. will have something new in the way of a horn crane, which they will put on the market shortly. It is claimed it will be superior to anything now in use.

## NOW THE BURGLAR-ALARM

Field Has Been Invaded by the Talking Machine—Something of John C. Hood's Invention.

John C. Hood, of Wilkinsburg, Pa., is the inventor of an electro-phonographic device which calls up the police station when a burglar tries to get into the house. It tells the man at the police end of the 'phone to hurry along with the wagon and take the robber away.

When the burglar forces a door, window or other opening where the device is placed the machine, which is worked by electricity, is set in motion, and a phonograph, located in the garret, where connection between the telephone wire and the wire connected with the burglar alarm has been made, calls "central" and asks in plain English for the police station. When connection with the police station has been secured the phonograph informs the police as to the street and number of the house that is being robbed, and repeats the information as long as the receiver is off the hook.

## TO MAKE MUSICAL SPECIALTIES.

M. Redgrave, 9-11 Willow street, Jersey City, N. J., has incorporated to manufacture musical specialties and parlor games. Capital, \$10,000. Incorporators: Montague Redgrave, Dana F. Putnam, John J. Melick and Chas. E. Putnam, M.D., all of Jersey City.

If your  
jobber  
isn't prompt

That's a big stumbling block that loses customers for many dealers. It pulls down your business instead of building it up.

It's bad for the customer, bad for the dealer, bad for the jobber. The customer loses his patience, the dealer his customer, the jobber his order.

If your jobber isn't prompt, he is not only standing in his own light, but, worse yet, is retarding your progress. There's no reason why you should put up with this sort of thing, and the jobber has no one but himself to blame if you take your trade where more attention is given to it.

We take a load of worries from your shoulders by shipping your orders the same day they reach us, and you can always count on this. No delay, no excuses at any time. Victor Talking Machines and Records, Trumpet Horns, English Needles, Fibre Cases and accessories and specialties of every sort are always here in sufficient quantities to meet all demands.

Let us send you our newest catalogue. That will give you a complete idea of the extensive line of Talking-Machine goods we handle and put you in a position to get your goods without the least delay.

The Victor Distributing  
and Export Company

77 Chambers Street New York



Largest **CABINETS** Line

FOR

Disc and Cylinder Records  
Piano Player Music Rolls  
Music Box Tune Sheets

WRITE FOR CATALOGUE

JAS. W. COOPER CO.  
17th and Washington Ave. PHILA., PA.

If You Are Interested

IN

VICTOR TALKING MACHINES

OR

EDISON PHONOGRAPHS

Write at once to

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

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



No. 278, Closed

**No. 278—A New Disc Cabinet**

Solid Golden Quartered Oak.  
Swell Front, Double Doors.

Has Two Sliding Record Racks that pull out so that records are easily accessible.

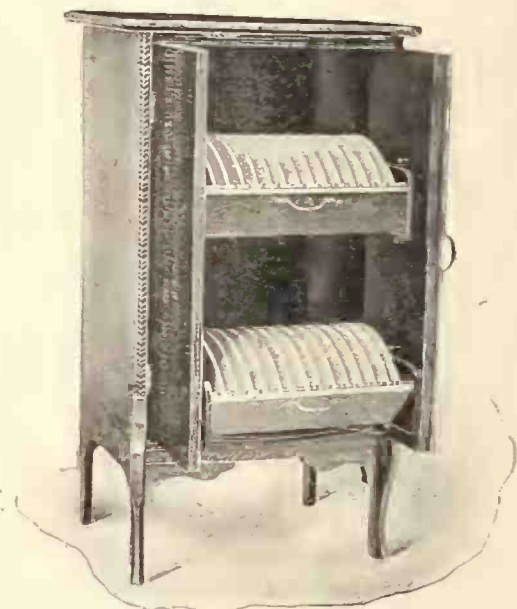
15 divisions in each rack with space for five 12 inch records in each division. Total capacity, 150 12-inch records.

**No. 279—Genuine Solid Mahogany**

Same style as 278.

Both Cabinets Highly Hand Polished.

Cabinet Work The Best Possible



No. 278, Open

**NEW PERFECTION ELECTRIC FLASH SIGN**

This flash sign has been approved by Fire Underwriters.

Constructed of wrought iron, antique finish.

Requires no special wiring or attention.

Cards can be removed at will.

Cheaper than any other illuminated signs, requires only one 16 c.p. lamp.



Sign with No. 7. Card

Burns only half the time, equivalent to only one 8 c.p. lamp.

Signs are furnished with any one card as shown below. Nos. 4 and 5 are furnished with 12 changeable signs—one for each month. Special cards of three lines made to order.

Size of sign 31" x 18" x 7".

No. 1	No. 2	No. 3	No. 4	No. 5	No. 6
EDISON Phonographs Cash or Instalments	VICTOR Talking Machines Cash or Instalments	HEADQUARTERS Edison and Victor Machines & Records	EDISON RECORDS Now on Sale.	VICTOR RECORDS Now on Sale.	VICTOR

**REPAIR PARTS CABINETS**

Have a place for everything and keep everything in its place and you will always find it. This rule can easily be followed if you have one of these cabinets.



12 Drawer with eight divisions in top for bottles. Furnished without bottles.



20 Drawer Cabinet with 36 divisions in top for bottles. Furnished without bottles.



21 Drawer Cabinet furnished complete with 56 bottles in top of cabinet.



# FROM OUR EUROPEAN HEADQUARTERS

No. 69 Basinghall Street, London. E. C., England

W. LIONEL STURDY, Manager

## THE TRADE IN ENGLAND.

Summer Conditions Satisfactory on the Whole, But Business Could be Improved if more Energy Were Placed Upon the Publicity End—Lyon & Co.'s New Establishment—At Neophone Headquarters—The Edison-Bell Persistency—The National Program—Columbia Activity—A New Needle by David Bruce & Co.—Dashes Here by the World Man in the British Metropolis.

(Special to The Talking Machine World.)

London, Aug. 6, 1906.

As the result of a general review, trade conditions over here are very satisfactory, taking into consideration the time of year. All reports go to prove that last month's business is far in excess of the same time in any previous year, and there is every indication of an early phenomenal revival of trade. Certain firms have ceased to run their machinery for merely the manufacturing of stock, but are now working at high pressure to turn out as speedily as possible the orders received and in preparing for the rush of business which, it is confidently anticipated, will be of exceptional magnitude this season. To approach such a gratifying condition all the year round would perhaps be too much to expect. But I firmly believe a larger volume of business could be promoted during the summer months were the dealers to stimulate matters in a more vigorous manner than they do. Some of our London friends are particularly apathetic in this respect, and instead of striving to make headway they seem content to rest on their oars and drift with the current. However, competition, combined with the educating efforts of the factors, will no doubt do much toward remedying this evil, and in time, I foresee, the English dealer will realize that his best interests are served by sustaining the demand all the year round.

If your Dr. Thaddeus Cahill would only bring his wonderful electrical device—for diffusing music to over 500 houses simultaneously—to London and install it at Covent Garden, it would pretty sure catch on, as there is great rejoicing over the recent production of "Tschaiakowsky's" opera, "Eugene Oneghin." It is to be hoped that one of the disc companies will have secured a musical selection.

While passing along the City Road the other day I was struck with admiration at the handsome appearance of Messrs. A. Lyon & Co.'s new premises. These warehouses are in addition to their Whitechapel store, and have been taken in order to cope with their ever-increasing business. The place is elaborately fitted up and will hold complete stocks of all machines and records. I hope next month to give further particulars.

The Phonograph Exchange Co., of London, Norwich and Ipswich, makers of the Star record, report a severance of the partnership heretofore existing between their Frederick William Hawkins and Rupert Vaughan Farish. Debts due and owing by the late firm will be settled by F. W. Hawkins at Norwich. In the matter of the British Phonograph Industries failure a summary of the statement of affairs shows that the unsecured creditors will suffer a 60 per cent. loss.

At the "Neophone" headquarters at Worship street I found Dr. Michaelis and Mr. Cameron's enthusiasm for their new "Neolite" records well justified. With the reproduction so realistic and sweet, it is no wonder this new record is attracting great attention. The "Neolite" is a black composition, 12 double-sided record selling at 3s., at which price the company expects an enormous demand. At a carnival recently held in Kingston, a No. 7 Neophone was placed in a

position overlooking the Thames and discoursed many fine selections during the band intervals. The popular music provided was encored again and again by the large crowd of excursionists gathered around, and all Kingston resounded with cheers as the Neophone wound up its entertainment with "God Save the King."

The Edison Bell Co., of 39 Charing Cross Road, London, are to be complimented upon the good example they set in the persistency of always keeping before the dealer the fact that he is a dealer, and consequently, to be up to date, must stock Edison Bell records. Mr. Jas. E. Hough, manager of the company, is the leading spirit in this movement, and I must say the unique line he strikes has proved highly successful; it's "proved" by the fact that their sales are this year more than double that of any previous years at the same time.

The National Phonograph Co. have a good programme in hand for this season, and report a steady demand for their machines and records. Their C reproducer will in future be fitted with a copper diaphragm in place of built-up mica. The change is well justified by the tone improvement.

Flower horns will be well to the fore this year. To meet the ever-increasing demand the Columbia Phonograph Co. are concentrating steam-engine energy to place a sufficient supply upon the market. Their beautiful floral horns diffuse a sweet tone in great volume and are an undoubted credit to the firm. The new style Lyric reproducer adopted has also found much favor. The change substitutes a coil spring for the floating weight, and it is claimed this style of construction provides better tonal qualities, besides ensuring perfection in tracking. The Columbia company report complete success with their new branch recently opened in Manchester. Situated in the principal thoroughfare, their new handsome premises have aroused keen interest, the first month's business proving highly satisfactory.

Messrs. Murdocks, of Farringdon Road, who are factors for the Genuine Edison, Sterling, Columbia and Edison Bell goods have their hands full at present and report business as more than double this time last year. They carry a stock of over 300,000 cylinder records, and discs in thousands. Eight new types of machines will appear this season, and they announce a new sound-box as ready for sale. It is called the Chantora, and is offered at an extremely low figure.

Messrs. J. J. Stockall & Sons, Ltd., occupy extensive premises in the Clerkenwell Road. Messrs. Barnett Samuel & Sons, Ltd., of Worship street, have arranged to take over some eight different models of disc machines, all of the two-arm type. This new series of instruments will certainly be welcomed by all phonograph dealers, as the construction contains several new features of a distinctive character.

Owing to the price-cutting which is inclined to by certain dealers over here, a suggestion is in force to form a retailers' protective association. By this means it is hoped to stifle the illegal cutting and thereby induce a feeling of greater security among those dealers who have signed the manufacturers' agreements. Undoubtedly such an association would be more than welcomed by all legitimate traders. The idea first emanated from one of our smartest dealers—Mr. J. Tobins, of 382 Mile End Road, London, E., and while I am in entire agreement with Mr. Tobin's suggestion I feel that it is a more difficult object

to attain than at first appears. Weeding out the delinquents would probably entail much time and money. The association should receive loyal and continuous support from each member, and by such observance would the necessary protection be largely gained. It is not to be expected that under-selling can be entirely prevented, but a continuous war must be waged in the interests of future trade, as in the case of records, competition is getting so keen that obviously if the dealer is to maintain a fair living his fixed margin of profit must be protected. I shall further report upon the progress of this matter, as I am of the opinion that the increasing interests of the Talking Machine World in England justifies any support I may be able to provide by the use of our columns for such a practical cause.

The constant cry is more room. It's the American Talking Machine Co. this time. They have in fact been crying for such a long time that the accompanying tears have at last flooded them out of Putney, or will do very shortly. Extensive warehouses have been secured in Tabernacle street, right in the heart of Phonoland. These new premises contain five stories—sufficient to accommodate thousands of records and machines. By the way, it is a noteworthy boast of this firm that they can execute at any time a 95 per cent. completion of most orders placed with them, so large is their stock. Mr. John Nottingham, the able head of the firm, is perhaps the oldest in the trade. At any rate he has been trading for a very large number of years, and is popularly styled "the father of the trade." Sufficient evidence of his keen business methods is found in the retrospect, from commencing with one small room, he has built the trade gradually and surely up to the necessity of acquiring no less than three large warerooms, in addition to his present occupation of two handy buildings. Later I shall give more detailed information.

Messrs. David Bruce & Co., of High Holborn, have recently entered the market with a specialty that is attracting considerable interest. They have revolutionized the trade with what is claimed as absolutely an unwearable needle. From my own observations this statement seems perfectly justified. It is evident a huge demand is forthcoming. The same firm have also marketed the "Vox Humana" sound-box—a master patent of Mr. Gardner's, who they claim was the first inventor of the screw attachment to the diaphragm with adjustments.

I learn that the Nicole Record Co. has been reconstructed and taken over by the newly registered Disc Record Co. I caught the manager, G. H. Burt, busily engaged in superintending the removal of machinery from the old premises in Great Saffron Hill, to Wellington Mills, Stockport, at which place the company intend to manufacture an improved disc record. Such is the information furnished by Mr. Burt, who will be remembered in connection with the Burt Co., at one time of Milburn, N. J.

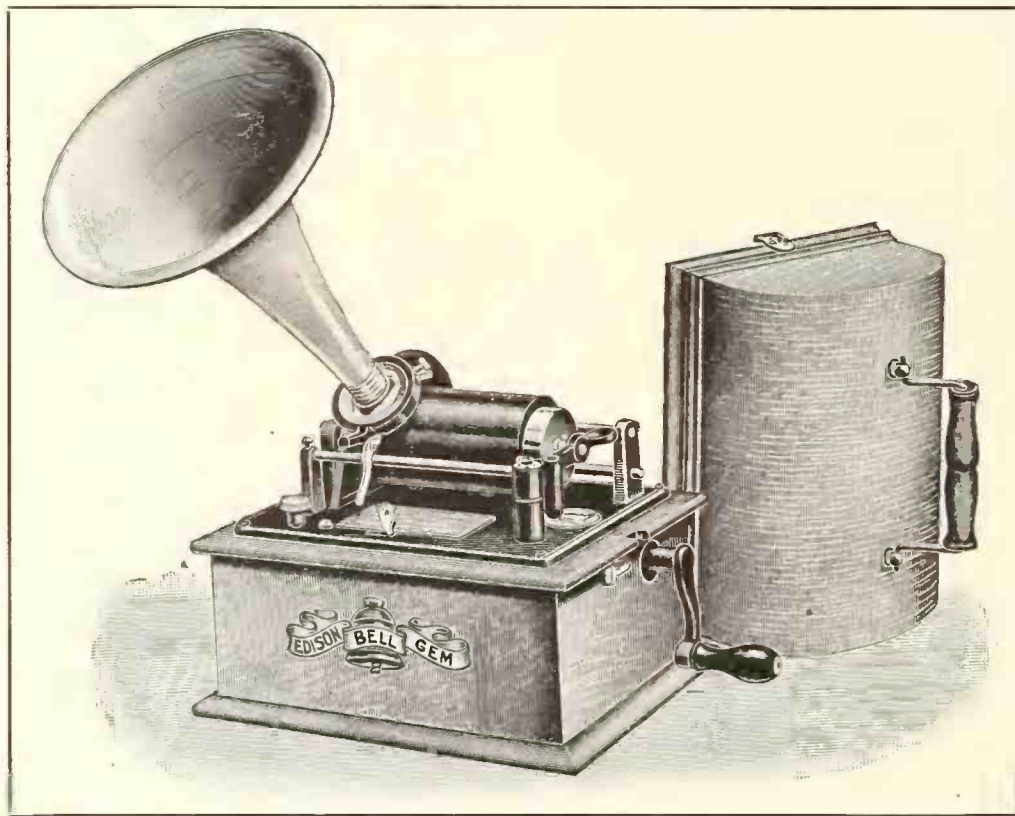
I learn that Mr. Melerio is resigning his position with the National Phonograph Co., Ltd. Mr. Schermerhorn, chairman of this company, by the way, is back from his American trip.

Eldridge R. Johnson, of the Victor Talking Machine Co., is, as you probably know, over here just now. His return is a little uncertain, as it depends on his wife's health, but Mrs. Johnson is making good progress, and I understand they may arrive in America about the end of September, or the beginning of October. In order to deal with the business and keep in quick touch with his firm, Mr. Johnson has opened up temporary private offices in the west of London.

*The*  
**EDISON BELL PHONOGRAPHS**  
 AND  
**EDISON BELL RECORDS**  
**OF BRITISH MANUFACTURE THROUGHOUT**

The Edison **Bell** are the oldest and largest manufacturers of Records in Great Britain, and their factory is the **ONLY ONE** in the **BRITISH EMPIRE** making Phonographs.

*The*  
**EDISON**  
**BELL**  
**GEM**



**BRITISH**  
**MANU-**  
**FACTURE**

**A NEW AND ELEGANT MODEL—NOT THE OLD COFFEE MILL TYPE PHONOGRAPH**

The Edison **Bell** manufacture and sell in Great Britain more Gold Moulded Records than all the other Manufacturers and Factors combined. It is easy to write long rows of figures, but whatever others may write—the **E. B.** can prove the above statement.

**AND WHY IS THIS?**

The **EDISON BELL** is the **BEST BRITISH RECORD**,—**BEST MUSIC**—(real music, not a mere row), **BEST SONGS**, **ALWAYS UP-TO-DATE**, and **AFFORDS BEST PROFITS**

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**GEM and STANDARD PHONOGRAPHS**

ADDRESS

**EDISON BELL**

**39 CHARING CROSS ROAD**

**LONDON, ENGLAND**

**THE LAKE PATENT UPHELD.**

Appeal from Decision Favorable to the Gramophone & Typewriters, Ltd., Against C. & J. Ullman Dismissed by Higher Court—Important Suit Will Interest Americans.

(Special to The Talking Machine World.)

London, England, August 5, 1906.

Before Lord Justice Vaughan Williams, Lord Justice Romer and Lord Justice Cozens-Hardy, the suit of the Gramophone & Typewriter, Ltd., v. C. and J. Ullman, has just been up for hearing.

This was an appeal from a decision by Lord Justice Farwell, sitting as a judge of first instance, and which was heard last March. The plaintiffs were the registered legal owners of letters patent No. 8401 of 1903, granted to Henry Harris Lake for "improvements in sound magnifying horns for phonographs and the like." The patentee in his complete specification stated as follows: "My invention relates generally to the art of sound recording and reproducing, and particularly to that class of device known as talking machines. The object of my invention is to provide an amplifying horn for talking machines of such a character that the same will have all the material advantages of a single horn connected directly to the sound box without having the disadvantages thereof due to the large size and weight of the bell portion of the horn"; then, after describing in detail his invention, he claimed "tapering amplifying horn for talking machines having joints in the tapering portions thereof to allow a horizontal and vertical movement of the sound box." The gramophones or talking machines manufactured and sold by the plaintiffs under these letters patent were a very large success, and had quite revolutionized the trade in talking machines. The defendants were factors and vendors of talking machines imported into this country from Germany and manufactured by the International Talking Machine Co., of Berlin. The plaintiffs alleged that the defendants were infringing their said letters patent by selling talking machines with tapering amplifying horns constructed in accordance with their said letters patent, and they claimed (1) an injunction to restrain the defendants from infringing their said letters patent; (2) damages, and delivery up or destruction of all infringing articles. The defendants alleged that the plaintiffs' patent was invalid because it was anticipated by the following specifications: Loret's, No. 6073, of 1897; Grindlas' No. 24,833, of 1899; Jensen's, 17,934, of 1900, and Johnson's, 21,799, of 1902; and they further contended that Lake's improvement was not the proper subject matter for a patent. Mr. Justice Farwell, in a considered judgment, said that the earliest form of gramophone in point of time had the amplifying horn mounted so as to be near the center of gravity, but with a certain amount of its weight resting on the sound box, and the horn had to be moved by the needle. This was, for various reasons, a disadvantage. The next step was to move the horn from the reproducer and connect it therewith by a tube. This tube, however, being made with parallel sides, was not so well adapted for the conduct of sound as the tapering horn. Lake then hit on the idea of putting two joints in the tapering portions of the horn, so that it is independent of support from the record and is yet flexible so that it can follow the record. It turns on both a vertical and a horizontal axis, the vertical enabling it to follow the side to side movement of the record, and the horizontal to follow the up and down movements. His lordship came to the conclusion that, though the case was near the line, there was sufficient invention to support the patent. He, therefore, granted the injunction as asked and an inquiry as to damages, and ordered destruction of the infringing machines. The defendants appealed.

The court dismissed the appeal. Their lordships said that for there to be good subject matter for a patent there must be both utility and invention. In the present case the utility of the

patent was not disputed. As for invention, this patent removed a difficulty which had always occurred previously in the manufacture of gramophones, and on the evidence it must be held that there was invention. On looking at the earlier patents on which the appellants relied, it was plain that none of them anticipated Lake's improvement. As infringement could hardly be seriously disputed on the evidence, the appeal must be dismissed.

**PATHE FRERES PURCHASE.**

Business Bearing Their Name in London—New Disc Contemplated—New System of Recording.

(Special to The Talking Machine World.)

London, England, August 6, 1906.

Pathé Frères, Paris, announce having acquired the well-known phonograph and cinematograph business of Pathé Frères (London), Ltd., carried on at 14, 16, 18 Lamb's Conduit street (London, W. C.), and that in future the business will be carried on under the style of Pathé Frères, London, at the same address.

H. Courant, who has for many years been intimately associated with this business, will reside in England, and with the help of an efficient and experienced staff will conduct the business.

With a thirst for more information I called upon L. H. Courant, who very courteously supplied other details. As mentioned the firm in future will be known as Pathé Frères, London. It is not intended to take over all the old stock of machines and records, but to put absolutely new goods upon the market as soon as possible. The company are going to manufacture a disc. This is only a preliminary statement to more definite information next month, and although it requires the patience of Job to rest on such a meager remark we must abide in such satisfaction as each one of us can muster according to temperament. About the first of October next a revolution in recording may be expected. If all anticipations are reached dealers will be interested to know that the new Pathé records embody a new scientific principle of recording. Mr. Courant claims that it will revolutionize the trade. This next season special efforts are to be devoted to the sale of discs and intermediate cylinder records and every help will be provided for the dealer. Owing to the reduction in price of the ordinary record the sales have increased in a marked degree. It was naturally expected that such would be the case, and the success of the venture is amply evidenced by the continued stream of orders that are received.

**COLUMBIA CO. BRANCH IN WARSAW.**

(Special to The Talking Machine World.)

London, England, August 7, 1906.

Undeterred by the unsettled social and political conditions in Russia, the Columbia Phonograph Co. are opening up a new branch in Warsaw, where for a long time they have had important connections. The new branch will be well stocked with Polish records as well as Russian, German and Hebrew, and will be the distributing point for Poland and Southern Russia, where a large and increasing volume of trade is being done in talking machines.

C. H. Miller, manager of the Oxford street branch of the Columbia Phonograph Co., has returned from his holiday on the East Coast, bronzed and happy in the accumulation of additional avoirdupois.

Horatio Connell and Bert Morphy recently made some splendid disc records for the Columbia Co., which they are publishing in the August supplement. They are of a very high order of excellence.

**"GLORIA" TONE ARM CYLINDER MACHINE.**

(Special to The Talking Machine World.)

London, England, August 7, 1906.

I have had the advantage of inspecting an advance sample of this instrument, which Messrs.

Barnett Samuel & Sons, Ltd., specialize. At the suggestion of a tone arm in combination with a cylinder machine one's thoughts are naturally directed toward various cheap Puck machines, which have been fitted solely for purposes of show, with a small tin elbow, thus justifying a use of the term "Tone Arm Machine." The "Gloria" is, however, an instrument of an entirely different type, and I am not saying too much in prophesying that it will soon become one of the most popular machines on our market.

Its tone arm attachment has been ingeniously constructed on scientific lines, and actually assists materially in increasing and purifying the tone of the instrument. The cabinet is a substantial one of green stained oak, several attractive mouldings helping to improve its appearance. Messrs. Barnett Samuel & Sons will shortly issue illustrations and full printed particulars of the "Gloria" machine, and all dealers should write to Worship street, London, for same.

**THE GENERAL PHONOGRAPH CO.**

J. H. White at the Head of Affairs—Manufacturing Both Cylinder and Disc Records—Huge Developments in Prospect.

(Special to The Talking Machine World.)

London, England, August 7, 1906.

Interest centers just now upon anticipation in relation to the future products of the above firm. Outside immediate trade circles little is known, excepting bare facts, but much is speculated upon. With a desire to clear the horizon and determine exactly what quality of record dealers may expect, I engineered my way to Easton Building, the company's new warehouse. The term "engineered," by the way, is expressly used, as near unto the premises it required an eagle eye to avoid the obstructive evidences of a future big business. I found Mr. White busily engaged in personally superintending the recording, but nevertheless courteously inclined to satisfy my huge capacity for news. The company consists of Mr. White and Mr. Greenberg, as first directors, certain of the departmental managers having an interest in the concern, which has a capital of nearly £40,000 behind it, with more to call upon if required. The firm intend to manufacture a cylinder and disc record, also a superior class of machine.

Among certain newly recorded selections I had the pleasure of listening to "Asthere" and "The Moon Has Raised Her Lamps Above," both excellent duets, by Peter Dawson and Tom Child, and was particularly impressed by the magnificent blending and natural tone qualities obtained. There was absolutely no blasting or metallic ring, and I venture to predict that Mr. White's record will find great favor with the public and soon obtain a prominent position in the field. The record is priced at one shilling, and will be known as the "White" record. Information regarding the disc record and machine will be forwarded later. Outside Mr. White, who is too well known to dwell further upon, the General Phonograph Co., have gathered around them other experts, including Mr. Von Dermee (late of the National), who has been appointed factory manager. With such experts, who are perhaps the most adept and inventive men obtainable in the talking machine industry, devoting their exclusive care and attention to turning out a really first-class record, dealers will not be disappointed in expecting to handle a line that can record its own merits. The labels of this company are striking and are gotten out in gold, red and black, the words "White Record" appearing in white on black background, producing a most novel and artistic appearance.

**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, Linc's, England.



FROM OUR LONDON HEADQUARTERS—(Continued).

**NATIONAL PHONOGRAPH CO.**

And Their Progressive Dealers—Their Combined Efforts Insure Good Steady Business.

(Special to The Talking Machine World.)

London, England, August 5, 1906.

The pleasantest feature of the summer season just ending, so far as phonographs are concerned, has been the realization by dealers in Great Britain that the talking machine business is one which merits attention from the dealer for twelve months in the year, and is not merely a winter side line. This satisfactory state of affairs is traceable to the efforts of the National Phonograph Co., Ltd., who were the first to introduce into this country the price maintenance system. This is a system which enables a manufacturer or distributor to keep in close touch with every dealer who is handling the manufacturer's goods. The National Phonograph Co., Ltd., have spared no efforts in their endeavor to secure for their agents shopkeepers and dealers of the best type. It is the custom of this company to have their representatives from time to time call upon every dealer who has at any time, and through any factor, signed a dealers' agreement. The information thus acquired is valuable, not only to the company in that it keeps them posted as to who are really the live agents, but also to the better class of dealer, because by means of these personal visits an undesirable agent is eliminated from their list. It has been felt that it was unjust to the dealer who invested his capital and used his premises to stock and exhibit talking machines through the entire year, and not a few months at the extreme end and beginning of the year, that he be called upon to meet the competition of his neighbor, who possibly only took up talking machines as a side line in the winter.

That the efforts of the National Phonograph Co. in this respect have been appreciated by dealers is amply proved by the increased business which has resulted this summer, the volume of which has been far in excess, both as regards machines and records, of any preceding summer season.

**NEOPHONE, LTD., EFFECTIVE PUBLICITY.**

(Special to The Talking Machine World.)

London, England, August 5, 1906.

The Neophone, Ltd., had a very fine display at their stand (No. 10) at the Music Trades Exhibition held at the Crystal Palace. There were about fifty models on show, and the public generally were greatly attracted to the stand on account of the numerous show cards intimating that "Neophones Need No Needles." I overheard several people talking about the display, and a sample of their conversation is that if they don't know what the "Neophone" is, they know it needs no needles. Mr. Bragg, who was in charge, was kept busy all day answering inquiries respecting the new product of the Neophone, Ltd. The records were of such splendid volume that I understand the bandmaster in the grounds asked Mr. Bragg to desist from using the Neophone while the band was playing in the North Tower Gardens.

Another great attraction at the stand was the Neophone home recorder. This the public were intensely enthusiastic about, and the crowd at times numbered quite a hundred. The visitors were all anxious to make records, and many fine results were obtained. In some cases three and four visitors were waiting to get their "turn," and the reproductions were really astonishing. One gentleman came with his cornet and played very well, and several of the Handel Festival Choir contributed during the interval.

The Neophone, Ltd., are to be complimented upon the design of their stand, and the blending of the colors, white, gold and green, and also the perfect representative stock they exhibited.

**DR. MICHAELIS TO VISIT NEW YORK.**

Dr. Michaelis, inventor of the Neophone, may

be expected in New York about, if not before, this is in print. His visit will be purely of a business nature, as I understand the firm's intention is to open up in the States. Neophone, Ltd., have been showing keen enterprise over here just lately, and if the same methods are adopted in America, the flies may be expected to buzz an indicating knell of advertising sorrow. For who? Don't trouble. You will soon know.

**HUNTING CO. TAKE ODEON BUSINESS.**

Sole Rights for Great Britain and Australia Secured.

(Special to The Talking Machine World.)

London, England, August 6, 1906.

As will be seen, this has been a month of surprises in London. Many new developments, some of which have been maturing for a considerable period, have at last reached the stage of open confession. The Russell Hunting Record Co. have, since their inception, shown a resourceful enterprise only equaled by the very exceptional position they hold in this field of industry. They have sent letters to the branch conveying the information that they have concluded arrangements with the International Talking Machine Co., of Berlin, and the Fonotipia Co., Ltd., of London and Milan, by which they have acquired the sole rights of Great Britain in "Odeon" and "Fonotipia" talking machines and records. What effect this development will have on the trade cannot be speculated upon here, but the future will tell. Certain it is, however, that the influence and up-to-date methods of the Russell Hunting Co. will undoubtedly secure a larger demand than hitherto for the Odeon and Fonotipia records.

As an indication of this, the firm have already secured another large warehouse in City Road, in addition to their present premises. For the present they will remain there, but there is no intention of continuing to occupy the Hamsell street premises, which evidently are far too small to cope with the anticipated increased demands for these disc records. E. Rink, former manager of the Odeon Co., has been elected to the directorate of the International Talking Machine Co. of Berlin, but will reside in Milan. In relation to the disc business only the firm will be known under the name of Sterling & Hunting, Ltd.

**DISCOVERY OF OLD TIME RECORDS.**

(Special to The Talking Machine World.)

London, England, August 4, 1906.

"Voices, that tho' silent are not forgotten."

The following is a list of some old-time records taken by one of the employes of the Edison-Bell Co., of London, in the year 1890. These records have until very recently been lost sight of, and in consequence of having been stored in unsuitable surroundings have suffered damage in various places by the attack of a minute fungus, which impairs the records here and there by the introduction of grating sounds. These records must not be compared as records with the advanced state of the art of recording of this day, but they are without doubt the productions of the genuine voices of the eminent personages represented.

The record made by the late W. E. Gladstone is most unfortunately the least intelligible, probably in consequence of repeated repetitions, and it bears the evidence of having been in unskilled hands and so has suffered damage from other causes than the mere wearing of the stylus. This is very unfortunate, as some of the words by close attention may be distinguished, most certainly his own utterance of his name.

The records, which are 14 in number, consist of the following:

Four by the late Poet Laureate Lord Tennyson, taken in his sick room during what proved to be his last illness. The titles are: "Let the Tale Be Told," "Bury the Great Duke," "Charge of the Light Brigade" (2).

One by Thomas Bailey Aldridge (the American author), on "Identity," July 4, 1890.

Two by Florence Nightingale, July 30, 1890.

One by P. T. Barnum, February 17, 1890.

One by Dr. William Bonny, of the Stanley Expedition.

One by Henry Arthur Ethrington (Vanity Fair), June, 1890.

One by Dr. Horatio Nelson Powers, of New York.

One by Mrs. Robert Browning.

One by H. M. Stanley.

One by the late W. E. Gladstone, March 15, 1890, message to a meeting in New York.

At the invitation of Mr. Hough I was accorded the pleasure of listening to certain of these records. Nobody can imagine the thrill of awe and delight that passes through one at the sound of voices long stilled. The reproduction is at intervals imperfect, but on the whole remarkably

**The Russell Hunting Record Co., Limited****MANUFACTURERS OF THE  
"STERLING" RECORD****ARE THE LARGEST MANUFACTURERS OF RECORDS  
IN GREAT BRITAIN. OUTPUT 125,000 WEEKLY.****Every Sterling Master is Recorded by RUSSELL HUNTING** The Originator of the  
"Michael Casey" Series.**WE GUARANTEE EVERY RECORD TO BE PERFECT.****"STERLING"****GOLD MOULDED RECORDS 25 CENTS EACH****LIBERAL DISCOUNT FOR EXPORT.**Canadian, New Zealand and South African Importers will save Duty by Importing BRITISH MADE RECORDS.**THE RUSSELL HUNTING RECORD CO., Limited****81, City Road, London, E. C., England**

FROM OUR LONDON HEADQUARTERS—(Continued).

clear for that time, when scientific recording was practically in its infancy. Among enthusiasts these records should be in great demand. Mr. Hough invites inquiries at 39 Charing Cross Road, London, and if there is sufficient call to warrant reissue he will no doubt make arrangements accordingly.

**NEW DEPARTURE IN RECORDS.**

Larger Records Admit Longer Verses of Song.

(Special to The Talking Machine World.)  
London, England, August 6, 1906.

When calling at the Edison-Bell office the other day, Mr. Hough, the manager, showed me what is practically a new departure in phonograph records. It has often been complained that a record made a trifle longer would frequently admit of extra verses of a song, or a few extra bars of a musical selections which have had to be cut out of the ordinary length of phonograph record, in consequence largely of the extra speed at which the present-day records are run and the shortness of the cylinders. By adding from one-quarter of an inch to five-eighths in length this defect may be remedied. A piece, for instance, like "The Lost Chord," cannot be put complete upon a phonograph cylinder, a most interesting passage always has to be left out. By utilizing the spare space which is demonstrated on all mandrels of standard lengths and size, this defect can be made good, and such as "The Lost Chord" be put on the slightly longer phonograph records without mutilation. It will be observed, of course, that this extra length is all "meat," the end washers being just the same, consequently the addition can be used to its fullest capacity. I think it highly probable when once this fashion is set it will be largely followed, and possibly universally adopted, as there has long been agitation among a certain section here for a longer record.

**JAMES H. WHITE HONORED.**

Provincial Factors of the National Company  
Fete Popular Member of the Trade.

(Special to The Talking Machine World.)  
London, England, August 5, 1906.

"We live in deeds, not years; in thoughts, not breaths;  
In feelings, not in figures on a dial.  
We should count time by heart-throbs. He most lives  
Who thinks most, feels the noblest, acts the best."  
—*Butler.*

Had these words been dedicated to Mr. White they could not have been more pertinent to the man, and such must be the thoughts of all who come in contact with him. At any rate, the



JAMES H. WHITE.

provincial factors of the National Phonograph Co. all thought so, as they took care to see that the verse in question was emblazoned on the menu card of the dinner they provided for Mr. White on the 27th at the Midland Hotel, Manchester. You all know that Mr. White has resigned his position with the National Phonograph Co., and is now at the head of the General Phonograph Co.

engaged in manufacturing what will be called the "White" record. In order to mark their feelings of appreciation and esteem for Mr. White, and at the same time avail themselves of the opportunity to record their hearty wishes for the success of his new venture, the provincial factors decided that a dinner and presentation would be the most suitable manner in which to do so.

A goodly company mustered at the Midland Hotel and a most successful evening was spent. The duty of the chairman was admirably discharged by Mr. William Newton, the popular factor of Newcastle.

After an excellent dinner the chairman addressed the gathering. In the course of his remarks he said: "I am delighted and honored to give you the toast, 'Our Guest.' We have assembled here to-night in a hostelry more or less consecrated to the talking machine trade, to do honor to one of its most distinguished members. Our guest is no stranger to any of us, so that there is no necessity for me to make a speech of introduction. But I think I will only be voicing your feelings if I say that the acquaintance and friendship of Mr. White has been something which each of us has prized, and of which we are not a little proud. I am sure that nothing I could say could possibly increase the respect and esteem in which he is held by all sections of the trade. We must remember and recognize that in a very large measure the healthy condition of the talking machine trade is due to the efforts of Mr. White in his endeavors to place practically a new industry in such a secure position as to prevent its early decay by a fearless application of the great principle of price maintenance. Personally, I consider that every straightforward factor and dealer in the United Kingdom is under a deep debt of gratitude to Mr. White for the state of the phonograph trade to-day. Had Mr. White not with great firmness stood fast on this, the question of price, to use a familiar phrase, the trade would have been in 'rags and tatters.'



Correspondence invited  
from Factors in all parts of  
the world : : : : :

All "WHITE" RECORDS  
will be distributed  
through jobbers : : :

The name "WHITE" on  
a Record means perfec-  
tion : : : : :

The **General** Salutes you  
and will very soon be prepared to  
take your orders for

**"WHITE" RECORDS**

made under the latest **GOLD  
MOULDED** process. Our aim will  
be highest possible *Quality* and most  
carefully selected of *Titles*.

We call attention of Jobbers in the British  
Colonies to the advantage of buying their  
Records in England, thereby getting the  
*benefits of preferential tariffs.*

Terms quoted and lists supplied on application

**THE GENERAL PHONOGRAPH CO., Ltd.**  
**26 Euston Buildings, Euston Road, London, Eng.**

# TO TALKING MACHINE MEN =====EVERYWHERE.=====

During the past few months I have visited all of the principal trade centers in Europe with a view of getting in closer personal touch with the talking machine interests everywhere.

As a direct result of my investigations, I have opened an office in London, with a trained trade journalist in charge, who will pay the closest attention to the news and trade situation in Europe.

The space given to European news in this issue will show how I propose to extend the influence of this journal in other lands. I shall have, as well, a special Continental service, and this journal, as its name indicates, will wield an ever-increasing world-wide influence among talking machine men.

It is most gratifying to find the steady advance which the Talking Machine World has made in European countries, and the high compliments paid it there, where leading men unhesitatingly pronounce it the best paper of its kind published.

The steady and to some surprising growth of this paper is not without excellent reason, for it is the result of carefully matured plans. I may state that for years I have been collecting lists of talking machine men in every part of the earth, including the islands of the sea, so that when I first set our journalistic machinery in motion I had a complete command of the trade situation, which it is impossible to obtain without years of preliminary work and large financial outlay. Back of this I have a splendidly organized journalistic machinery, covering every part of America, as well as Europe, composed of trained journalists, who thoroughly understand the talking machine situation.

It requires years to build up such an organization, and I feel today that I can confidently say to Europeans that I am in a better position to serve their world-wide interests than any other organization. Foreign advertisers should know that the paper circulates extensively not only in their respective countries, but in all parts of the earth, of course not to the same extent as in America, but sufficient to give excellent results to advertisers. Some of my European advertisers have already reaped most satisfactory returns through their investment in the World's columns, and I propose to conserve their interests carefully and render a splendid equivalent for any investment which they may make with me.

This paper stands for the best interests of the talking machine trade. It has demonstrated its independence and its usefulness. The subscription price is extremely moderate, and there is sufficient value in each issue to equal the annual subscription cost. The World is today the strongest influence in the entire talking machine industry, and it is most gratifying to all who are connected with it to know that its growth is being steadily accentuated with the passing of each month.

**EDWARD LYMAN BILL**

New York, August 15, 1906.

FROM OUR LONDON CORRESPONDENT—(Continued).

I may say that it gives me very great pleasure in now asking Mr. and Mrs. White's acceptance of a small token of our esteem and regard. Wishing him every success in his new undertaking, and may he and his good lady have long years of happiness and prosperity before them. Gentlemen, I now ask you to rise and drink to the health of our guest, Mr. White."

Needless to say, the toast was received with acclamation. Mr. White, much moved by the kind remarks of the chairman, in his reply, said that he did not know what he had done to deserve such a handsome gift, which he appreciated and thanked them for from the depth of his heart. In the time to come he would never be able to take a meal without thinking of "the boys of the Old Brigade" in the North. Although silverware could be destroyed, words



SILVER CHEST PRESENTED TO JAMES H. WHITE.

could not, and such kind words and thoughts as inspired this gift would ever live in his memory. He wished to propose two toasts in one—the "Provincial Factors and Thomas A. Edison," which, needless to say, was most enthusiastically honored.

This was then followed by several vocal and musical selections by well-known artists. Mr. James Stewart was most amusing and realistic in a voice-imitation of the phonograph. It was a novelty, requiring much vocal dexterity and was rendered in a most phonograph-like manner. Some more pithy speeches followed, in which reference was made to the guest, and it was evident therefrom that the regard in which Mr. White was held was most general.

Mrs. White and her sister, together with Mrs. Duwe, graced the company by their presence later in the evening. Mr. Duwe, as secretary of the Dinner Committee, showed his "Christian" character by doing his utmost to insure the absence of any hitch in the programme.

During the course of the evening telegrams were received from some who were unable to be present. Mr. Tilley (of "Titles" fame) wired from Cardiff his bitter regrets at his unavoidable absence, but the contrasting sweetness were the very hearty wishes sent. Mr. Lyle Taylor, the master-musician of the "White" record; Mr. Charley Howell, and Messrs. Brown Brothers, among others, wired their congratulations.

Mr. H. Clegg (Manchester Evening News) and Mr. B. W. Taylor (Manchester Dispatch) represented the local press, and L. W. Lillingston, Messrs. Dunlops and W. Lionel Sturdy the talking machine press.

The present consisted of a solid oak case of unique and handsome design, containing a set of silverware for all occasions. The case was inscribed as follows:

Presented to  
Mr. and Mrs. James H. White  
as a token of esteem  
by the Provincial Factors of  
the National Phonograph Co.,  
July 27, 1906.

One of the artists, Mr. Hamilton Hill, leaves here October 17 in the "Majestic" for America.

He will tour with the B. F. Keith service through Paterson, Hoboken, N. J.; New York, Boston and on to Toronto among other places. Mr. Hill makes records for the Russell Hunting Co. and the Gramophone and Typewriter Co., and if he can gain permission hopes to do some recording in the United States.

The following were present at the Northern Factors' complimentary dinner: Mr. and Mrs. Jas. H. Waite, Mr. W. Newton, Newcastle; Mr. and Mrs. Christian Dusoe, Manchester; Mr. J. Walsh, Blackburn; Mr. R. J. Appleton, Bradford; Mr. Swaine Stoddart, Mr. Fred Stoddart, Bradford; Mr. J. Harris, Dublin; Mr. E. A. Wood, Birmingham; Mr. E. Gardner, Padiham; Mr. Morris Greenberg, London; Mr. S. C. and Joseph Richardson, Mr. G. M. Geddes, Mr. Karl Wagenhaus, Manchester; Mr. J. Ellis, Sheffield; Mr. Burrows, Mr. S. Popert, Mr. A. M. Abbott, Mr. A. Cuthbert, Manchester; Mr. Arthur S. and Percy A. Dunlop, Mr. L. W. Lillingston, Mr. W. L. Sturdy, Mr. H. Clegg, Mr. B. W. Taylor, London

**PRESIDENT EASTON AN ENGLISH VISITOR.**

(Special to The Talking Machine World.)  
London, Eng., Aug. 4, 1906.

E. D. Easton, president of the Columbia Phonograph Co., visited London in July in the course of his annual European trip. He spent a fortnight on the Continent, and also went down to Manchester to have a look at the new Midlands branch recently opened there. He was accompanied as usual by Frank Dorian, European general manager. Mr. Easton was much interested in the progress made at the Wandsworth factory, and expressed himself as pleased at European conditions generally. In answer to inquiries he said the last year had been the best in the Columbia's history, and the prospects were for an even better report for the coming twelve months.

**INCREASE PRICE EDISON-BELL RECORDS.**

(Special to The Talking Machine World.)  
London, Eng., Aug. 5, 1906.

The following is the text of a communication issued by the Edison-Bell Co.: "We regret to announce that in consequence of the serious advances during the present year in the market prices of all materials of which Edison-Bell records are composed, we are compelled to give notice of an impending increase in our prices to dealers, rather than use inferior materials. Our present stocks and contracts for supplies will carry us well into August, and we have decided to give dealers the benefit of the lowest prices as long as possible. After August 31 next the prices will be 7 shillings and six shillings 9 pence per dozen instead of 6 shillings 6 pence and 6 shillings three pence, respectively. Terms and other conditions, as heretofore."

**PROPOSED RETAIL PROTECTIVE SOCIETY.**

(Special to The Talking Machine World.)  
London, Eng., Aug. 6, 1906.

To add to my previous report upon the above matter, I learn from Mr. Tobin, the organizer, that the suggestion is being warmly supported by the dealers, but it is a fact that the manufacturers show a somewhat surprising indifference to the movement. Mr. Tobin invites correspondence, and as soon as a satisfactory number of promises to subscribe for membership are received a meeting will be called to discuss the matter further and appoint the necessary executive.

**SOUSA'S LATEST MARCH HEARD.**

(Special to The Talking Machine World.)  
London, Eng., Aug. 7, 1906.

Sousa's latest march, "On to Victory," is announced by the Columbia Co. in ten-inch disc record No. 3404. The march is introduced into "The Free Lance," a new comic opera written by Sousa, which is having a successful run in the States.

**SEEN AND HEARD IN LONDON TOWN.**

New Zonophone Catalogue, American Talking Machine Co. in New Quarters—Bruce's Specialties in Records—Other News.

I have before me one of the Zonophone Co.'s latest catalogues of records. Apart from being well printed and neatly arranged, the list contains a comprehensive tabulation of various band and instrumental selections. The vocal section contains many popular airs (old and new), and being allocated in each case under the name of the artist, is most adaptable for easy reference. Generally, business is very good with this company.

The American Talking Machine Co. will be ready to do business from their new premises in Tabernacle street by the time this is in print.

David Bruce & Co. (151 High Holborn) are offering for sale some magnificent all-British made disc talking machines. The firm also manufacture in their own works from master patent, what they claim to be one of the finest sound boxes on the market. Also a needle warranted to play 50 records without signs of wear.

Recently meeting Mr. Spiers, the well-known Birmingham factor, he informs me that the provincial trade is, generally speaking, pretty good. Of course, the present activity with the manufacturers will soon spread to the factors, and as the summer wanes, to our very much respected dealer.

Among the new August records announced by the Columbia Co. are several very attractive numbers on seven-inch discs. They are brisk marches and lively dances, and ought to have a wide popularity.

Ten more long six-inch gold moulded records for cylinder machines with long mandrels have just been published by the Columbia Co. Six are instrumental selections, the rest vocal.

A novelty for talking machine users is offered in the August supplement of Columbia records in three ocarina solos on 7-inch records. This seldom-heard instrument makes a good record. The tone is clear-cut, without being shrill. The quality is distinctive and the reproduction effective. On the Continent such records are in high favor, and no doubt these now under notice, which are played with remarkable skill, will find many British admirers.

**COLUMBIA TAKES FIRST PRIZE.**

(Special to The Talking Machine World.)  
London Eng. Aug. 5, 1906.

The Columbia sound-magnifying graphophone has just taken first honors at an exhibition held in Wurtemberg, Germany. The loud-sounding instrument is having a splendid sale on the Continent, the demand being considerably in excess of the supply. Interest in the machine is everywhere considerably on the increase, and dealers particularly are ordering them because of the splendid help they find them in showing records to customers.

**NOVEL RECORD ADVERTISING.**

(Special to The Talking Machine World.)  
London, England, August 6, 1906.

The Russell Hunting Record Co. recently resorted to an advertising scheme that for originality surpassed anything so far adopted by the trade in "Yankeeland." The company sent up a balloon from which was dropped 5,000 coupons each entitling the finder to their choice of any record on the Company's list. Within three days 3,500 of the coupons had been returned and the records claimed. Each recipient of a record gave his name and address, and thus many valuable names were added to the list of prospects.

# TWENTIETH CENTURY "HOME"

A WONDERFUL NEW GRAPHOPHONE  
NOW ON THE MARKET A MARVELOUS INSTRUMENT

THE demand for a Graphophone embodying the principles of the "Twentieth Century" but smaller in size than the "Premier" and particularly adapted to the home and small halls, has resulted in the bringing forth, by the Columbia Phonograph Company, of a new machine known as the Twentieth Century "HOME." We present a picture of it below.

This new type of machine sells, without horn, for

## \$75

and is, in every respect, a thoroughly first-class instrument.

It has the same essential features that have made the Twentieth Century "Premier" famous.



TWENTIETH CENTURY "HOME" GRAPHOPHONE  
(TYPE BM)

Mounted in a

### Mahogany Cabinet

of great beauty and high finish and equipped with a strong motor, the

### Twentieth Century "HOME"

LEAVES NOTHING TO BE DESIRED

Uses the regular Cylinder Records—all makes—as well as the new Columbia Twentieth Century Cylinders, half a foot long: 50 cents each.

While the **VOLUME** of tone from records played on the new machine is somewhat less than when they are reproduced on the Twentieth Century "Premier," the **QUALITY** is full.

Measured by ordinary cylinder machines, the Twentieth Century "HOME" **GRAPHOPHONE** is so far in advance of them as to leave no room for comparisons.

## Columbia Phonograph Company, Gen'l

Sole Sales Agent for the **AMERICAN GRAPHOPHONE COMPANY**

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

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

Stores in all Principal Cities.

Dealers Everywhere.

Tear Off Here. Fill in and Mail To-day to.....  
COLUMBIA PHONOGRAPH CO., GEN'L,  
90-92 West Broadway,  
New York.  
Dear Sirs: I am interested in your Twentieth Century "Home" Graphophone. Send me full details, prices, terms, etc., at once.  
Yours truly,  
Name .....  
Address .....  
T. M. W.



**NEWS FROM THE EMERALD ISLE.**

Talking Machines at Country Fairs—Recent Visitors to Belfast—J. H. Whites' Resignation Regretted—Neophone Novelty Demonstrated—Sousa's Attack on Talking Machines—Exploiting House Property With the "Talker"—Equipment for the Seaside.

(Special to The Talking Machine World.)

Belfast, Ireland, August 3, 1906.

In an agricultural country such as the North of Ireland, special exhibition of cattle, farming implements, etc., naturally appeal to a very large and important section of our population. This was evidenced by an enormous "gate" at Newtownards, County Down, when the annual "show" of the North Down Agricultural Society attracted the fairest of Ulster's daughters, the elite of the province, horse and cattle breeders from far and near, and last, but not least, thousands of farmers from the counties of Antrim and Down—fine, typical specimens of that healthy and robust race which has been correctly described as "the backbone of Ireland," and from which has sprung the most successful merchants of Belfast. Judging from newspaper reports the two leading features of the exhibition were the horse jumping competitions, and the "musical treat." The latter was a splendid programme of choice selections rendered on the Monarch senior gramophone and Edison phonograph. The entire arrangements in connection with these concerts were entrusted to T. Edens Osborne, of Belfast, who displayed laudable judgment in choosing the gramophone, zono- phone and Odeon disc records and the popular Edison and "Sterling" cylinders, the rendition of which was much appreciated.

The genial manager of the British Zonophone Co., London, G. P. Long, paid a flying visit to Belfast recently. He had the pleasure of congratulating his factor (Mr. Osborne) on account of his output of Zonophone goods, being treble what it was in April, May and June of 1905, thus indicating that the demand for "talkers" and records in summer is growing phenomenally.

R. G. Smyth, the energetic and popular representative (for Ireland and Scotland), of the Gramophone & Typewriter, Ltd., was another visitor, and in conversation with his largest local customer reported that the summer sales of this company's products were highly gratifying.

The resignation of J. H. White, who until quite recently was managing director of the National

Phonograph Co., has caused widespread regret, especially among all factors who enjoyed the privilege of being "hand in glove" with him. His geniality, good nature and urbanity, coupled with organizing abilities of a high order, endeared him to the clientele of his late company. No one can contemplate the charming personality of Mr. White without being strongly impressed with his splendid physique, his good-natured, honest physiognomy, and a temperament indicative of that "Suaviter in modo, fortiter in re," so essential to success in life.

By an artistic "carte postale" mailed at Suez on June 16, S. W. Dixon, the esteemed manager of the Gramophone & Typewriter, Ltd., London, apprised T. Edens Osborne that he was thus far on his return journey from his successful South African business trip; having such an efficient staff in London it is anticipated that Mr. Dixon could not have experienced much anxiety concerning the affairs of his company while abroad.

P. Mellerio, formerly manager of the British Zonophone Co., now occupies a prominent position in London, namely, "manager of the sales department" of the National Phonograph Co. His many friends in the trade heartily congratulate him on his appointment.

The latest novelty shown at Scottish Provident Buildings, Belfast, is the new device of the Neophone, Ltd., for attachment to the sound box of a disc "talker," consisting of an elbow for adjusting it to the proper angle, and a pin with reproducing sapphire substituted for the ordinary needle; a taper arm instrument thus becomes suitable for operating the Neophone records. The reproduction, though wonderfully good, is not considered by local experts at all equal to an up-to-date gramophone. Doubtless the Neophone will ere long be much improved by its clever inventor, Dr. Michaelis.

Sterling phonograph records have become "prime favorites" in North of Ireland, and seem to be ousting several brands sold at same price, one shilling, from the market.

The attack made by Sousa on talking machines was much commented upon in this country. Fortunately, the public of Belfast are gifted with a fair share of commercial perspicacity, and accordingly were well qualified to "read between the lines" when perusing the published extract from Sousa's speech before the Congressional committees. Surely a change has suddenly come o'er the spirit of his dream, for only a few years ago when "talkers" were but crude and primitive in comparison with present-day instruments, he wrote to Mr. Barry Owen, "Your gramophones are all right."

Toujours la politesse! A pretty compliment—unconsciously administered—was paid to the Gramophone a short time ago in the talking machine depot of T. Edens Osborne. One of his lady customers, before leaving the establishment, had to pass close to a gramophone in operation. Just at that moment Russell Hunting was announcing the title of one of his well-known "Michael Casey" records, and the lady thus taken by surprise immediately turned toward the instrument and said, "I beg your pardon," before she discovered she was apologizing to a gramophone (for so rudely passing in front of the speaker).

One of the latest uses to which the "talker" has been locally applied is to attract investors to desirable building sites, and to exploit and develop house property. With commendable enterprise Sir Robert J. McConnell, Bart., has purchased an up-to-date Gramophone which he has installed in the picturesque pleasure gardens of the Garden Estates Co., Cliftonville Circus, Belfast. It has been placed in a sweet little tea house (in charge of Miss Hamilton) which is now therefore a new type of Café Chantant.

It is significant that many families now include a talking machine and records as an item of their equipment when going to the seaside. Furthermore, the "talker" is now an essential factor in camping parties—indeed, this was evidenced at the charming seaside resort of Helen's Bay, County Down, during the months of June and July, where the Edison Home Phonograph was used by the Bohemian Camping Club for the enjoyment of its members, and the general public.

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

**Hohner Harmonicas and Accordeons**



A Good Side-Line for Talking Machine Dealers

Small Stock  
Little Capital Required  
Big Demand  
Big Profits



Mr. Talking Machine Dealer:

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

ANY JOBBER CAN SUPPLY YOU

A Postal Will Bring You the Latest Catalogue

**M. HOHNER**  
475 Broadway, New York  
AND 76 YORK ST., TORONTO, CONN.

**OUR CYLINDER RECORD CABINET NO. 30**



Is one of the handsomest Cabinets on the market, being well proportioned, has French Legs, Five Drawers, holds 150 Records. Golden or Weathered Oak or Mahogany Finish.

Write for Catalogue and prices or ask your Jobber for the Feige Cabinets.

**FEIGE DESK CO.,**

2073 Genesee Ave., Saginaw, Mich., U. S. A.

**The House of York**



Is not only noted for the manufacture of

The Best Band Instruments

on earth, but for the publication of some of the

Best Band and Orchestra Music

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

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

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

## TRADE HAPPENINGS IN THE WEST

Appreciative of National Phonograph Co. Courtesies—Babson Bros. Branch Out—G. M. Nisbett Joins Forces—C. M. Noyes Chats Interestingly of San Francisco Matters—New Coin-operated Machine—Eckland's Plan of Campaign—Cable Company Expansion—Lyon & Healy's Great Record—Henry B. Babson May Retire from Universal Talking Machine Co.—To Locate in Chicago—All the News of the Month Carefully Presented.

(Special to The Talking Machine World.)

World Office, 195 Wabash avenue,  
Chicago, Ill., August 11, 1906.

Ordinary adjectives are entirely inadequate to express the opinions of the Chicagoans who attended the Edison reception in the East. They returned full of enthusiasm regarding the magnificent hospitality tendered them, the remarkably able management of the whole affair, and the priceless privilege of meeting and conversing with Mr. Edison himself. Following are some of the expressions:

F. L. Babson, of Babson Bros.—“The whole affair was conducted on a great, broad-minded way, and far exceeded anybody's expectations. Mr. Dolbeer, who had charge of the programme, and all the officers of the company, are to be congratulated. Everything was carried out without a hitch, the hospitality was lavish and the visitors were not allowed to spend a cent. Business was tabooed. Possibly many thought the Edison people were getting us down there to talk business to us, but such was not the case. Shop talk was tabooed, and it was simply a great, big, glorious family gathering.”

J. W. Harrison, of the Cable Company.—“The Edison people certainly treated us royally. The way the big crowd was handled was a marvel. There were no mistakes, no failures to carry out the programme as arranged, and the whole 250 of us were looked after with as great care and given as much personal attention, and entertained as liberally, as if there had been only three or four of us.”

C. E. Goodwin, Lyon & Healy.—“I can't say too much in praise of the National Phonograph Co.'s reception to their jobbers. Everything was conducted on a princely style. Just say that the whole affair was up to, if not a few points above, the usual Edison standard, and you have it in a nutshell.”

James F. Bowers, treasurer of Lyon & Healy, had the privilege of spending almost the entire time during the trip to West Point in Mr. Edison's company. “He's the greatest man that ever lived,” said Mr. Bowers. “His knowledge is universal and encyclopædic, and his manners are as simple and unaffected as a child. He loves a joke, and can tell a good story, but he's a serious minded man, nevertheless. Just for instance, at one time when there was a little pause in the conversation, he turned to me, and waving his hand toward the magnificent landscape, said: ‘I can't understand how any one who knows anything about chemistry or delves into the secrets of nature, can doubt for a moment that this glorious world of ours evidences a Creator, an overruling Intelligence—a Ruler of all.’”

Touching on Edison's relations to the industrial world, Mr. Bowers said: “Just think of the enormous number of men given employment as the result of this man's genius. Three thousand seven hundred men are employed at the talking machine factories at Orange alone. Twenty thousand at the great works of the General Electric Co., besides those at the Edison lighting plants throughout the country. Talk about your captains of industry! This man's a general. And yet as simple and unaffected as a child,” he repeated, musingly.

Edward H. Uhl, Rudolph Wurlitzer Co.—“Everybody had the time of their lives. Both in general scope and in the manner in which the details were executed it was a remarkable affair. While it was primarily and absolutely a social affair, yet the gathering of so many jobbers from all parts of the country must be of invaluable commercial benefit to them all. The exchanges of experiences in hotel corridors and en route to the various points of interest visited proved invaluable, I am sure.”

P. E. Conroy, of St. Louis, passed through Chicago on his belated return from the East.—“The Edison affair was simply magnificent,” said he. “The best thing about it was that there were no playing of favorites. The mere fact that a man was an Edison jobber no matter how small placed him on a par with the biggest handler of Edison goods on the list. I don't think there has ever been anything like it in any line of trade whatever.”

The most important news item of the month from the Chicago standpoint is found in the fact that Babson Bros., who started in business a little less than a year ago in the mail order talking machine business, have decided to branch out extensively in the jobbing business, with a view to gradually concentrating their entire energies to the wholesale end. G. M. Nisbett, one of the best-known talking machine men in the country, will have charge of the wholesale department, and will have a working interest in that end of the business. The wholesale department will be conducted separate from the other branch of the business now at 149 Michigan avenue, and Mr. Nisbett will probably have secured spacious quarters for his department by the time this issue of The World reaches its readers. The firm will be Edison jobbers on a large scale, and heavy orders for goods have already been placed. They will also carry a disc line, but arrangements have not yet been completed. F. L. and Gus Babson are recognized as two of the brightest, keenest, most aggressive young men in the business. They have literally grown up in it, and got their early training with such men as their brother, Henry Babson, and Mr. Douglass, now of the Victor Co.

G. M. Nisbett came to Chicago in October, 1905, as city salesman for the Edison Co. Has been with them ever since, and the last two years until the discontinuance of the Chicago office has been in charge of it as the company's Western manager. He is a thoroughly posted man, and has wide acquaintance with the Western dealers. Babson Bros. are prepared right now to fill orders for Edison goods, but will go after the business on an aggressive scale by September 1.

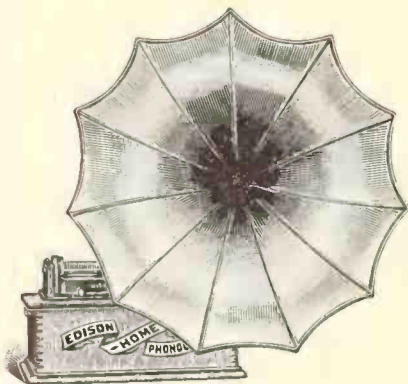
C. W. Noyes, secretary of the Hawthorne-Sheble Manufacturing Co., and Western representative of the American Record Co., returned on August 6, from a trip to the Coast, which has proven a record breaker, both in territory covered, considering that he only left Chicago on June 26, and in the volume of business. He says that the past year has witnessed a wonderful development in the talking machine business in the far West. Any number of new jobbers have been created, and they in turn have been at work aggressively, and have got dealers started in little hamlets where no talkers were sold before. All of the older distributors have placed much larger orders for fall than last year.

'Frisco was a revelation to him. “One dealer told me that I would be surprised to find the number of talking machines among tent dwellers in Golden Gate Park,” said Mr. Noyes. “I admit that I was incredulous at first, but not after I took a trip out there one evening. The air was full of melody. It was a great record exhibition. I only went through a small portion of the tent city and counted twenty-five talkers, and, of course, there were plenty more concealed. A large number of the talkers at Golden Gate Park have been purchased since the quake and fire. Of course, there are many people out there rendered destitute by the great disaster, and who are supported by the city. But perhaps the larger portion of the tenters are employed at good wages. The transforming of some of the residence streets into marts of trade have driven the former residents out, as they cannot pay the high prices obtainable from business firms. These concerns who are back in the talking machine business in 'Frisco are doing a really big business, and a big trade is being done from Oakland. Everybody is placing large orders. Kohler & Chase are in temporary quarters on Sutter street and are making arrangements to put up a building on their old site. Just now all their talking machine business is being done from Oakland. Sherman, Clay & Co., who have been in Oakland, are establishing temporary quarters on Van Ness avenue, and will have a magnificent stone and steel fire and earthquake structure on their old site.

“Peter Bacigalupi didn't stay wiped out. The next day after the fire he was down on Golden Gate avenue leasing ‘foundations’ and letting contracts for temporary stores. Bacigalupi's market is a wonder. He put up a roof and rented space to sixty merchants in all lines, who have put up their own booths and are paying Peter a rental and a percentage of the profits. You can buy anything, from a pencil to a threshing machine there. Next door is Bacigalupi's

## Chicago Horn Support

FOR EDISON PHONOGRAPHS



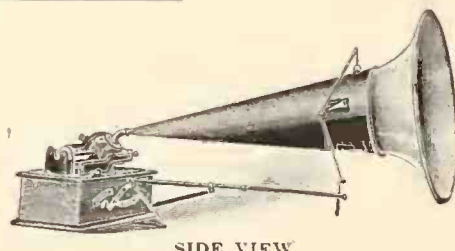
FRONT VIEW—SUPPORT INVISIBLE

The simplest, neatest and most practical Horn Support on the market. Has many advantages over other devices of this kind. Is adjustable to different size horns, holding the largest size bell horn perfectly without tipping the machine.

This support is so constructed that it comes directly under the machine and practically out of sight, leaving the top of machine perfectly clear. This support is quickly attached and detached, and folds up into a package 1¾ inches by 2¼ inches by 15 inches in length, allowing same to be packed inside of machine case. Handsomely finished in heavy nickel plate.

Ask your jobber to send you a sample. Must retail for \$1.50 each. Wholesale, 75 cents each.

**CHICAGO STAND CO.**  
266 Wabash Avenue, CHICAGO



SIDE VIEW

main talking machine store. Nearby is a restaurant run by one of 'Frisco's most famous chefs, and in which the talking machine man has an interest. He was preparing to start a drug store when I left. He has another talking machine store on Fillmore street. I spent a Saturday afternoon there, and the store was literally crowded. One \$300 outfit was sold. Everywhere I went a remarkably good dull season's business was being done. At Los Angeles the Southern California Music Co. have just taken hold of the Edison line in a large way as jobbers. They are also Victor dealers and handle Hawthorne-Sheble supplies, and are American record jobbers. They have fitted up the second floor for the talking machine department, and have five plate glass record rooms. They are doing a big business, both wholesale and retail. Up on the north coast I found things booming. Graves & Co., at Portland; D. S. Johnston & Co., Seattle; Eilers Music Co., and the Spokane Phonograph Co., Spokane, are all doing an excellent business right now, and are preparing for a phenomenal fall business, judging from the size of their orders.

At Butte, Mont., Orton Bros., are preparing to move their talking machine department from the basement to the second floor, where the business will be pushed more energetically than ever, and where they will have handsomely fitted up record rooms. At the Montana Phonograph Co., at Helena, Frank Buscher told me that when they first went into the jobbing business a short time ago there were only 13 talking machine jobbers in the State. They have created many others since. Mr. Buscher cited the fact that the length of Montana from east to west is approximately 800 miles—almost the distance from Chicago to New York—and is 500 miles wide. This gives an idea of the chance of business development in the future.

Among the other cities covered by Mr. Noyes in his trip were Kansas City, Omaha, Lincoln, Denver, Colorado Springs, Salt Lake City and Ogden, in all of which he found the talking machine dealers in a flourishing condition.

E. C. Plume, who represents the Columbia Phonograph Co. to the jobbers in the Western field, left on July 28 with his family for a two or three weeks' vacation at Berrieu Springs, Mich. He has recently created a number of new jobbers for the Columbia product in Chicago.

H. A. Steadman, manager of the talking machine and gun departments at Hibbard Spencer, Bartlett & Co.'s, who has been ill with typhoid fever for the past six weeks, and at one time was very near death's door, is slowly convalescing, and hopes to be able to assume his desk again before the month is out.

A. S. Thompson, manager of the talking machine and musical instrument, sporting goods and toy departments at Rothschild & Co.'s, left the latter part of the month for the East, where he will spend several weeks buying goods in his various lines.

The Automatic Machine & Tool Co. have now on the market a coin-operated talking machine of decidedly unique nature. It is equipped with twenty-four disc (Victor) records, twelve on each side of the center revolving table, which holds the record being played. The programme is in sight, and any special number desired can be selected by the turning of a knob. Above the revolving table is a magazine holding 150 needles, one of which is fed automatically for each record. After the record is played the needle just used is dropped into a cup, which, as the record disappears, is carried into a receptacle on the side. To operate the machine a nickel is dropped in the slot, and the crank handle turned once, winding the motor for one record. A unique feature is that steel or iron slugs will not work, as they are at once deflected from the coin channel by a magnet. It is a crowd entertainer, the large horn emerging from the top of the machine.

The Victor Novelty Works, who manufacture a large line of slot machines, are about to bring

out a coin-operated cabinet machine, using the Twentieth Century Graphophone, and thus producing a remarkable volume of tone. The Columbia cylinder records will, of course, be used. It will be on the market about September 1. A number of records are on a spindle, and the one to be played is automatically shifted onto the mandrel. One turn of crank winds for record.

\* \* \* \*

O. Eckland, manager of the instalment department of the Chicago Phonograph Co., has now no less than 284 solicitors out in Chicago, and within a radius of 300 miles of the city. In addition to these he has a number of women engaged in the city stirring up prospects and keeping the solicitors, who work on commission, from getting discouraged, because of the otherwise totally unproductive calls they would have to make. The young women make a systematic canvass of the district to which they are allotted, visiting every house and flat. They get easy admission by a peculiar method of approach invented by the ingenious Eckland. Then they proceed to find out whether the householder has a machine; if not, whether he is favorably disposed toward the proposition; if he has a machine, whether he would exchange for a better one. Their reports of course furnish valuable pointers for the regular canvassers.

\* \* \* \*

W. W. Parsons, manager of the commercial department of the Chicago office of the Columbia Phonograph Co., spent his vacation last month in the East. He visited the Columbia factory, and was impressed with the immense increase in equipment and output since his last visit five years ago. He reports that the new type of the dictation graphophone, especially adapted for use in the smaller cities and towns where they have no direct current, will soon be ready for the market.

\* \* \* \*

Since Arthur D. Geissler came to Chicago in February last to take charge of the Talking Machine Co., he has made some very aggressive moves, which have had the effect of immensely increasing the wholesale business of the company. For one thing, he has eliminated the retail business of the company entirely, including the mail order business, which amounted to something like \$15,000 per month alone. The Talking Machine Co. are exclusive Victor distributors, and continually carry a stock of 100,000 Victor records. Moreover, a number of extra men have been added to the shipping department so as to enable them to fill all orders the same day received. Mr. Geissler exhibits with pride a recent order for 500 records, which was filled with only five "outs," and he says their orders will average 95 per cent. of the records scheduled filled from stock. As soon as a record is received from the factory, it is placed in a special envelope and sealed, so it is never used before shipping and the dealer is assured of a perfectly fresh record. The envelopes are, of course, cut out so as to expose the label of the record. James Milne, who, while a young man, is one of the oldest talking machine salesmen on the road, but who for the past six months has been out of the line settling his father's estate, and has been placed in charge of the Talking Machine Co.'s road men, and will personally call on the trade in Southern Michigan, Southern Wisconsin, Northern Illinois and Northern Indiana.

\* \* \* \*

C. L. Hibbard, manager of the Chicago branch of the commercial department of the National Phonograph Co., reports that sales of the Edison business phonograph are far beyond his expectations. A number of the largest concerns in the city have adopted the Edison dictation machine, and are enthusiastic over the results they are securing. Handsome quarters are occupied by Mr. Hubbard, and a large corps of assistants on the sixth floor of 304 Wabash avenue. Separate from the offices is a room devoted to the school of instruction, in charge of Miss Davis. Here a number of young women are being trained in the use of the business phonograph, and experienced operators can be furnished at a moment's notice. When the Edison machines are installed in a

~~ALL IN AN ENVELOPE~~



This is the way your Records look when you receive them

**"If You Get Them from Us."**

As soon as received from the factory they are placed in an envelope and sealed. This seal is not broken until, in selling a customer, you break it.

**We Are the Only Victor Distributors in United States Who Do Not Retail.**

You might just as well be dealing with the Factory direct—the Goods reach you in the same condition.

**Over 100,000 Records Always in Stock.**

Give us your Fall business this year. Once gained we will hold it. Remember our big organization devotes its entire energy to filling the wants of *Dealers Only*.

Wherever you are in these United States, you may figure that freight on one order filled *completely* is less than on an original order and then on a back order.

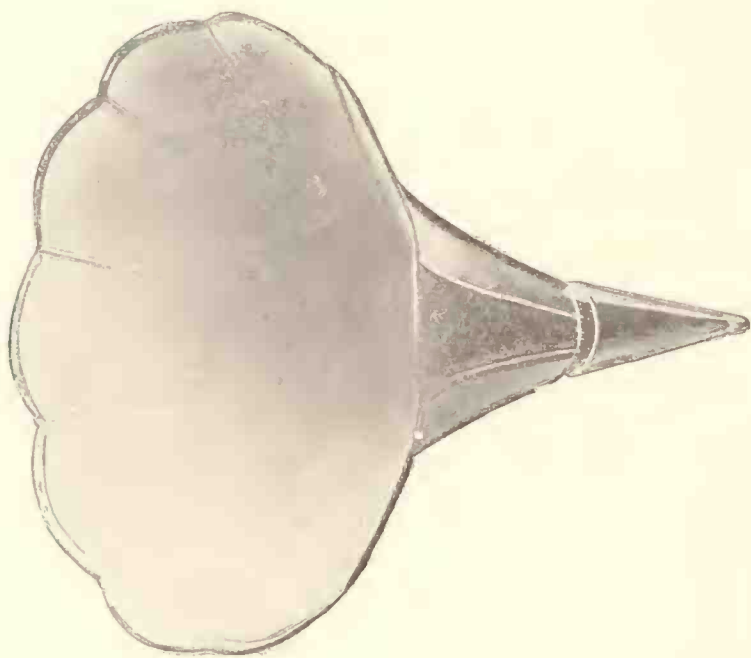


105-107-109 Madison Street,  
CHICAGO, ILL.

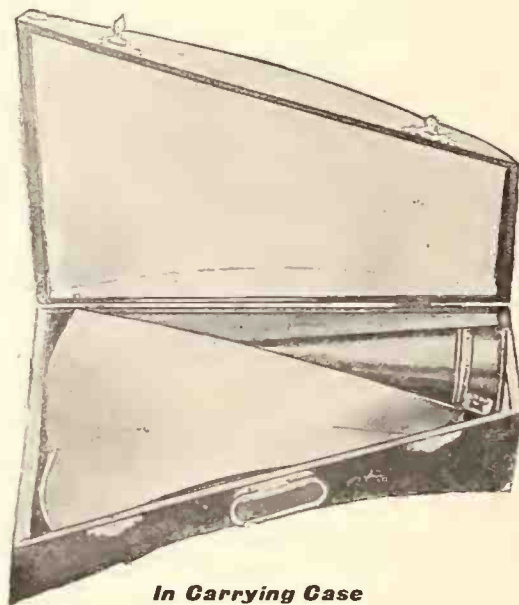
# The Problem Solved

**The Only Practical Collapsible  
Sheet Metal Flower Horn  
on the Market.**

**Made for Both Cylinder  
and Disc Taper Arm  
Machines.**



*READY for use inside of one minute*



*In Carrying Case*

We guarantee this horn in every respect as to its wearing and acoustic qualities. It is not necessary to explain its points of superiority over all other horns for Traveling, Camping, Yachting or convenience in general use.

**IT'S JUST WHAT THE PUBLIC  
ARE LOOKING FOR.**

Dealers will place their orders through their jobbers.  
For further particulars address

**THE NEW JERSEY SHEET METAL CO.**

OFFICES AND FACTORIES

9-11 Crawford Street - - NEWARK, N. J., U. S. A.

house the stenographers in its employ are welcomed at the company's office, and, by spending their spare time there for a few days, become proficient in the use of the business phonograph. The school of instruction is equipped with all makes of talking machines.

Considering the fact that the Cable Co.'s talking machine department did not get under way until what is usually the dull season of the year was upon us, Mr. Harrison has every reason to be pleased with the showing he is making. Last week was the largest they have had, and besides a brisk record sale several high-priced outfits were sold. The new wholesale stock-rooms referred to last month are now all completed and stocked, and the department is decidedly busy. Talking machine departments are being rapidly established in the Cable Co.'s branch stores throughout the country, ten of them having already gone into the talker business.

The splendid new store of the Rudolph Wurlitzer Co. is getting an excellent summer's business, both in talking machines and automatic instruments. Wholesale business is reported as more than satisfactory.

Mr. Israel, who was buyer and manager of the talking machine and other departments at Hillman's department store up to three years ago, has returned to Chicago and assumed his old position.

A. J. Morrissey, city wholesale salesman for the Columbia Co., returned recently from his vacation spent in New York.

Mr. Faber, of the Healy Music Co., has returned from a three weeks' visit among relatives in Iowa, North Dakota and Minnesota. Incidentally he took a talker along and made a number of sales. He contemplates putting out a number of canvassers in Chicago and vicinity.

James H. Stuart, formerly in the mercantile agency business in Chicago, has gone to Toledo, Ohio, and has organized a company for the manufacture of an indestructible record. It is understood that he expects to commence its manufacture in about six weeks.

C. E. Goodwin, manager of the talking machine department at Lyon & Healy's, says that the record of their department this year has been a continual surprise to him. July, he declares, scored an increase of something like 80 per cent. over the corresponding period last year in total sales. Of course, the addition of the Edison line has had something to do with this, but the Victor business has been way ahead, both in wholesale and retail. For the summer months an astonishing number of the highest grade Victor outfits have been sold. The increase in the Edison wholesale business has compelled increased facilities, and a large space in the rear of the talking machine department on the fourth floor has been converted into an Edison stock room. All disc records are now enclosed in rice paper envelopes. Mr. Goodwin makes the point that any retail orders from towns where they are selling dealers are promptly referred to the latter. L. K. Cameron, who is in charge of the retail department on the fourth floor, has returned from his vacation spent in Colorado.

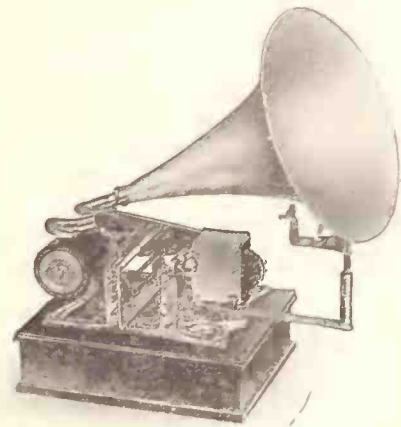
Albert Janpolski, whose oratorio records are very popular, was a visitor at Lyon & Healy's a week ago. The only trouble that Mr. Goodwin will own up to is a fear lest his force be seriously decreased by the wiles of Cupid. Several of his young lady assistants have returned from their vacations wearing engagement rings.

The Chicago Stand Co., 266 Wabash avenue, are having an excellent demand for their new horn support for Edison phonographs. The unique feature of this support is that it is invisible to one standing in front of the machine. It is adjustable to the different size horns, holding the largest size bell horn perfectly without tipping the machine. It is nickel-plated and folds into small compass, enabling it to be packed inside a Home machine case. It has been on the market for several months, and dealers who are handling it describe it as being one of the most practical and convenient devices of the kind on the market.

Henry B. Babson arrived in Chicago a few days ago and expects to make this city his home in the future, to the delight of his many friends in the trade. Mr. Babson says he is not prepared to make any statement as to his plans at this time. He will spend a week of each month in the East looking after his interests there, but has not yet decided on what he will do here. It is reported in the trade that he will join his brothers in the firm of Babson Bros., who, as reported in this issue, are branching out largely in the jobbing business. When asked about it, he reiterated that he had made no plans as yet.

Frank Dillbahrner and C. H. Wyatt will engage in the manufacturers' agency business under the name of the Western Talking Machine & Supply Co., with offices at Suite 305, No. 185 Dearborn street. They are now completing arrangements for their lines, which will be announced later.

Charles E. Hunt, representative of C. W. Cole & Co., makers of the famous "3 in 1" oil, has placed the agency for this celebrated oil with Lyon & Healy, Jas. Lyons and the Cable Company.



THE DENHAM "CABINET."

## 2 MYSTERIES:

1. Why did a large number of well known dealers and jobbers sell more phonographs and records during the "dull" months of June and July than they sold during any preceding two months this year?

2. Why were more Denham phonographs sold by us in June and July than during any preceding two months this year?

Because our "selling schemes" have caught on, and every dealer and jobber who has tried one of them has made a success of it; and, by handling Denham phonographs (along the novel lines suggested by us), has enormously increased his sales of his regular lines of phonographs and records.

Our "selling schemes" violate none of the clauses of any of the price maintenance contracts, and are being worked with invariable success by many of the best known Edison, Columbia and Victor dealers and jobbers.

Write for particulars to-day if you wish to secure exclusive rights in your town.

## The Edwin A. Denham Co.,

LONDON. BERLIN. NEW YORK.

31 Barclay Street, NEW YORK.



THE DENHAM "LYRA."



## Announcement

We wish herewith to apologize to the trade for the many delays in filling orders for "Symphonic Needles."

At last, however, we are prepared to make shipments in any quantity at a day's notice, and feel assured that on receipt of same their superior qualities will eliminate any bad blood that may have arisen owing to delays.

Further information will be furnished on application. Liberal discounts to the trade.

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

# Quality Records

¶ QUALITY has been the keynote of our success. When this business was founded, it was with quality as a foundation stone, and we were determined that our product should be of such standard quality that it would win the approval of the trade strictly upon its merits.

¶ It has not been our policy to make vainglorious statements concerning ourselves, but we have rather preferred to let our records tell their own story of excellence.

¶ The growth of our business, which to-day occupies one of the largest plants in the world devoted to record making, is perhaps one of the strongest arguments which can put forth in favor of our records.

Write to-day  
relative to  
placing your  
orders for  
Fall business



More and still  
more selections.  
all A1 numbers  
by  
Best Artists.

¶ Jobbers who have placed sample orders with us have invariably repeated them, and it is conceded that the

## International 10-Inch Records

Retailed at 40 cents are the Best in the World

¶ We make liberal discounts to jobbers, so that our proposition is at once the best from a business standpoint.

¶ It offers better profits to the jobber, and it is a fact that people who have bought International Records clamor for them. They know of their excellence and will take no others.

¶ Another point to consider is our ability to fill orders promptly. We carry an enormous stock, and can always make prompt shipments.

## INTERNATIONAL RECORD COMPANY

40-46 Washington Street, Auburn, N. Y.

**BOSTONIANS JOURNEY TO NEW YORK BY AUTOMOBILE.**

Four well-known, not to say very much alive, talking machine men of Boston, Mass., made the trip from that city to New York, to attend the Edison jobbers' entertainment, in an automobile, the group being shown in the accompanying picture. C. G. Andrews, of the Boston Cycle & Sundry Co., the owner of the car, is at the wheel, and Frank Boyd, of the Iver Johnson Sporting Goods Co., alongside in front. The rear seat is occupied by Dwight Andrews, of the Linscott Sporting Goods Co., and William Veal, of Read & Read. The party took it easy, having a most enjoyable time, using up three days going over, with stops by the way, and 14 hours to return, which is good time for a 14-horse-power car.



In view of the above facts, manufacturers of arcade fittings, slot machines with musical attachments, etc., would do well to investigate the possibility of covering that field.

**SELECTING FESTIVAL ARTISTS**

For Musical Festival at Louisville—Artists Heard Through Medium of "Talkers."

(Special to The Talking Machine World )  
Louisville, Ky., Aug. 11, 1906.

When names of artists are suggested as possible attractions for the Louisville May Festival at the meeting of the incorporators, their work will be reproduced for inspection and consideration.

"Schumann-Heink would be a great feature," one incorporator may suggest.

A record will be slipped into place upon a phonograph of the most expensive type and the voice of the famous German matron will swell forth into almost actual reproduction. The promoters of the event, which is to mark the beginning of a new era in the musical circles of Louisville, will have a realistic forecast of its possibilities.

If some one mentions Damrosch another record will be put into service and the great symphony orchestra will be heard in one of its most famous successes. So it will be when others of the world-renowned musicians are suggested.

This unique feature has been planned by Andrew Broaddus, who possesses the high-class talking machine which is said to be nearly perfect in its reproduction of the human voice and instrumental music. Many of the music-lovers of Louisville have heard it at Mr. Broaddus' home and have been thrilled. He also had the instrument at the Board of Trade offices the other day. The concert, however, was not given for the benefit of the general public, and only the incorporators of the festival society were present.

In a church in Monroe, Me., a talking machine is used to lead the music.

**SLOT MACHINES UNKNOWN IN GREECE.**

(Special to The Talking Machine World.)

Consul George Horton, writing from Athens, says: "Coin-operated or 'slot' machines are practically unknown in Greece, about the only examples of the kind being a few introduced by the Princess Sophia in the interests of the Society for Forest Preservation, of which she is honorary president. These machines are manufactured here and are clumsy things. They give out in return for a 20-centimes nickel a small paste-board card. The possessor of 100 cards receives a copper medal entitling him to honorary membership in the society. These machines are not very well patronized, as the inducement is remote and intangible. A slot machine that has

something attractive to offer should be a great success in this country. The Greeks do not chew gum, but they are, for example, inordinately fond of perfume. An agent who would come here with a good machine would be repaid for his trouble. It do not know whether anything could be done through correspondence or not, but names of parties who might possibly be interested are sent herewith. [The names can be obtained from the Bureau of Manufactures.] Coin-operated machines are not mentioned in the tariff lists, and it is therefore safe to assume that they would pay a duty of 20 per cent. ad valorem, besides octroi and port dues. The bill of lading, certified by the Greek consul of the place of origin, together with a letter from the seller or manufacturer, must be presented to the custom-house authorities."

**OUR SPECIALTY: General**



**Supplies FOR ALL TALKING MACHINES**

Best Horn Connection \$2.15 per 100, \$9.00 for 500, or \$17.50 per M.

Governer Balls for Gem—"S," "H," "T" and "C" Phono's, 60 cents per doz. or \$4.50 per 100.

NO BETTER MADE. LET US MAIL YOU SAMPLE?

**THE EDISONIA COMPANY, Newark, N. J.**

**A. O. PETIT, President**  
Established 1893 Incorporated 1899

**Rapke Horn Crane, No. 15**

**S**IMPLEST and best ever produced. Will support any horn up to and including 36 inches. Is nickered throughout, and fits into small space. Weighs only 13¼ lbs. Can be attached in an instant to any Phonograph without injury to cabinet.

**RAPKE HORN CRANE, No. 15**

PATENTS PENDING

PRICE, . . . \$1.50



**Mr. Dealer!**

are you using the **RAPKE** Label and Tray System? If not, consult at once

**YOUR JOBBER**

SAMPLES OF LABELS FREE.

As soon as you adopt this system, your profits increase. It costs you nothing to try.

If your jobber cannot supply you, write to

**VICTOR H. RAPKE, Mfr., 1661 Second Av., New York**



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

SUBSCRIPTION (including postage), United States, Mexico and Canada, One Dollar per year; all other countries, \$1.25. England and her colonies, five shillings.

ADVERTISEMENTS, \$2.00 per inch, single column, per insertion. On quarterly or yearly contracts a special discount is allowed. Advertising Pages, \$60.00; special position, \$75.00.

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

**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.  
Cable Address: "Elhill," New York.

NEW YORK, AUGUST 15, 1906.

THE talking machine business has maintained a fair activity in this country during the summer months, and we may add that the summer trade in America is surprisingly good when compared with the European trade in the talking machine line. We have, during the past few months, visited the principal cities in the British Isles and on the Continent, and while the prospects for an early fall business are excellent, there is apparent an unmistakable stagnancy during the heated term. Whether this is due to the fact that Europeans live largely out of doors during the summer, and care little for inside attractions, is a matter which might be open to argument. But the main fact remains, that the talking machine trade in Europe is extremely quiescent during the summer.

ANOTHER point which is apparent to those who have studied the trade situation in Europe is that price cutting is indulged in there to a greater extent than here in our own country. Price cutting has a tendency to disturb settled conditions, and in the end it has the effect of demoralizing trade conditions and reducing profits to a point where they are hardly discoverable. A great many have complained to us bitterly about the cutting of prices which prevails in most of the large cities in Europe. It certainly injures business, and there is need of a good organization to solidify the talking machine interests in Europe. It must be admitted, too, that retail business is not conducted along as pleasing lines in Europe as in this country.

THERE are great talking machine interests abroad which are controlled by American corporations, and are fairly represented in all of the principal cities over the sea, and the managers of these branches will indorse the statement that they are confronted by many perplexing conditions which render the conducting of

business not at all times pleasing. As a matter of fact, the price cutters are in evidence in almost all of the large cities, and their attitude has a tendency to make the position of the merchant and manufacturer who believes in fixed prices at times harassing. The talking machine interests abroad, however, are important. One realizes this when visiting the beautiful business emporiums in London, Edinburgh, Brussels, Antwerp, Berlin, Dresden, Milan, Paris and other cities throughout Europe. Not only are there a large number of business houses in the great trade centers, but these places are superbly fitted up, and occupy splendid points of vantage on the principal streets of the various cities. It cannot be denied that the talking machine is largely in evidence in Europe.

LONDON is not only the center of important manufacturing interests in the talking machine line, but it is a point from which enormous wholesale and retail sales are made. Recognizing the importance of this great commercial metropolis, we have opened an office in that city, and have placed in charge of our interests there Mr. W. Lionel Sturdy, who has been connected for a long time with the talking machine trade in a journalistic capacity, and therefore brings to bear an intimate knowledge of trade conditions. He will devote his entire time to our interests. The extent and completeness of our foreign reports in this number will furnish an index as to the manner in which we propose to deal with the talking machine interests abroad.

IT has been surprising and gratifying to us to learn the position which The Talking Machine World has won in European trade circles, where The World is conceded to be the leading paper of its kind. The leading members of the trade have been most profuse in their compliments, and have shown their faith in our enterprise by aiding us in various ways in making the paper stronger in European trade circles. The editor of The World takes this opportunity to express thanks to the talking machine trade for the many courtesies extended him by members of the craft in the various cities which he visited in his recent European tour. The encouragement which we have received justifies us in placing added energy upon this newspaper enterprise, and by larger outlay strive to make it in every way a stronger aid in extending the legitimate interests of the talking machine industry, not only in America, but in all parts of the world. It may be truthfully said that there is no country on earth where this publication is not read with interest.

A WELL-KNOWN European manager, who directs vast talking machine interests, remarked to The World that he felt confident that should the European dealers place the same energy as Americans did upon their business during the summer, that they would receive equally as good returns as the American talking machine dealers. He stated that he studied the policy of some of the more progressive European dealers, and he had noticed that in almost every instance where they had exhibited push and energy in conducting their affairs that they invariably secured excellent results. He said that the value of advertising was hardly appreciated in many of the smaller points throughout Europe, and as a result business was permitted to drift along through the summer in an indifferent manner. All

this could be remedied by the exhibition of determination on the part of the dealers to use printers' ink liberally during the summer months.

THE gathering of the Edison jobbers in this city last month was in many respects the most notable trade event which has ever occurred in this industry, there never having been before a gathering at which such a number of prominent members of the talking machine trade were present. The affair was admirably managed by the Edison people, and the visiting talking machine men were thoroughly enthused over their reception. The Edison people spared neither pains nor expense to make the tarry of their friends as pleasant and as agreeable as possible in every way. The story of this famous trade gathering is fully covered in another part of The World.

REPORTS from various trade centers throughout America indicate an unusually enthusiastic feeling on the part of jobbers and retailers. Everything points now to the biggest fall trade in the history of the industry, and it is the wise business man who prepares for business well in advance. It takes a good while to get stock in shape, and it does not pay to wait until the rush is on before ordering stock and getting ready for the fall trade. It is good business to be prepared before the rush comes, and it does not require such an exhaustion of nervous energy to keep things up to the high-water mark. There is no reason why orders should be delayed until the last moment, and the man who has his stock in in good season is prepared to meet the incoming business wave.

## RECORD MAKERS TO PAY FOR RIGHTS.

Italian Courts Decide in Favor of Publishers and Singers—No Work Can be Reproduced Without Consent—Past Infringers to Pay Damages—An Important Decision.

(Special to The Talking Machine World.)  
Milan, Italy, August 1, 1906.

Yesterday, in the High Courts here, an opinion was handed down in the case brought by the Society of Italian Authors and Composers, with which local and French publishers joined, involving the status of talking machine records toward the copyright statute. The decision is extremely interesting, in which the court holds that during the life of the first period of copyright, namely, forty years, no musical composition, in whole or part, or any selection from the work, can be reproduced on a record without the written consent or permission of the copyright owner. After the forty years have expired the record makers using any copyright music must pay royalty, the amount to be fixed by the court. What is still of more importance, the decision finds past infringers of the act guilty, and assesses upon them punitive damages and the cost of the action. The victors get the spoils in this case, and payments of no small amounts are awarded Sonzogno, Leoncavallo, Tosti, Ricordi, Mascagni, Gilea, Giordano and over two score other musicians, writers and publishers who are copyright owners.

## HENRY B. BABSON'S PLANS.

To Resign as President of the Universal Talking Machine Mfg. Co. on January 1, 1907.

The World's Chicago correspondent reports that Henry B. Babson will again enter the talking machine field in that city, and therefore his Eastern connections will be severed.

When this information was brought to the attention of John MacNabb, president and general manager of the company, he confirmed the news, but said Mr. Babson would continue as the nominal chief executive until January 1, 1907.



**TRADE CONDITIONS IN BOSTON.**

How a Store May Lose Good Customers, and How Others May Gain Them—Changes in Winchell Store—Osgood's Good Report—Victor Machine for China—Many Visitors to and from City.

(Special to The Talking Machine World.)

Boston, Mass., August 10, 1906.

An incident occurred in a certain talking machine store here recently which may be worth recording here, as an instance of how one store may throw away good customers and good money and another store obtain them by decent methods and gentlemanly treatment. A gentleman entered the first store and told the clerk that he had bought a dozen records there the day previously, and one of them was cracked when he opened the bundle. He showed the clerk the sales slip and asked him to exchange the imperfect record for a perfect one. The clerk refused, was surly to the man, talked brusquely and said: "Oh, now, you broke it after you got it home; it wasn't broken here" etc. His manner was so ungentlemanly that the customer threw the broken record upon the floor, tore up the sales slip and left the store with blood in his eye.

The World man happened to know him. He walked down to another store, not in the same section of the city, and asked to see some records. Before he left he had bought \$52 worth of talking machine goods, including one large machine, and said that he did so because he had been "treated right" by the clerk in the second store.

In another store, where they have little rooms for the display of the records, it is the custom of the clerks to put the customer in a chair, start a record on the machine, and then rush out of the room to talk with some friend or lean against the counter, watching the pretty girls pass by. When the record is run off, he rushes back into the room, snaps out, "How'd you like it?" puts on another record and rushes out again.

Customers don't like this sort of business. They want to have some attention paid to them, and The World man knows of one man who declares that he will never go into this particular store again, because they don't pay any attention to him.

Every store has its faults; but it is a good plan to know what a few of them are, sometimes, so that they can be corrected.

Changes are being made in the interior of the Winchell Co.'s store on Sumner street. The talking machine counter is being enlarged, the sheet music being placed upon the other side of the room, and a lot of fine cabinets will soon be put in position. The Winchell Co. is making a specialty of the Zonophones just now, and is doing a rushing business. Four different orders have been sent in inside of a month, and even now the stock is low. The window display is particularly attractive.

Mr. Mattison, of the National Phonograph Co., was here this week, also Silas E. Pearsall, of the Stanley & Pearsall Co., New York City. He called at the Eastern Talking Machine Co. on his way to Maine for a vacation.

Manager E. F. Taft, of the Eastern Talking Machine Co., has gone to Touisit, R. I., for a month's vacation with his wife and family. W. J. Fitzgerald, of the Eastern Talking Machine Co., is also away on his vacation, touring New England.

H. A. Winkelman, manager of Oliver Ditson Co.'s department, has returned, brown as a berry. He says the fish didn't bite well. The new Victor second machine is being featured by the Ditson Co. with great results. Enlargement of this department will have to be made soon.

C. G. Andrews, manager of the Boston Cycle Exchange, left this week on his automobile for a vacation in New York State. Business at this house is booming, especially on Searchlight horns.

An interesting order for Victor records and a fine Victor outfit was shipped by the Eastern

Talking Machine Co. this week to American Consul John C. Phillips, at Pekin, China.

At C. E. Osgood's the talking machine department has more than made good. "It was started eighteen months ago," said Manager H. L. Royer to The World, "and was given three months to live. We turned our stock in four months, and now, after enlarging twice, we haven't room enough." Mr. Royer handles the Edison and the Victor machines and records.

**NEW BRITISH LAW EXEMPTS RECORDS.**

As may be noted in the new British Musical Copyright act, passed by Parliament August 3, talking machine records are exempt from its provision. Section 3 says: "The expression 'Pirated Copies' and 'Plates' shall not, for the purpose of this act, be deemed to include \* \* \* records used for the reproduction of sound waves, or the matrices and other appliances by which such rolls or records are made." The law is now in effect.

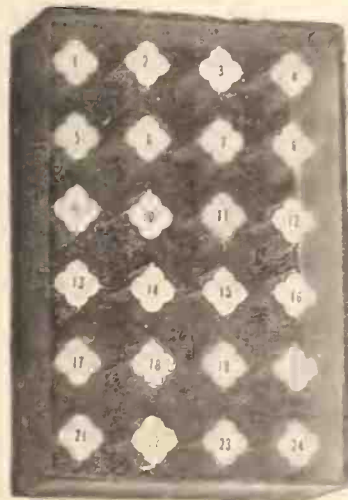
**PHILLIPS & CREW CO. OPEN SCHOOL.**

The Phillips & Crew Co., of Atlanta, have fitted up a handsome schoolroom in their establishment, where Spanish, German and French will be taught by means of talking machines. A competent director has been engaged to take charge of the school, and the success of the venture will be watched with interest by all those interested in the development of the "talker" industry.

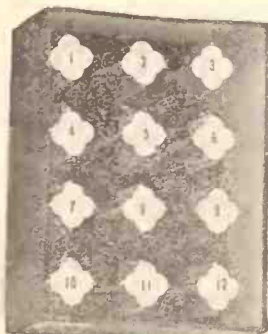
Saturday last Chas. V. Henkel, president and general manager of the Douglas Phonograph Co., accompanied by Mrs. Henkel, left New York for Detroit, Mich., where he attended the meeting of the Central States Talking Machine Jobbers' Association on Tuesday, the 14th. The sessions were held at the Hotel Cadillac. Mr. Henkel went as the delegate from the Eastern Talking Machine Jobbers' Association.

**LYNN CARRYING CASES AND PEG BOXES**

The "Lynn" Record Holder  
FITS THE RECORD



No. 66.



No. 6.

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

1 dozen size, No. 6; 2 dozen size, No. 66. With felt cushion and each wrapped in manila paper. 1 dozen size, No. B; 2 dozen size, No. BB. Similar to No. 6 and No. 66, but without felt or wrapper.

**OUR PATENTED  
STANDARD**

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

**Write for Quotations**

If you want the Best  
**YOU WANT THE "LYNN"**



CASES.

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

**MANUFACTURED BY BOSTON CYCLE & SUNDRY COMPANY**

J. M. LINSOTT, Manager

48 Hanover Street, BOSTON, MASS.

## FROM HERE AND THERE.

Max Landy, of the Land-o-phone Co., New York, who has been abroad for five or six weeks, is expected to arrive home to-day (15th) on the "Barbarossa," of the North German Lloyd line, sailing from Plymouth, England.

The Palace Phonograph Co., 309 Springfield avenue, Newark, N. J., J. M. Chepot, manager, handles the Edison, Victor, Zonophone, Columbia and the American Record Co.'s lines.

C. H. Hopper, of the D. S. Johnston Co., Seattle and Tacoma, Wash., who has been East for a

couple of weeks with Mrs. Hopper, left New York for the far West Saturday, the 11th. The company are said to do the largest jobbing business in the State. Mr. Hopper stopped at Chicago, St. Louis, Denver and several other cities en route home.

Victor H. Rapke's business in horn cranes and his record labeling system is taking on large proportions. During the past few weeks he has added a number of the largest jobbing houses to his list. Mr. Rapke, an inventor of no mean attainments, has a few new things up his sleeve which will be forthcoming before long.



## Sell Them I. C. S. Records and Textbooks

You have many former customers who stopped purchasing records, either because they became tired of their phonograph, or because they found it too expensive an amusement. It would be worth a great deal to you to have these customers become purchasers again, wouldn't it? You may readily accomplish this by selling them I. C. S. records and textbooks. Those who have become tired of their phonographs as a fad, will be only too glad to turn their machines to some profitable account, and those who find it too expensive to buy amusement records, may be easily convinced that it is for their benefit to purchase this outfit, learn a language, and secure one of the fine paying positions as a translator or correspondent for some importing or exporting house.

### I.C.S. LANGUAGE SYSTEM

WITH  
Thomas A. Edison  
PHONOGRAPH

The I. C. S. Language System has been approved by the highest educational authorities in the land, and by the French, German, and Spanish embassies. The pronunciation is guaranteed to be absolutely correct.

You are thus selling an article of real merit that will be of real benefit to the purchasers and of real profit to you, as has been proved by the experience of dealers who have tried it. Will YOU write to-day for full particulars?

### International Correspondence Schools

Box 918 SCRANTON, PA.

## THE MELLO-TONE

Makes a Musical Instrument out of a Talking Machine.

The addition of the Mello-Tone perfects the Disc Talking Machine and makes it an enjoyable Musical Instrument for the home and parlor.

With the use of regular Victor Needles and the Mello-Tone everything that is on a record is brought out clear and distinct, though in soft mellow tones that are simply perfect. The Mello-Tone is easily attached or removed. Nothing to get out of order and will last as long as the machine does.

For the Victor and Zon-o-phone Machines only.



FOR SALE BY ALL LEADING JOBBERS

RETAIL PRICE \$1.50 EACH

MELLO-TONE COMPANY, 40 Harrison Ave., SPRINGFIELD, MASS

## The Imperial Record

which, as everybody knows, is the best made,

is now retailed at

**Sixty Cents**

## Business Opportunities

### GOOD OPPORTUNITY FOR TRADE IN GREAT BRITAIN

London firm is in a position to introduce American talking machine specialties and novelties of all kinds to the English trade. A thoroughly reliable and well connected concern. Address "English Factor," care The Talking Machine World, 1 Madison Avenue, New York.

### MANAGER WANTED

One thoroughly familiar with the Edison line and capable of managing a jobbing branch; only wide-awake hustler possessing executive ability and a willingness to work wanted; must have best of references; state particulars, salary expected. Address "Jobber," care Talking Machine World, 1 Madison Avenue, New York.

### CAPITAL WANTED

Capital wanted for manufacturing the latest and best talking machine. Strictest investigation will be made as well as invited. Address "Investment" care of Talking Machine World, No. 1 Madison Avenue, New York City.

### CHANCE FOR LONDON AGENCIES

Gentleman having large city offices, show-rooms and warehouses, good connections among wholesale buyers, desires London agencies. "British Trade Opportunity," care Talking Machine World, 1 Madison Avenue, New York.

### SALESMEN WANTED

Experienced men with thorough knowledge of player-pianos, men familiar with coin-operated musical instruments preferred. Splendid opportunity for hustlers. Apply, by letter only, stating age, experience, and salary required. The Regina Company, Rahway, New Jersey.

### REPAIRMAN WANTS POSITION

An expert repairman, with thorough knowledge of talking machines, wants a position, or will buy an interest in an established talking machine business, combining knowledge with capital to develop new ideas. Address "Expert," care The Talking Machine World, 1 Madison Avenue, New York City.

### POSITION WANTED

Wanted; Position to erect Pressing Plant for Disk Records and to take charge.

Address "Experience,"

Care Talking Machine World,  
1 Madison Avenue, New York.

### MANAGER WANTED

A bright, energetic man to manage Talking Machine Department in a large department store in New England. Must be capable to manage wholesale and retail talking machine business. Only one with executive ability and who can adapt himself to details need apply. Permanent position and good salary. Must furnish reference. All communications strictly confidential. Address "Box 44," Talking Machine World, 1 Madison Avenue, New York.

## STEWART

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



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

## "Phonographische Industrie"

GERMAN TALKING MACHINE MONTHLY

Ask for a free sample copy

Charles Robinson  
Editor and Prop.

Berlin = = = Germany  
Breite Strass 5

## TIMELY TALKS ON TIMELY TOPICS.

A new Victor machine, to be ready in October, is an addition to that popular line which is becoming stronger and better right along. Perhaps this comment is unnecessary, considering the aims and purposes of this great company, whose policy is not to stand still, but to forge ahead, improving their product in keeping with the rapid march of events, succeeding each other with almost bewildering rapidity, in the advancement toward perfection of the talking machine.

The fall season is now practically on in the primary market, manufacturers being urged with hurry-up calls for goods. On this point, C. H. Wilson, general sales manager of the National Phonograph Co., expressed himself in the following emphatic manner: "The fall trade has opened, and we believe the greatest season we have ever had is before us. And in this I also include every manufacturer. As to the probability of a congestion this fall, yes. By October I am free to say the call for goods will again create that condition known as being 'all balled up.' Notwithstanding the increase of our working force in every department, and the expansion of our plant, by that time we will be again allotting goods to the best advantage of all concerned. In other words, we will be congested, and the trade, therefore, should not wait until goods must actually enter into consumption before placing orders. If they do, possibly they may remember what happened this spring."

A decision rendered by a high court at Milan, Italy, and the enactment of a new copyright law by the British Parliament, will interest record manufacturers and the trade at large. Under the first named judicial decree the use of musical works is prohibited for a period of forty years without the permission of the writer or owner,

and thenceforward a royalty is to be paid, to be fixed by the court. The amount of damages assessed for past violations was heavy. The British act, for which composers, authors and publishers have been striving for seven years, exempts talking machine records in its operation. It is possible, however, that an effort will be made before long to amend the law so as to make the record makers liable for using copyright music without paying for the privilege. At least this is the line of talk now being indulged in by the jubilant English publishers.

Yesterday, the 14th, the Central States Talking Machine Jobbers' Association, were in session at Detroit, Mich. As The World had practically gone to press before the tenor of the meeting could be reported and published, it must necessarily be reserved for a subsequent issue. It is safe to assume, however, that this wide-awake body of men discussed trade matters of live interest, and handled them in the business-like manner for which they have acquired a high reputation. The Central States members are inclined to criticize the methods followed by the Eastern Talking Machine Jobbers' Association, and none too gently at that. Not a few prominent jobbers west of the Alleghanies did not hesitate to say that the opposition to the organization of a national association was based on the apparent ineffectiveness of the Eastern body, hence the advocacy and adoption of the resolution to encourage the formation and strengthening of the local associations with closer affiliations, leaving the future to develop the advisability of nationalizing the movement.

Considerable space has been surrendered in this issue of The World to adequately describe and depict the entertainment of the Edison jobbers of the National Phonograph Co., July 17-20.

The occasion was unique, its management wonderful, and the company's guests delighted. The story gives the details.

Now and again correspondents of the daily press indulge their spleen against the "rasping, harsh and objectionably noisy" talking machine. One writer follows another for several days, when the clamor ceases. To be sure, the complainants may be compelled to listen to some cheap, poorly constructed contrivance and "dub" records, and in that event their condemnation may be justified. Were these "kickers" to hear the strains of the high grade records as reproduced on the accurately adjusted machines of the leading manufacturers they would certainly alter their harsh opinions to peans of praise.

Several changes in the official staff of a prominent talking machine manufactory are making the "wise bunch" sit up and take notice. Chicago is to be the field of active operations of possibly a new plant, with some of the best men in the business at the head.

L. Kohn, of Seattle, Wash., writes The World as follows: "It affords me great pleasure to compliment you upon the good work you are doing with your publication among those interested in talking machines, placing them in touch with all that is new and improved in that line. Among my friends I am called the talking machine crank and among some of the dealers, too, for I expect the very best results from these machines. From the old Berliner gramophone, purchased ten or twelve years ago, as the best machine made then, I had good opportunity to watch the evolution of these machines. I have 30 or 40 six-inch discs yet, with the title scratched thereon, such as they were issued then. It seems to me that the enterprising manufacturers would confer a great favor upon the talking machine enthusiasts if they would favor the public with good quartettes, quintettes or sextettes, of choruses from standard operas like the ensembles of "Martha," "Rigoletto," "Faust," "Laura," etc. The public

**WE** have been in the talking machine business for many years and we have studied the business from the standpoint of the dealer.

We know his needs and know how to cater to them.

We are

and

**VICTOR  
EDISON**

Jobbers and carry a tremendous stock of machines and records. We can fill orders promptly. The dealer who orders from us will have his stock quickly.

Rapid execution of orders a specialty. Test our ability and our resources.

**MUSICAL ECHO COMPANY**

1217 Chestnut Street, PHILADELPHIA, PA.

UNDER MANAGEMENT

HENRY E. MARSCHALK

LOUIS JAY GERSON

and the patrons will certainly gladly meet the advanced prices. Outside of the anvil chorus and the soldiers' chorus (of "Trovatore" and "Faust"), I know of no others at the present writing. The only sextette that I know of at present is the one of "Florodora." Of course, these remarks refer to vocal selections only, while we have a profusion of instrumental publications.

The field of the talking machine usefulness has extended to the sick room through the ingenuity of a Canadian physician, and it is said to aid materially in the recovery of the patient. An alarm clock is set to awaken the invalid at a given time, which instead of ringing a bell lights a small electric lamp and starts the motor of a phonograph, operated by a three-cell dry battery. The record delivers a message arranged by the physician the night before, and is of a cheerful nature. The idea of the scheme is that the first impression received upon awaking remains clearly before the mind all day, and where it is of pleasant nature tends to reduce the excitement often evinced by a patient, as a sick person is especially susceptible to such impressions. This is certainly a happy idea.

Within the last three years the talking machine trade in Milan, Italy, has assumed very satisfying proportions. About 250 machines are imported monthly, valued at approximately 150,000 lire, or, say, \$30,000. In addition to the above goods some 10,000 to 15,000 records are imported each month, valued at from 40,000 to 5,000 lire. The cylinder machine is much more popular than the disc variety.

In a decision by I. F. Fischer, the Board of United States General Appraisers overruled July 31 a claim filed by Marshall Field & Co., of Chicago, it being held that phonographs are not toys, and therefore cannot be given the benefit of the 35 per cent. duty accruing under the toy schedule of the Dingley tariff law. The Collector's action in returning the phonographs as manufactures of metal at the rate of 45 per cent. is affirmed.

The Brooklyn Chapter of the American Institute of Architects took their annual outing up the Hudson on July 7, and as the ocean-going tug which conveyed the party was not large enough to accommodate a band in addition, the services of Hayward Cleveland, manager of the retail department of the Columbia Phonograph Co., at 872 Broadway, New York, were in demand. With the assistance of a B. I. Graphophone, he entertained the party with all varieties of music on their sail, and at the landing at West Point gathered a large crowd of the soldiers and residents to listen to his concert. Members of the party said the carrying power of the machine was simply wonderful, as they could hear it clearly when they were up on the parade ground.

Hitherto the coming of summer has been looked on with something akin to fear by the talking machine dealer. The year of 1906, however, has brought with it a change for the better. The cause is self-evident. The big companies are learning the importance of publicity, not the commonplace announcement, but by advertisements which force themselves upon the attention of the public. It seems strange that the men who have charge of the publicity departments of large corporations and who are without a doubt are clever and experts in their line, should have taken so long to comprehend the requirements of the summer season; in fact, it has been laid before them in trade paper editorials for many seasons that there is no time in the year when advertising is perused more carefully than in the summer. The talking machine dealer has more time to peruse his trade journals and make notes regarding the lines he desires to handle or changes to be made. The same is true of the average reader, who devotes closer attention to the advertising columns of

various publications, reading their contents from cover to cover.

We do not wish to make light of the enterprise of the advertising managers, and understand the obstacles they meet with when broaching the subject of an increase in expenditure for publicity. Some of the large companies have adopted the methods suggested, and the results have been increased prosperity in every case. Retail dealers have awakened to the possibilities of big business among vacationists, and in turn have pursued like methods by using well-written publicity in the daily papers and attractive window displays.

**MOTHER GOOSE RECORDS FOR CHILDREN.**

The Victor Talking Machine Co. have issued to the trade this month a special series of Mother Goose records for children, with excellent imitations of the various animal characters occurring in the rhymes. A Punch and Judy record has also been issued to amuse the children.

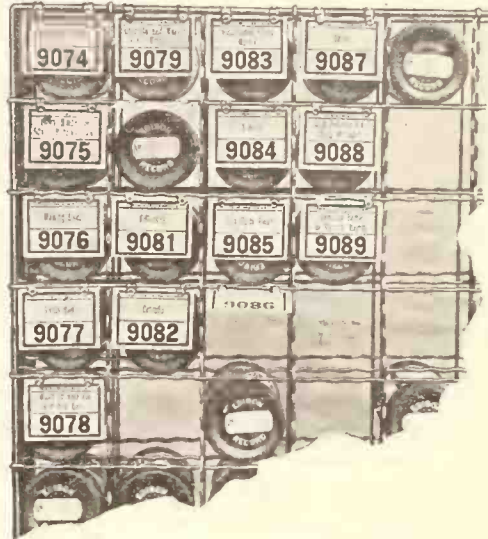
**A PROGRESSIVE INSTITUTION.**

The Musical Echo Co., of Philadelphia, have recently been appointed Edison jobbers, and have placed an order for several hundred machines and several thousand records. In the meantime, as Victor distributors, they are carrying a tremendous stock of goods. They are in a position to fill orders promptly. This business is under the personal supervision of Henry E. Marschalk and Louis Jay Gerson, talking machine men of marked ability and an experience covering many years.

T. J. Murray, who has already made his name famous as a salesman of the product of the Columbia Graphophone Co., of 90 West Broadway, left the early part of the week for an extended tour through the Southwest and Mexico. It is his intention to make the name "Columbia" a household word in that country.

A number of new things are coming through the factory of the Columbia Phonograph Co., general, and are set down for early announcement.

## An Extension FOR RECORD RACK NO. 123



The cut herewith illustrates a section of a new extension, which is to be used in connection with our No. 123 Cylinder Record Rack. The object of the extension is to provide a means for naming the records as well as numbering them.

Rapke Name Labels may be attached to this extension, fastened by O. K. Fasteners so that customers may select records from the racks by the name instead of looking through the catalogue in the effort to find individual records.

You will find that this method stimulates buying and saves the time of clerks and customers.

The No. 123 Rack ('Heise System') with this extension, capacity 500 records, will be sold for \$15.00. This price does not include labels or fasteners.

Usual Discount to Jobbers.

Send for Complete Catalog

# Syracuse Wire Works SYRACUSE, N. Y.

**Fibre.**

**Best for Tone.**



## The Decorated Flower "Mega."



A Distinctive Product for a Discriminating Trade.

Designation.	Length.	Bell.	Colors.	Studies.
Junior Flower Decorated.....	26 in.	16½ in.	Deep Carmine;	Spray of poppies.
Senior Flower Decorated.....	32 in.	23 in.	Deep Royal Blue;	Spray of roses.
			Deep Violet;	Spray of pansies.
Senior Victor Flower Decorated	26½ in.	23 in.	Ivory Black;	Spray of chrysanthemums
			(Black in Senior types only.)	
Gold neck, gold edge, gold stripes.			Rich permanent colors. Oven baked, glaze finish.	

The Handsomest Horn on the Market To-day.

Exquisite Hand-Painted Flower Studies.  
Each Horn a Perfect Picture.  
A Product Made to Please the Critic.

E. A. & A. G. SCHOETTEL, Makers, Broad St., Maspeth, Queens Co., N.Y.

**FROWNS ON NATIONAL BODY.**

Talking Machine Jobbers After Organizing Temporarily in New York Decide Against Forming a National Jobbers' Association—Mr. Dolbeer's Remarks.

Friday, July 20, at 10 a. m., about 150 of the Edison jobbers, guests of the National Phonograph Co. at the week's entertainment, assembled in the Myrtle Room of the Waldorf-Astoria Hotel, New York, to discuss the advisability of forming a national talking machine jobbers' association. Geo. Ilsen, of Ilsen & Co., Cincinnati, Ohio, was elected temporary chairman, and A. C. Jones, Savannah and Waycross, Ga., secretary. Earnest talks on the subject, pro and con, were made by James Fintze, of Ball-Fintze Co., Newark, Ohio, who created something of a sensation by making a savage attack on the Eastern Jobbers' Talking Machine Association, which was replied to in defense by Sol. Bloom and J. Newcomb Blackman, of New York; Perry B. Whitsit, of P. B. Whitsit & Co., Columbus, Ohio; A. S. Petit, of the Edison Co., Newark, N. J.; J. F. Bowers, of Lyon & Healy, Chicago, and the chairman also spoke in elucidation of various trade topics. F. K. Dolbeer, chief of the credit department of the National Phonograph Co., being requested to address the meeting, said in part:

"Gentlemen, it is a pleasure to be asked to address you, but I must not be looked upon as an expert, as I have only been with the National Phonograph Co. seven years. In that time I have endeavored to formulate a system of credits that is actually protective. You know the keynote of a successful business is carefully guarded credits, tempered with wisdom. In other words, we are in the position of having a product obtainable nowhere else, and therefore we can, in a measure, not exactly dictate, but suggest our own terms. Now, then, to make your associations successful you must have a full exchange of ledger information. Free and above-board. Frankness in this respect is the govern-

ing principle, and unless this rule is adopted and carried out in sincerity the purpose of a jobbers' organization falls to the ground. Possibly some of you may have thought me harsh in my correspondence on the subject of credits, but these expressions will sometimes become necessary. The evil of the trade is dead-beatism, and when this is eliminated by an exchange of ledger information then you will succeed. Otherwise not. I thank you for your kind attention."

Mr. Bowers, who assumed the chair after the retirement of Mr. Ilsen, asked for further discussion, and then put the question of forming a national association to a vote, it being decided in the negative. The opinion was that new territorial or local associations should be formed which should affiliate with each other, and in this manner the object of associated effort would be accomplished. Previous to adjournment a set of resolutions thanking the National Phonograph Co. for their munificent entertainment was adopted by acclamation. They appear in the account of the banquet elsewhere in this issue.

**TALKING MACHINE IN CHURCH.**

Being Used to Do the Singing at the Prayer Meetings.

In telling a new use that the talking machine is being put to in his community, the Walkill correspondent of the Walden Citizen says: "What a wonderful aptitude Americans have for labor-saving expedients! New developments in this direction are continually unfolding. Soon we shall live and move and have our being and maybe save our souls by machinery. It is stated that already the talking machine is being used to do the singing at the Thursday evening prayer meeting. A fine idea. Why not let it do the praying, too? Such an arrangement would save a great deal of trouble. Set up the machine in the chapel, let the sexton, who is paid for it, be there to change the registers and put in hymns and prayers and the whole business of worship

would be done. The church members need not bother at all; they could stay at home or spend these hot summer evenings in the ice cream parlor while over in the sanctuary the machine would be lifting up its voice in praise and prayer."

**EFFECTIVE WINDOW DISPLAY.**

Manager Long of the Columbia Branch in St. Paul Understands the Drawing Power of a Cleverly Arranged Window.

Manager Long, of the Columbia Phonograph Co.'s St. Paul branch, is a genius in window decoration, and he recently made a bid for trade from prospective campers through the aid of a window display as follows: In one end of the window he had an ordinary camping tent tacked to the wall, so as to show the entrance. The bottom of the window was covered with about three inches of white sand. In front of the tent, running parallel with the window, was a bench, consisting of two ordinary boxes, with a board laid across them, on which a Bl graphophone and a supply of disc records were carelessly disposed. In the front corner of the window there was a camp fire, built with three forked sticks, from which hung a large iron kettle with burnt wood and ashes beneath it. Under these was a 16-candle incandescent globe, which served to impart the appearance of a live smouldering fire. The front of the tent was ornamented with a picture of Columbia, and on the window was the legend, "Camp Columbia." On the bench a half sheet sign informed the observer that "half the pleasure of camping out is lost if you are without a graphophone."

The entire arrangement was in harmony and told the story in a way that had the desired effect. Mr. Long is to be congratuated upon his originality. The talking machine as a medium for entertainment in camp, on the water and in the country home is unsurpassed, and the fact is being generally realized.

**DEALERS ARE PUSHING**

# **PETMECKY MULTI-TONE NEEDLES**

because they are more profitable than the ordinary kinds and because they have a *Character*.

## **LOUD AND SOFT TONES WITH THE SAME NEEDLE.**

They improve the tone quality and increase the sale of disc machines and records. They make old scratchy records smooth and musical.

A prominent dealer writes: "We have tested the Petmecky needle in the presence of a number of our customers. They all pronounce them the real thing. We believe you have solved the needle question."

Another dealer writes: "The Petmecky needles ought to retail at 25c. per hundred instead of 15c. My customers like them so well they will take no other and would pay 25c. just as willingly as they are paying 15c."

Samples and interesting particulars free if you write for them.

A few good lively jobbers can get interesting proposition by writing us.

**THE PETMECKY CO., AUSTIN, TEXAS.**

**A SEARCHLIGHT HORN STATEMENT.**

Will Have Facilities by the Early Fall for Forty Thousand Horns Per Month.

The Searchlight Horn Co., 753 Lexington avenue, Brooklyn, make an announcement in another section of this publication, which furnishes an undisputable evidence of the marvelous progress made by this concern. They state that on October 1 their manufacturing facilities will be enlarged, so that they will be able to produce 40,000 horns per month—surely an astonishing number when we consider the short time since the Searchlight product was launched upon the market. Some of the largest jobbers in the country have arranged to handle the horns made by this concern, and from present indications it would seem as if the Searchlight horn business would be decidedly brisk during the early fall and winter.

**INJUNCTION DENIED**

Against National Phonograph Co.—The Attitude of the Company Defined.

On June 30 Judge Keogh, of the Supreme Court of New York, second department, denied the application of the New York Phonograph Co. for a preliminary injunction to restrain jobbers and dealers in New York State from handling Edison goods, pending the trial of the case on its merits. The National Phonograph Co. defended the suit. This is the last move in this long drawn-out litigation, various decisions being made by the United States courts, with which the trade are familiar. Subsequently the company issued an official and detailed account of this litigation, published in the Edison Phonograph Monthly, of which the subjoined extract sums up their resolute attitude in this matter:

"At the present time the National Phonograph Co. does not make use of a single patent for which the New York Phonograph Co. holds a license, and manifestly, therefore, cannot infringe

any rights of the New York Phonograph Co. We are advised by our counsel that so far as jobbers and dealers within the State of New York are concerned the New York Phonograph Co. has no possible claim against them; in fact, it has been decided by the United States Supreme Court that where patented goods are purchased outside of a restricted territory, as is the case of the sale of our goods at Orange, N. J., they can be taken and sold anywhere in the United States, free of restriction, even within the exclusive territory of a licensee."

**GARDNER WANTS TIME TO PAY DEBTS.**

(Special to The Talking Machine World.)

New Orleans, La., August 7, 1906.

L. S. Gardner, dealer in talking machines, 149 Baronne street, has applied to the Civil Court for a respite or extension of one, two or three years in which to pay his debts, alleging inability to provide for obligations due to losses met on stock of merchandise, "owing to a cut in prices made by manufacturers after he had purchased a large stock of talking machines." His schedule shows assets of \$12,901.50, with liabilities of \$11,323.58.

**RECITATIONS BY PHONOGRAPH.**

Since the beginning of the year a phonograph has been used in the theological faculty of the University of Vienna. Professor Swoboda, the head of the faculty, had noticed that while reciting the students always made the same mistakes. It then struck him that by means of a phonograph their mistakes might be demonstrated to them in a striking manner. The results exceeded all expectations.

The new building of the Columbia Phonograph Co., on Oxford street, London, England, has just been completed, and the company comfortably installed. The new quarters are extremely handsome in every particular and does credit to the talking machine trade of the country.

**REGINA CO. NOW VICTOR JOBBERS.**

Formally Appointed Last Week—Will Also Handle Edison Goods—Will Make Magnificent Display—Quarters Being Handsomely Fitted Up for This Purpose.

The important announcement was made by the Regina Music Box Co. last week that they had been placed on the list of Victor jobbers, and would in the future carry a complete line of the celebrated Victor talking machines and records in addition to their regular stock. They will also deal in all lines of the Edison goods, carrying a full stock of machines and records.

The magnitude of the equipment of the new warerooms at 41 Union Square, becomes apparent when a visitor is taken by Manager Wilbur to that part of their establishment under ground. There they will find a series of rooms, magnificently furnished in the most artistic style, the rugs and furniture harmonizing with the beautiful cabinets and pianos and player-pianos therein exhibited. Each of these rooms will contain some one particular line of the Regina product, ranging from the smallest music box to the most elaborate cabinet, and from a chime clock to their beautiful Sublima piano, which is making such a great hit with the dealers in coin-operated machines. In addition, two large parlors will be set apart exclusively for the talking machine business, one to contain the Victor line and the other that of the Edison. These rooms are very large, and their acoustic properties are such that the machines can be heard to the best possible advantage.

In the rear they have constructed large stock-rooms, and have equipped a complete repair department, which will be under the charge of their most experienced workmen.

They are bringing out a new line of hall clocks with chime attachments, which they will soon have on display in their main showroom. These clocks have won a well deserved popularity, and dealers are finding in them a work of art that meets with a ready sale.

**DECORATED****Mega Flower Horns****JUNIOR AND SENIOR SIZES**

Colors and Decorations as follows:

- Deep Crimson with Spray of Poppies
- Deep Royal Blue with Spray of Roses
- Deep Violet with Spray of Pansies
- Ivory Black with Spray of Chrysanthemums

*Gold Stripes, Gold Edge, Gold Neck*



**We predict for this Decorated Mega an Immense Sale. Attractive Prices will be made the Jobber and Dealer.**

**Correspondence Solicited**

NEW ENGLAND DISTRIBUTING HEADQUARTERS:

**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.

## Edison Jobbers Entertained by National Phonograph Co.

At a Series of Entertainments Winding up With Grand Banquet at The Waldorf-Astoria Hotel. An Event That Will Ever be Remembered By Those Who Had the Privilege of Participating.

For two years the National Phonograph Co., Orange, N. J., have contemplated meeting their Edison jobbers personally, the event to take the form of an entertainment and an exchange of social pleasantries in New York. The scope and plan for such an occasion would necessarily involve an enormous amount of time to work out the details, the expense being a secondary consideration. As in everything they undertake and stand for, the company are strangers to half-way measures, and this was no exception. Their chiefs of departments—executive, scientific, mechanical, artistic, etc.—co-operating with the various officials, bent every effort to make it a success, and that they are each and every one

less trying, but granting the request with great good humor.

A remarkable fact of the whole time was that not a man failed to put in an appearance as each function was spun off the reel. A full count was never lacking from the morning of Tuesday, July 18, to the evening of the succeeding Friday, of which the incidents of chief import are subjoined in chronological order.

July 17-20 was a notable week in the talking machine business, an epoch which will be recalled with pleasure by the many participants in the generous hospitality, hearty and sincere good feeling evinced by the National Phonograph Co. in their entertainment of the Edison jobbers. From

the first the company worked hard to make their jobbers thoroughly at home, and in saying that they succeeded admirably is but feebly expressing the universal sentiment of their delighted guests. E. A. Link, of the Kipp-Link Phonograph Co., Indianapolis, Ind., was the first to register at the Edison headquarters in the Waldorf-Astoria Hotel, where Room 151 was used for the registration bureau, with the Myrtle and East rooms, facing Fifth avenue and 34th street, for reception purposes, and where every facility for attending to correspondence and business, telephones, commercial phonographs, typewriters, etc., were furnished gratis.

By the following morning 200 jobbers had registered and were assigned quarters, free of cost, in the hotel. Each

was equipped with tickets for entertainments, dinners and the final banquet, and a handsome badge, solid gold, and enamel work, a miniature reproduction of a cylinder record, bearing date of 1877 (that of the first phonograph invented) and the words "Edison, 1906," gold lettering on blue enamel center—a pretty and striking design that was warmly praised.

During the afternoon an informal meeting of a number of leading members of the Central States Talking Machine Jobbers' Association and the Eastern Talking Machine Jobbers' Association was held to arrange for the presentation of the souvenirs to Thomas A. Edison and to Wm. E. Gilmore, president and general manager of the National Phonograph Co. It was decided that W. D. Andrews, Syracuse, N. Y., president of the Eastern body, would present the gift to Mr. Edison, and George Ilsen, of George Ilsen & Co., Cincinnati, of the Central States organization, would



WM. E. GILMORE, PRESIDENT AND GENERAL MANAGER, NATIONAL PHONOGRAPH CO.

render like service toward Mr. Gilmore.

In connection with these two beautiful and entirely appropriate expressions of the good-will of the jobbers of the United States and Canada toward these gentlemen, it may be said that the idea originated with C. V. Henkel, president and general manager of the Douglas Phonograph Co., New York. The committee acting with him were W. D. Andrews, P. A. Powers, Buffalo, N. Y.; E. F. Taft, president Eastern Talking Machine Co., Boston, Mass., and L. C. McGreal, of McGreal Bros., Milwaukee, Wis. Each jobber was requested to contribute \$10 toward a fund for the purpose, and no difficulty was encountered in obtaining the desired amount, excepting the occasional slow responses that made the aggressive chairman a trifle tired. The souvenir intended for Mr. Edison was a solid gold record, 22-carat fine, standard size, on which was engraved a congratulatory address, a conception of



JOHN R. SCHERMERHORN, ASSISTANT GENERAL MANAGER, NATIONAL PHONOGRAPH CO.



THOMAS ALVA EDISON.

entitled to a wreath of bay leaves and laurel not one of their guests will gainsay. The brunt of preparing and adhering to the extraordinary programme enjoyed for four days last month fell upon the broad shoulders of F. K. Dolbeer, and he carried the burden without an outward sign of weariness from beginning to end, when he was literally showered with congratulations by the guests and his company colleagues. President Gilmore established himself in the personal affections and esteem of every last man—he met them all. Of course, Thomas A. Edison never ceased to be the center of attraction whenever he was present, which was at nearly everything of note transpiring, constantly surrounded by an ever-changing group of eager questioners and respectful listeners. His was conceded to be a wonderful personality, and the anxiety to be photographed in his company was general, Mr. Edison never evading what must have been more or

Victor H. Rapke, New York. A mammoth sterling silver loving-cup, standing over two feet high, exclusive of base, and holding at least three gallons, was designed for Mr. Gilmore, the idea having originated with Mr. Henkel. Both of the recipients were kept "in the dark" regarding their gifts, consequently the surprise and pleasure manifested was doubled when the formal presentation took place.

**The Visit to the Factory at Orange.**

The morning of the 18th was put down on the programme of F. K. Dolbeer, chairman of Entertainment, for the official "opening of the hall." Promptly at 9.30 Chairman Pelzer, of the com-



L. C. M'CHESNEY, MANAGER ADVERTISING DEPARTMENT,  
NATIONAL PHONOGRAPH CO.

mittee on transportation, with his able assistants, got everybody—200 by count—aboard nine large motor cars, and they bowled merrily down Fifth avenue toward the 23d street ferry depot of the Erie Railroad. A kinetoscope picture was taken of the party in passing, besides snap-shots ga-



NELSON C. DURAND, MANAGER EDISON COMMERCIAL  
SYSTEM,  
NATIONAL PHONOGRAPH CO.

lore. A special train awaited the visitors on the Jersey side, and Orange, N. J., the seat of the Edison Phonograph Works, and plant of the National Phonograph Co. was reached by 11. Then, in the care of Peter Weber, general superintendent and chairman of the factory committee, and his able heads of departments, the guests



F. K. DOLBEER, MANAGER CREDIT DEPARTMENT,  
NATIONAL PHONOGRAPH CO.

were divided into manageable squads and every part of this vast and interesting hive of the phonograph industry was visited. To the great majority such a plant was a veritable revelation, and their knowledge of the extent and paramount



WALTER STEVENS, MANAGER FOREIGN DEPARTMENT,  
NATIONAL PHONOGRAPH CO.

importance of the Edison business was for the first time received at first hand, surprise being succeeded by delightful satisfaction as each department presented some phase of manufacturing



C. S. OSBORNE, ASSISTANT CREDIT DEPARTMENT,  
NATIONAL PHONOGRAPH CO.

machines and records of which they were in total ignorance.

**Visitors Enjoy Elaborate Luncheon.**

At noon luncheon was served in the new office building, a massive five-story and basement concrete structure, that was hurried to completion for this express purpose. It was an elaborate collation, smoothly and admirably handled. Flags decorated the room, and the bountiful table was adorned with huge clusters of roses. Previous to "pitching in," if such a term may be allowed, President Gilmore had conducted Thomas A. Edison into the improvised dining hall, where he held a reception. Every one was introduced to the



C. H. WILSON, GENERAL SALES MANAGER,  
NATIONAL PHONOGRAPH CO.

distinguished gentleman and world-wide celebrity, whose unaffected and simple, yet cordial manner of greeting was commented on by all. Considering his individual services to the scientific and industrial world, not to mention his wonderful discoveries and ingenious solution of vexing problems in applied chemistry and mechanics—at-



WILLIAM PELZER, LEGAL DEPARTMENT,  
NATIONAL PHONOGRAPH CO.

tainments that usually have a tendency to surround the majority of men with an atmosphere far from geniality—Mr. Edison's personality, by contrast, was found to be most charming. Generally he is so absorbed with original investigations that little time can be spared for the exercise of social amenities when at the works. On the occasion of the jobbers' visit, however, he was



in a most genial and unaffected mood, and no one laughed heartier or entered more thoroughly into the spirit of the occasion than this wonderful man, with whom a personal meeting was considered an unusual honor.

#### Presentation to Thos. A. Edison.

After satisfying the inner man—Mr. Edison standing with the party and enjoying the repast with the same relish as the others—Mr. Gilmore again took the "Wizard" by the arm and conducted him into a corner of the room, where a small platform had been improvised for the speakers—a moment that had been looked forward to with absorbing interest for weeks. W. D. Andrews, of Syracuse, N. Y., after securing silence and addressing Mr. Edison and Mr. Gilmore in particular, said:

#### W. D. Andrews' Remarks.

"We are gathered here together at the invitation of the National Phonograph Co., not as exclusive representatives of their interests, but we represent the trade in all its branches—all companies. But I want to assure you that we consider your company *the* company. (Applause.) We are familiar with your methods and have approved your policy and the execution of the same, which is designed to benefit the trade. I have attended several meetings of the Jobbers' associations, and the conclusion arrived at is that your company is our company; your interests are our interests. (Great applause.) It is in this spirit that we have conceived the idea of a gift to you, Mr. Edison—a slight token of our high personal regard and appreciation of your eminent labors in the development and perfection of the phonograph. I was a member of the committee who had the matter in charge, but C. V. Henkel, president of the Douglas Phonograph Co., was the first to consider the propriety of presenting you with this souvenir. If you do not approve of the gift you must look to Mr. Henkel, but I feel sure you will accept it in the same spirit in which it is given. Therefore, Mr. Edison, on behalf of the jobbers of the United States and Canada, I present you with this solid gold record. May it always be a reminder of this momentous occasion for the spirit which fittingly expresses our feelings toward you is on the record."

Vociferous applause followed Mr. Andrews' neat and happy remarks, and three roof-lifting cheers and a tiger followed. Then Walter A. Miller, manager of the company's recording laboratory, adjusted the gold record to a Triumph machine, and Mr. Edison, with his face in the bell of the horn—he is slightly deaf—heard the following formal congratulatory address, which was recorded by Len Spencer:

#### What the Gold Record Said.

"Mr. Edison: This record of pure gold, which addresses these words to you, is a gift from the jobbers engaged in the distribution of the Edison phonographs and records. They have come from the East, the West, the North and the South of this fair land of ours. They are your loyal and admiring friends—your ambassadors of commerce, whose mission it is to distribute your products to the four quarters of the globe. By the touch of your colossal inventive genius you have created industries, giving employment to countless thousands the world over. The wheels of commerce occupied in the production of your invention sing a never-ending song of praise to your magnificent achievements.

"To the seven existing wonders of the world you added the phonograph, which is the eighth wonder of the world. It speaks every language uttered by human tongue, and in the field of language-study it is the greatest educator the world has ever known. With song and story it will continue till the end of time to entertain the multitudes of the earth, who place the name of Thomas A. Edison at the head of the column of the world's greatest captains of industry."

The phonograph record wound up with an orchestral rendition of "Auld Lang Syne," in which the assemblage joined with a will. To be sure, everybody was gratified and no one expressed it more unreservedly than the eminent recipient. As



Snap-shot of Edison Jobbers taken in front of the Factory of the National Phonograph Co., at Orange, N. J.

Mr. Edison never indulges in speeches he looked his appreciation. A replica of the record in the standard material was later given every one in attendance as a memento.

#### Description of Edison Gift.

The stand supporting the gold record presented to Thomas A. Edison is made in solid sterling silver, ornamented with solid gold inlay and



GOLD RECORD, MOUNTED, PRESENTED TO MR. EDISON.

surmounted with three beautifully modeled figures, representing music, art and progress. On the sides of three panels are imbedded a medallion portrait of Mr. Edison and appropriate inscriptions of the event. The style followed throughout was that of the celebrated Louis XV. period, the rococo design, with its graceful flowers and scrolls artistically intermingled, shows intricate chasing. Above the decorative work was the holder for the record, the entire affair being mounted on an ebony base and being in all about twelve inches high.

#### Presentation to President W. E. Gilmore.

When the applause had subsided Geo. Ilsen, of Cincinnati, then said: "The committee is also responsible for my selection; at least you would think so if you were 'over the Rhine,' where its purpose would have practical application in short order, though I doubt very much whether one man could handle it easily and make a neat job of the performance. However, we will let that pass and come to my pleasant task. We all know that Mr. Edison gave the world the phonograph, but the man who made the phonograph a commercial product—a man who has surrounded himself with assistants as able as himself—is W. E. Gilmore. (Tremendous cheering.) He is the right-hand man of Mr. Edison, and we honor Mr. Gilmore in presenting him with this magnificent silver loving-cup—not a small one, by any manner of means—for perhaps it might take three men to handle it in action. (Here the flag shrouding the cup was removed with more cheering and blushes on the part of Mr. Gilmore.) As you will notice, Mr. Gilmore, each leaf on the cup bears the name of some jobber, a contributor, and therefore a lasting testimony of his high esteem for you and who honors the distinguished president of the National Phonograph Co. Not many men know Mr. Gilmore as well as I. He has the biggest heart of any man I know, and he has the love and esteem of the jobbers, and it is in this spirit we take the greatest pleasure in presenting you with this elegant cup."

#### President Gilmore's Appreciative Remarks.

The cheering was long and vehement, with calls for "speech." At last Mr. Gilmore feelingly said: "All I can say is you take me off my feet. On behalf of Mr. Edison, who never makes a speech, I thank you for the beautiful testimonial of your regard; and for myself I thank you for this elegant present. I knew something of what was going on in regard to Mr. Edison, but never dreamed for a moment you had 'something up your sleeve' for me. However, I promise you our company will continue to be fair and square with you, and that our business policy of the past will remain unchanged unless it is not mutually beneficial. Again I thank you all most sincerely."

#### Description of Cup Presented to Mr. Gilmore.

The solid sterling silver loving cup presented to Mr. Gilmore is of the massive Grecian style, being about twenty inches wide and placed on an ebony base about two feet high. The general style and ornamentation was worked out from the ideas and suggestions of Chas. V. Henkel, president of Douglas Phonograph Co., being bowl shape, set in foliage of repousse laurel leaves and berries, with the name of a different firm on each leaf (about 160 in all), representing donors. In center of the leaf work, on one side, is a bas-relief of Mr. Gilmore; second side, a well-known lithograph of an old lady and gentleman listening to a phonograph, and the third side, an etching of the presentation inscription. The cup is surmounted by three beautifully carved handles. Between the different handles are three panels, each a bas-relief of cherubs representing music progress and art. The cup is a handsome example of the modern silversmith's art, and was made by Dieges & Clust, of New York. The inscription on the cup is as follows: "Presented to William E. Gilmore, July 18th, 1906, by the Edison Phonograph Jobbers of the United States and Canada as an expression of their personal esteem."



HANDSOME CUP PRESENTED TO PRESIDENT WM. E. GILMORE.

With these ceremonies over a photograph was taken of the entire assemblage in front of the library building, with Mr. Edison occupying a prominent position. Subsequently the remainder of the plant, including the laboratories, private experimental rooms and kinoscope department, heretofore unvisited, were inspected.

#### Dinner and "Show" Wednesday Night.

In the evening, on returning from Orange, an informal dinner was given at the Waldorf-Astoria and later on the performance of "The Governor's Son," on the roof of the New Amsterdam Theatre, was witnessed.

#### The Trip to West Point.

The excursion Thursday, the 18th, to West



WALTER H. MILLER, MANAGER RECORDING LABORATORY. Point was full of incidents by "flood and field." Few knew of the presence of Thomas A. Edison aboard until he was discovered in the midst of a

group of eager listeners, and this was the order all day. Generally, he is accompanied by some one of the company when away from the works, and while he was strongly urged to join the water trip he was uncertain, and gave no inkling what his judgment would be. When the first automobile load of guests arrived at the

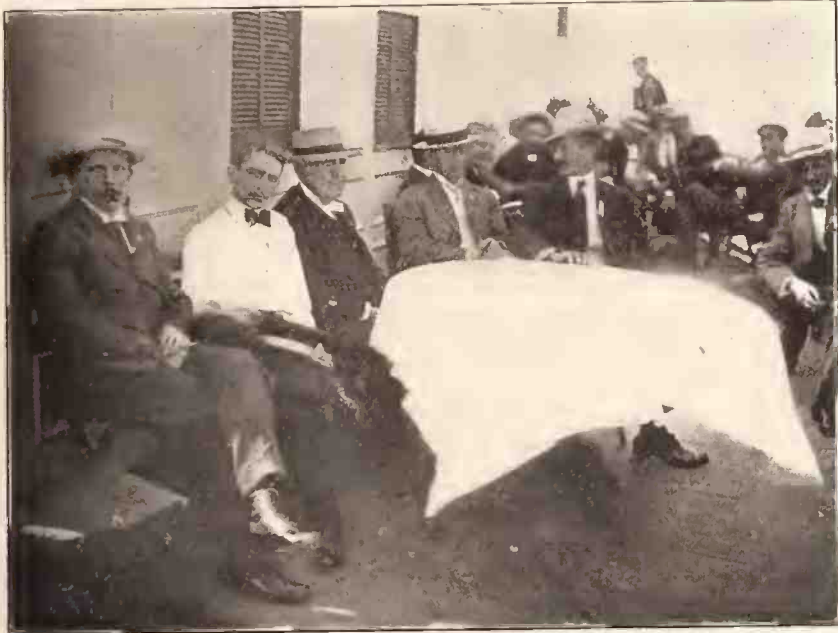
boat Thursday morning, to the surprise of President Gilmore and his fellow officials, Mr. Edison was comfortably awaiting their arrival. He had left Orange alone early in the morning, had crossed New York in the surface cars—he

boat Co.'s fleet, first steaming down the bay off Coney Island before going up the Hudson. The weather was ideal, and the trip was doubly enjoyed on that account.

At West Point the commanding officers were all

filed out into the banquet hall, played appropriate music, which was accompanied by cheers. It was an elaborate affair, the menu being a credit to this great hostelry.

While the banquet was being served, which



VICTOR H. RAPKE IN GOOD COMPANY ON TRIP UP THE HUDSON.



A BUNCH OF PLEASED EXECUTIVES—J. NEWCOMB BLACKMAN, PERRY E. WHITSIT, W. E. GILMORE AND C. N. ANDREWS.

knows the city like a book—to the pier. During the day he was kept busy signing menu cards,

attention to their distinguished visitors, and if the request had been made in time they would have cheerfully accorded Mr. Edison the honor of reviewing the cadet corps at dress parade. As it was, Colonel Smith and Captain Hubert took great pleasure in conducting him through the summer camp, and in bidding him good-bye the colonel expressed his delight in behalf of the "Point" in meeting Mr. Edison, to which complimentary remarks Mr. Gilmore made a suitable reply, that was emphasized by cheers for everybody. The return home in the moonlight was devoid of special interest, "dancing being kept up until a late hour."

was admirably done, the prevailing sentiment was "strict attention to business"—from eight to ten



FRANK L. MADISON, MANAGER CONTRACT DEPARTMENT, NATIONAL PHONOGRAPH CO.

which he did cheerfully and with pleasure. Late breakfast, luncheon and dinner was served while on the water, the "Cepheus," of the Iron Steam-

**The Banquet at the Waldorf-Astoria.**

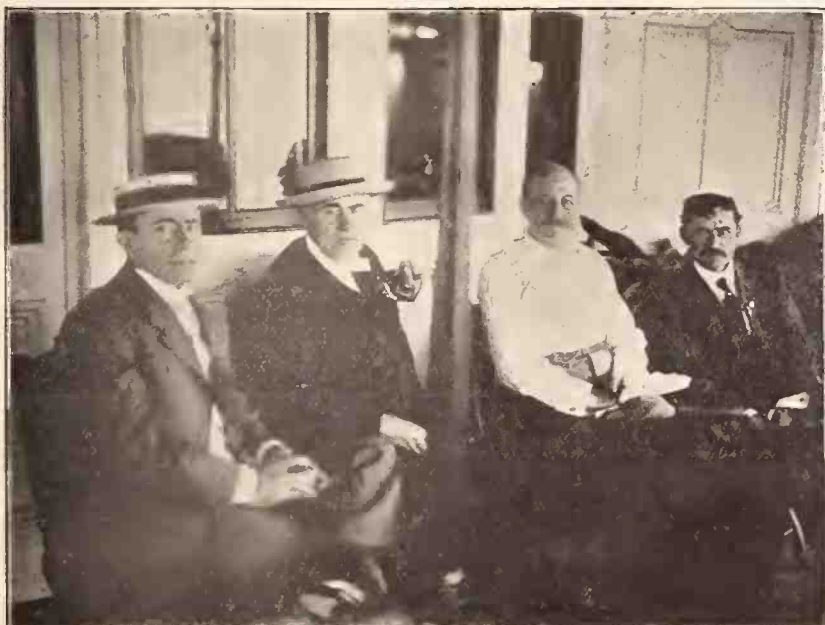
In the evening of the following day, succeeding the sight-seeing trip in automobiles about New York, a banquet was given in the Astor Gallery at the Waldorf-Astoria Hotel. The magnificent room was simply yet beautifully decorated, the guests being seated at small tables containing eight each. At the head, or honorable, facing the entire assemblage from the north, as will be observed in the flashlight picture in this issue of The World, Thos. Alva Edison, who has participated in all the festivities—a rare honor, by the way—is to be found at the right of William E. Gilmore, while Mr. Foster is at Mr. Gilmore's left. Other well-known gentlemen at this table were: William Werner, William M. Hollins, George Ilsen, S. J. Francis, E. Perry Ashton, J. F. Bowers, F. L. Dyer, C. H. Wilson, P. E. Conroy, J. R. Schermerhorn, W. D. Andrews, R. S. Williams, Jr., William Pelzer, Geo. Meikle, Thomas Graf, F. K. Dolbeer.

The Edison Symphony Orchestra, as the guests



W. H. A. CRONKRITE, ASSISTANT MANAGER RECORDING DEPT., NATIONAL PHONOGRAPH CO.

o'clock. Several of the dishes were appropriate to the occasion, the ice cream coming on in the form of phonograph, horn and all.



MR. EDISON, IN COMPANY OF P. E. CONROY, GEORGE ILSSEN AND JAMES K. O'DEA ON WAY TO WEST POINT.



A GROUP OF PROMINENT MEN IN THE TRADE. SNAPPED WHILE APPROACHING WEST POINT.



Banquet at the Waldorf-Astoria Given Evening of July 20 by the National Phonograph Co. to Their Jobbers.

A flashlight picture was taken at the conclusion of the "spread," a copy of which, 19 by 13½ inches, suitably mounted, was subsequently presented each one attending, with the compliments of the company. Then the Edison artists, namely, Arthur Collins, Harry MacDonough, Byron G. Harlan, Ada Jones, Len Spencer, displayed their talents, rendering the popular airs generally made familiar via the records. The kinetograph also contributed material enjoyment, the reproduction of the jobbers on the motor cars turning into Fifth avenue on their way to Orange being hailed with acclaim. Mr. Edison, who seemed to be enjoying every minute of the time, was repeatedly cheered and candidly indorsed as being "all right" at various times, and Mr. Gilmore was not neglected. When Mr. Gilmore spoke of Mr. Dolbeer as being entitled to every scrap of credit for the perfect manner in which each day's programme had been carried out, the banqueters indorsed the sentiment with whoops and cheers, calling on the gentleman for a speech. Mr. Dolbeer replied briefly, thanking every one for their kind and generous opinion of him, but disclaimed the whole credit of having given so much evident pleasure to the Edison jobbers, as

are to be suitably engrossed and presented to the gentlemen mentioned. The resolutions follow:

**Resolutions of Appreciation.**

"Whereas, The National Phonograph Co. has taken occasion to entertain as its guests in New York City the jobbers of the United States and Canada in its line of manufacture, and,

"Whereas, Such invitations have been accepted



EDISON ON PARADE GROUNDS, WEST POINT.

by the leading jobbers in the trade in this country and Canada, to the number of two hundred and fifty or more; and,

"Whereas, While it might reasonably be anti-

W. D. ANDREWS,  
SOL BLOOM.

**"Committee on Resolutions."**

"New York City, July 20, 1906."

These resolutions were adopted at the meeting of the jobbers in the hotel Thursday morning last, when the proposition of organizing a national talking machine jobbers' association was "turned down," an account of which together with Mr. Dolbeer's emphatic address, appears elsewhere.

**Souvenirs of the Event.**

The souvenirs were elegant and worthy of preservation as mementos of an historical event—its duplicate may never occur again. The most important is that of the personally signed superb portrait of Thomas A. Edison, together with the menu, musical programme and list of jobbers, which was arranged in book form, 13½ by 7 inches, printed on choice deckled edge paper and bound in cardboard with white satin ribbon, the initial E appearing on the cover inclosed in a heavy wreath stamped in gold, the whole being enclosed in a special box, with the initial device embossed on the outside. A small bronze bust of the distinguished inventor of the phonograph was also presented. It is whispered that the company are preparing a medal commemorative of the occasion, which is not to be distributed before September.

**Some Edison Aftermath,**

On Sunday and Monday many of the jobbers left for home, but a great number stayed over to visit the trade. All of the jobbers with whom The World had the pleasure of talking before leaving were most effusive in their appreciation



SNAPSHOTS OF NATIONAL PHONOGRAPH CO.'S GUESTS ON AUTOMOBILE TRIPS.

he had been loyally assisted by his colleagues in every department of the company, including Mr. Gilmore himself.

Before the "talent" appeared, J. F. Bowers, of Lyon & Healy, presented a set of resolutions, thanking Messrs. Edison, Gilmore and the National Phonograph Co. in general, and conveying their good wishes and reciprocal feelings, which

pated that the entertainment offered by the National Phonograph Co. to its guests would be of the high character warranted by the standing and reputation of the company; and,

"Whereas, The entertainment has far surpassed the warmest anticipation held in regard to it; therefore, be it

"Resolved, That the jobbers of the product of the National Phonograph Co., in meeting assembled at the Waldorf-Astoria Hotel in New York City, do hereby tender to

- Thomas A. Edison,
- William E. Gilmore,
- Carl H. Wilson,
- Frank K. Dolbeer,

and their great corps of assistants, their sincere and heartfelt thanks for the magnificent entertainment and splendid courtesy extended to them by the National Phonograph Co.; and be it further

"Resolved, That a copy of these resolutions, suitably engrossed, be sent to the National Phonograph Co., for preservation in its archives as a memento of one of the most agreeable and highly enjoyable occasions in the lives of all of its participants,

"J. F. BOWERS,  
ROBERT L. LOUD,  
R. WURLITZER.



A WELL-CONTENTED PARTY.



EN ROUTE TO THE FACTORY.

In the days following the completion of the "official" programme many courtesies were shown the visiting trade by the New York jobbers. Several special parties to places and points of interest were participated in by the ladies—wives of the out-of-town people—Coney Island attractions being the most popular diversion. Dinners and luncheons a fresco were numerous and greatly enjoyed.

\* \* \* \*

During the days the jobbers were in the generous hands of the National Phonograph Co. the comparatively few ladies—about 25—who accompanied their husbands to New York were not neglected. Under the Chesterfieldian and tactful management of N. C. Durand, chief of the business phonograph department, they were entertained with automo-life trips about the city, dinners at Claremont and Manhattan Beach, theater parties, flowers, etc. For this delicate service, so perfectly executed, Mr. Durand has been showered with congratulations, and he may be presented with an unique testimonial one of these days. As one of the ladies afterward remarked: "I've had the time of my life, and Mr. Durand is too sweet for anything."

\* \* \* \*

While each and every one of the company's committees in charge of specific functions performed their respective duties admirably, an extra need of praise is due the transportation committee—namely, William Palzer, chairman; Walter Stevens, C. C. Squire, Joseph F. McCoy, J. W. Scott and J. R. Wilson, Jr. They were "on to the job" at every stage of the game, and not a man was left behind in the various connecting trips from the hotel to and from trains and boats. Ample provision was made for everybody, and comfort and expenditure resulted from the committee's splendid work.

\* \* \* \*

Another notable feature was the absence of the customary press committee on occasions of this kind. No "booming" or "puffing" by the daily newspapers was desired, let alone sought—a temptation and an opportunity difficult for the great majority of business men to resist. Representatives were present, but they were left to their own devices regarding the "write-ups," and this fact the jobbers subsequently commended in no uncertain terms. Neither was business discussed in any form, shape or manner, excepting where it originated with the jobber. Orders were not in order, and this plan was sedulously eschewed on the part of the company, who wished to be regarded simply as hosts at an entertainment which has already become historical in trade annals, the like of which has never been recorded in commercial events, and may never be repeated on a similar scale of liberality and generous hospitality, coupled with an entire freedom from any suggestion of ostentation.

\* \* \* \*

It would have been a graceful act if the work—by no means easy or altogether free from un-

pleasant incidents—of C. V. Henkel, president of the Douglas Phonograph Co., New York, in raising the funds that made the presentation of the souvenir gifts to Messrs. Edison and Gilmore possible, had been recognized specifically. Mr. Henkel originated the idea, created the co-operating committee, the soliciting falling wholly on his shoulders and he assuming the entire financial responsibility. (Doubtless a few are still shy, and in that event prompt and immediate payment would certainly be the only course out of their delinquency.) A resolution to this effect could have been appropriately adopted at the meeting of the jobbers in the Waldorf, July 20, when the question of commending the National



L. E. McGreal. C. N. Andrews. E. F. Taft. P. A. Powers.  
W. E. Gilmore. Thomas A. Edison. C. V. Henkel.

SOUVENIR COMMITTEE AND DISTINGUISHED RECIPIENTS.

Phonograph Co. was adopted by a rising vote. Perhaps a few jobbers will send Mr. Henkel a souvenir postal card expressive of their sentiments, for it is never too late to mend.

\* \* \* \*

The camera brigade were in evidence at all times, in and out of season. Mr. Edison was snapped possibly in a hundred different poses, one chap on the "firing line" declaring he had secured enough views to last him two years—making a business of their sale.

\* \* \* \*

The ladies present during the festivities were: Mrs. E. F. Ball, Newark, O.; Mrs. George Ilsen, Cincinnati, O.; Mrs. Theo. F. Bentel, Mrs. W. J. Tipper, Mrs. E. H. Fall and Mrs. F. Olmhausen, Pittsburg, Pa.; Mrs. J. N. Willis, Elmira, N. Y.; Mrs. J. M. Hayes, Toledo, O.; Mrs. T. J. Heffelman, Canton, O.; Mrs. J. P. Riley, Atlanta, Ga.; Mrs. and Miss Buckowitz New Orleans; Mrs. E. Perry Ashton, Detroit, Mich.; Mrs. C. W. Patrick, Mrs. C. L. Hibbard and Mrs. F. K. Babson, Chicago; Miss A. Smith, Buffalo, N. Y.; Mrs. Harry W. Weyman and Mrs. Darion, Philadelphia; Mrs. W. C. De Forest, Sharon, Pa.; Mrs. N. C. Durand, Mrs. Walter Stevens, Mrs. C. H. Wilson, Mrs. F. E. Madison, Mrs. Peter Weber, Mrs. L. C. McChesney, Orange, N. J.

THE GENTLEMEN PRESENT.

Germany—Thomas Graf, of Edison Gesellschaft, Berlin.

Alabama—A. R. Boone, T. Williams, Birmingham; W. H. Reynolds, Mobile, Ala.; R. L. Penick, Montgomery.

Arkansas—S. M. Field, O. K. Houck Piano Co., Little Rock.

Colorado—H. Shields and W. S. Ferguson, of Denver Dry Goods Co., and Thomas Hext, of Hext Music Co., Denver.

Connecticut—W. O. Pardee and H. L. Ellenberger, of Pardee-Ellenberger Co., New Haven.

District of Columbia—J. Macfarquahar, of S. Kann, Sons & Co.; S. E. Philpitt, of E. F. Droop & Sons Co., Washington.

Georgia—J. P. Riley, Atlanta Phonograph Co.

Illinois—Fred. K. Babson, of Batson Bros.; C. E. Goodwin and J. F. Bowers, of Lyon & Healy; C. L. Hibbard, National Phonograph Co.'s commercial department; J. W. Harrison, James I. Lyons, L. A. Olmstead, Samuel Insull, Edw. H. Uhl, R. Wurlitzer Co.; W. C. Patrick, Edison Manufacturing Co., Chicago; Eugene Zimmerman, Peoria Phonograph Co., Peoria; Mr. Bishop, of Montgomery, Ward & Co., and the following ambassadors in the Edison interests: A. Kloehm, M. G. Kroesh, W. P. Hope and George A. Rennor and John Harden.

Indiana—W. E. Kipp, Kipp Bros. & Co.; Chas. F. Craig, Indiana Phonograph Co.; E. A. Link, A. B. Wahl, A. B. Wahl & Co., Indianapolis.

Iowa—D. F. Hopkins, J. O. Hopkins, Hopkins Bros. & Co., Des Moines; Charles Stayman, Early Music Co., Fort Dodge.

Louisiana—E. H. McFall and F. J. Buckowitz, National Automatic Fire Alarm Co., New Orleans.

Kentucky—C. A. Ray and B. F. Magruder, Louisville.

Maine—E. H. Dakin, Bangor; W. O. Ross and F. C. Smith, Portland.

Michigan—E. Percy Ashton, American Phonograph Co., Detroit; C. A. Grinnell and I. L. Grinnell, Grinnell Bros.; Max Strassburg, Detroit.

Massachusetts—C. G. Andrews, Boston Cycle & Sundry Co.; E. F. Taft, Eastern Talking Machine Co.; E. E. Currier, Frank S. Boyd, William L. Veale, of Read & Read; S. J. Francis, D. R. Varvey, C. E. Osgood, F. A. Bliss, Fitchburg; Thomas Wardell, Lowell; J. C. Brickett and George W. Flint, Springfield; H. P. Emory, Worcester, Mass.; H. L. Rogers, Boston.

Minnesota—Thomas C. Hough and Archie Mathers, of Koehler & Hinrichs, Minneapolis; L. H. Lucker, W. A. Lucker, George H. Mairs, O. P. Stickney, St. Paul.

Missouri—T. P. Clancy, P. E. Conroy, Conroy Piano Co.; A. G. Quade, M. Neuman, Western Talking Machine Co., St. Louis; C. J. Schmelzer, F. M. Briggs, Kansas City.

Montana—Frank Buser, Helena Phono Co., Helena.

Nebraska—George E. Mickel and G. W. Shultz,



JOBBERS SEEING NEW YORK.

Omaha; L. F. Haffley, of H. E. Sidles Phonograph Co., Lincoln.

New Jersey—A. W. Toennies, Jr., and A. W. Toennies, Sr., Eclipse Phonograph Co., Hoboken; A. O. Petit, Edisionia Co., Newark; James K. O'Dea, Paterson; John Sykes, Trenton.

New York—R. Beraniji, John W. Blackman, John F. Blackman, J. N. Blackman, Blackman Talking Machine Co.; P. L. Waters, Alfred Weiss, G. Vintschger, V. H. Rapke, William C. Shields, Louis M. Meier, Lipman Kaiser and S. B. Davega, of S. B. Davega; Robert C. Ogden, of John Wanamaker; C. V. Henkel and A. P. Petit, of Douglas Phonograph Co.; Dr. J. T. Maclean, William M. Hollins, N. Goldfinger, with the Siegel-Cooper Co.; C. Meyer, W. E. Peck, Sol Bloom, F. G. Loeffler, Bettini Phonograph Co.; A. H. Jacot, C. H. Jacot and Marc K. Mermod, of Jacot Music



JOBBERS SEEING NEW YORK.

Box Co.; Charles Klimper, I. Davega, Jr., John P. Kelsey, Brooklyn; H. A. Gordon, H. S. Gordon, Winchester Britton, J. R. Bradlee, John Rose (Astoria), F. Bockhorst, Wm. Sidebottom and E. S. Pater, Edison Mfg. Co., New-York City; P. A. Powers and Robert L. Loud, Buffalo; W. O. Crew and John N. Willys, Elmira Arms Co., Elmira; N. D. Griffin, Gloversville; William M. Davis, Kingston; Frank E. Bolway, Oswego; A. J. Deninger, John F. Griffin, G. B. Miller, D. B. Williams and Sheridan Duball, with Giles B. Miller; W. J. Smith, Rochester; W. C. Finch, W. F. Hahn, of Finch & Hahn; J. A. Rickard, Schenectady; C. N. Andrews and W. D. Andrews, Syracuse; W. F. Carroll, J. L. Fairbanks, Arthur F. Ferriss, William Harrison and M. C. Robinson, Clark-Harrocks & Co., Utica.

Ohio—E. J. Heffelman and Charles B. Klein, of Klein-Heffelman Co., Canton; George Ilsen, of Ilsen Co.; Rudolph H. Wurlitzer, Rudolph Wurlitzer Co., Cincinnati; P. B. Whitsit and L. M. Weller, of Perry B. Whitsit Co., Columbus; T. H. Towell, Eclipse Music Co.; Edw. F. Dohse and Mr. Niehaus, of Niehaus & Dohse, Dayton; E. F. Ball and James Fintze, of Ball-Fintze Co., Newark; J. M. Hayes, of Hayes Music Co., Toledo.

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Rhode Island—L. M. Darling and Charles S. Fifield, Pawtucket; J. A. Foster, S. A. Howland, Charles D. Rodman, J. Samuels, E. E. Saul, Eugene M. Sawin, A. T. Scattergood, E. A. Scattergood and H. Wonderlick, Providence.

Tennessee—A. R. King and Daniel B. Orndorff, Knoxville Typewriter & Phonograph Co., Knoxville; F. M. Atwood, O. K. Houck, of O. K. Houck Piano Co., and F. E. Miles, Memphis; Olney Davies and Harry Davis, Nashville.

Texas—C. B. Harris, Southern Talking Machine Co., Dallas; W. G. Walz, of W. G. Walz Co., El Paso; D. Shepherd, Cummings, Shepherd Co., Fort Worth; H. M. Holleman, Houston.

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Canada—R. S. Williams, Jr., of R. S. Williams & Sons Co., and H. G. Stanton, Toronto.

THE "MEN BEHIND THE GUNS."

No small share of the success of the festivities attendant on the gathering of the Edison jobbers was due to the following committees, who performed their respective duties in a manner to evoke the highest praise:

Reception and Hotel Committee.—C. H. Wilson, chairman; William Pelzer, Walter Stevens, N. C. Durand, Frank L. Dyer, A. C. Ireton.

Dinner Committee.—W. E. Gilmore, chairman; C. H. Wilson, Walter Stevens, F. K. Dolbeer.

Music Committee.—Walter H. Miller, chairman; W. H. A. Cronkhite, A. T. Moore.

Transportation Committee.—William Pelzer, Walter Stevens, C. C. Squire, Joseph F. McCoy, J. W. Scott, J. R. Wilson, Jr.

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ing, H. F. Miller, J. W. Aylesworth, W. G. Bee, J. V. Miller, F. L. Dyer.

Headquarters Committee.—F. K. Dolbeer, chairman; F. E. Madison, N. C. Durand, C. L. Hibbard, M. E. Elliott.

General Committee.—F. K. Dolbeer, chairman; C. H. Wilson, A. C. Ireton, W. H. Miller, W. H. A. Cronkhite, N. C. Durand, C. L. Hibbard, G. A. Hedden, M. E. Elliott, F. E. Madison, A. T. Moore, C. E. Osborne, C. B. Haynes, J. W. Scott, J. B. Wilson, Jr., H. M. Root, John C. Loy, Peter Weber, L. C. McChesney, C. C. Squire, E. L. Aiken, A. M. Hird, G. E. Youmans, H. F. Miller, Louis Reichert, J. H. Moran, F. S. Brown, J. W. Aylesworth, I. A. Harrison, W. G. Bee, J. V. Miller, John Hardin, George Renner, Walter Stevens, William Peizer, F. L. Dyer, W. J. Buehler, John E. Helm, J. F. McCoy, W. H. Hug, E. E. Davidson, H. A. Turner, F. L. Fritchey, A. V. Chandler, W. P. Hope, A. H. Kloehr, M. G. Kreusch, W. C. Patrick, H. T. Leeming.

NOW THE COLLAPSIBLE HORN.

The New Jersey Sheet Metal Co. Have Evidently Got a Winner—Has Many Features of Excellence.

It would seem as if the New Jersey Sheet Metal Co., of Newark, N. J., had solved the collapsible horn problem. We had the pleasure of examining their latest product in this line the other day—a collapsible sheet metal flower horn—and must admit surprise and pleasure at the results demonstrated. It was placed together and taken apart in an incredibly short space of time—a couple of minutes, we believe. Now, while this is an accomplishment to be proud of, yet this is not "the whole thing." The great feature of this horn is its wonderful system of interlocking, whereby it is as firm as if cast in a mold, with an interior that is as smooth as glass, with no interruption to sound and designed to give the best results acoustically. To such a multitude of excellencies might be added that of reliability—in fact, it is apparently made to last. Dealers are destined to find this collapsible horn a wonderful seller. It is made for both cylinder and disc taper-arm machines, and for the thousands who take their talking ma-

chines "visiting" it will prove a godsend. It will not interfere with the sales of the regular horn, for no enthusiastic user of talking machines will fail to be without the two.

THE "NEOPHONE" IN CANADA.

Mr. A. W. Bennet has just arrived from England and has opened up at 38 and 40 Adelaide street, West Toronto, with the sole agency for Canada for Neophone, Limited, London, England, owing to the numerous inquiries which have reached them from this country for Neophone specialties. The Neophone is the invention of Dr. Michaelis, and is protected by patents in every country throughout the world.

Mr. Bennet, the "Neophone man," as he calls himself, is a keen, progressive business man, and has already made many friends, says the Canadian Music Trades Journal. He is quite enthusiastic over his Canadian business, and tells us that the amount of orders already received more than fulfil his expectations, and he is quite confident that the great success achieved by the Neophone, Limited, in foreign countries will be repeated in Canada as soon as the merits of the Neophone become more widely known.

A GOOD DOLLAR'S WORTH.

On and after July 15 the annual subscription price of The Talking Machine World, published by Edward Lyman Bill, at 1 Madison avenue, New York, will be \$1 instead of 50 cents. Any dealer interested in talking machines was never offered better value for his money than the same publication gives. It is a well-edited, cleanly gotten-up publication and worth money to the man who sells talking machines.—Canadian Music Trades Journal.

George H. Sharp & Son, of Westfield, Mass., have been advertising the Edison goods very extensively during the summer through the medium of various public picnics, fetes, etc. The machines were taken to the affairs by a member of the store staff, and the latest records were played. The publicity created by the above plan resulted in a largely increased trade, especially in records.

BLACKMAN KEEPS DEALERS COOL

AN EDISON Jobber Don't get warm because you can't get EDISON or VICTOR goods wanted. Buy from BLACKMAN and notice how cooling BLACKMAN's treatment is. A VICTOR Distributor

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



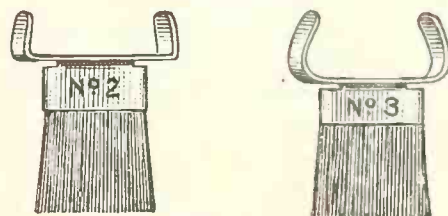
Made in Six Styles.

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

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

New Style Place Record Brushes.

NOW READY.



PATENT ALLOWED.

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

LIST PRICE, 15c. EACH.

We give DEALERS and JOBBERS a GOOD PROFIT. WRITE for DISCOUNTS and Samples. The Place Brush clamps under the speaker arm and AUTOMATICALLY removes all dirt or dust from the RECORD, so the sapphire runs in a CLEAN TRACK and insures a GOOD REPRODUCTION. WE OWN THIS INVENTION and WILL PROSECUTE INFRINGERS.

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

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

GET THE BLACKMAN HABIT AND YOU WILL KEEP IT 97 Chambers Street, New York

# THE LAND-O-PHONE

(PATENTED)

## HOME RECORDER

HAS ALREADY SCORED AN UNPARALLELED SUCCESS, AND BEEN ENDORSED BY THE ENTIRE TRADE

There is no doubt of the simplicity and practicability of the

### Land-O- Phone Home Recorder

It is absolutely safe, is easy to attach, and a child can operate it. The *Home Recorder*



MAKING A HOME RECORD ON THE VICTOR MACHINE WITH THE LAND-O-PHONE HOME RECORDER

sells on sight, and the leading distributors east and west are taking it up with enthusiasm.

Owing to the enormous demand for the *Land-o-Phone Home Recorder*, the trade should not delay in ordering, as our plant is now pushed to its utmost capacity.

*Dealers should order through their Jobber.*

List Price for Home Recorder, \$10.00

Blank 10½ inch Records, \$.25

Distributers for the Home Recorder to Date:

CHICAGO—The Talking Machine Co., 107 Madison Street

PITTSBURG—{ Powers & Henry, 619 Penn Avenue  
Theo. F. Bentel Co., 632-634 Liberty Street

NEW YORK—{ Douglas Phonograph Co., 89 Chambers Street  
Victor Distributing and Export Co., 77 Chambers Street

WRITE FOR PARTICULARS.

THE LAND-O-PHONE COMPANY, Inc., Offices: 288 FIFTH AVENUE  
NEW YORK CITY



RECORD BULLETINS FOR SEPTEMBER, 1906.

LATEST VICTOR RECORDS.

- ARTHUR PRYOR'S BAND.  
 4778 Hohenfriedberger March ..... Der Grosse  
 31551 William Tell—Ballet Music—Part I.....Rossini  
 4743 Azaleas. Two-step—Intermezzo.....Hawthorne  
 4779 Stein Song March ..... Bullard  
 SOUSA'S BAND.  
 844 Invincible Eagle March ..... Sousa  
 4452 America (My Country 'Tis of Thee).....  
 VICTOR ORCHESTRA.  
 4807 Flying Arrow Medley .....  
 4781 Electra. Intermezzo Caprice ..... Theo. Levy  
 4802 American Life March ..... Ascher  
 VICTOR DANCE ORCHESTRA.  
 31557 Nightingale Waltz ..... Czibulka  
 VIOLONCELLO SOLO BY ROSARIO BOURDON, WITH ORCH.  
 31554 Flower Song (Blumenlied) ..... Lange  
 TENOR SOLOS BY HARRY MACDONOUGH, WITH ORCH.  
 4795 The Stars, the Stripes and You ..... Wheeler  
 31550 I'll Sing Thee Songs of Araby, from "Lalla  
 Rookh" ..... Clay  
 31552 Ain't you Coming Back to Old New Hamp-  
 shire, Molly. .... Helf  
 CONCERTO SOLO BY MISS CORINNE MORGAN, WITH ORCH.  
 31554 He Shall Feed His Flock—Messiah.....Handel  
 INSTRUMENTAL QUARTETTE (Violin, Viola, Flute, Harp).  
 4810 Tranquility ..... Menzel  
 CORNET DUET BY ROGERS AND KENEKE, WITH ORCH.  
 4780 When Life is Brightest. .... Pinsuti  
 BELL SOLO BY CHRIS CHAPMAN, WITH ORCH.  
 4798 Spontime. Two-step—Intermezzo... Von Tilzer  
 TENOR SOLOS, BY HARRY TALLY, WITH ORCH.  
 4775 Alice, Where Art Thou Going?.....Gumble  
 31549 Just One Word of Consolation ..... Lemonier  
 TENOR SOLO BY JAMES MCCOOL, WITH ORCH.  
 4797 There Never was a Girl Like You ..... Baer  
 TENOR SOLO, BY RICHARD J. JOSE, WITH ORGAN.  
 4782 Rock of Ages (Words by Toplady).....Hastings  
 TENOR SOLO BY ALBERT CAMPBELL, WITH ORCH.  
 4794 Coming Through the Rye, Jennie Mine.....Scott  
 BARITONE SOLO BY J. W. MYERS, WITH ORCH.  
 4783 Colleen Bawn ..... Helf  
 BASS SOLO BY FRANK C. STANLEY, WITH ORCH.  
 4784 Battle Hymn of the Republic.....Howe  
 SONGS BY BILLY MURRAY, WITH ORCH.  
 4721 Nothing Like that in Our Family ..... Furth  
 4792 Girlie I Love You ..... Morse  
 4803 Molly Malone ..... Mills-Everhard  
 COMIC SONGS BY BOB ROBERTS, WITH ORCH.  
 4790 I'd Rather Be on the Outside Lookin' In  
 Than On the Inside Lookin' Out.....Snyder  
 4791 Everybody Gives Me Good Advice.....  
 Kendis and Paley  
 COON SONG BY ARTHUR COLLINS, WITH ORCH.  
 4804 I Don't Know Where I'm Goin', but I'm  
 On My Way. .... Bren  
 HARRY TALLY AND HAYDN QUARTETTE, WITH ORCH.  
 31548 Somewhere ..... Harris  
 DUET BY COLLINS AND HARLAN WITH ORCHESTRA.  
 4787 Come Take a Skate With Me.....  
 Brown and Edwards  
 DUET BY STANLEY AND MACDONOUGH, WITH ORCH.  
 31547 My Faith Looks up to Thee.....Bassford  
 DUET BY MISS HAYWARD AND MR. MACDONOUGH, WITH  
 ORCH.  
 4786 The Laurel and the Rose ..... Grill  
 DUET BY MISS MORGAN AND MR. STANLEY, WITH ORCH.  
 31555 Home to Our Mountains, from Il Trovatore.  
 Verdi  
 MALE QUARTETTES BY THE HAYDN QUARTETTE WITH ORCH.  
 4750 Dixie Dear ..... Reimer  
 2512 Heidelberg, from Prince of Pilsen.....Luders  
 1997 My Old Kentucky Home.....Foster  
 DESCRIPTIVE SPECIALTIES BY MISS JONES AND MR.  
 SPENCER.  
 4789 Flannigan's Night Of.....  
 4788 Coming Home from Coney Island (with Orch.)  
 CHOIR RECORDS BY THE TRINITY CHOIR, WITH ORCH.  
 4793 Lead, Kindly Light. Words by Dr. Newman.  
 Dykes  
 723 Stand Up for Jesus.....Webb  
 THE LYRIC QUARTETTE (MIXED VOICES).  
 4796 Sweet and Low ..... Barnby  
 RECITATIONS BY EDGAR L. DAVENPORT.  
 4809 Children's Series No. 3 "Wynken, Blynken  
 and Nod".....Eugene Field  
 4808 "Little Breeches" ..... Hay  
 HUMOROUS RECITATION BY DE WOLF HOPPER.  
 31559 "Casey at the Bat" .....  
 BARITONE SOLOS IN ITALIAN BY GUSTAVE BERL-RESKY,  
 WITH ORCH.  
 4799 Preghiera (Prayer) "Alla mente confusa"  
 Paoli Tosti  
 31558 Credo—Otello ..... Verdi  
 BARITONE SOLO IN SPANISH BY SENOR FRANCISCO, WITH  
 ORCH.  
 4800 La Golondrina (The Swallow).....  
 BARITONE SOLOS IN SPANISH BY ELADIO A. CHAO.  
 4805 La Partida .....  
 4806 Meus Amores—"Galecia" (Canto Gallego).....  
 GERMAN YODLING SONG BY GEO. P. WATSON, WITH ORCH.  
 4801 Du Dn (Old German Air).....  
 SWEDISH SOLOS BY JOEL MOSSBERG, BARITONE.  
 Svenska Ballader och Romanser—Swedish  
 Ballads and Romances.  
 3404 Min älskades namn ..... Abt  
 3405 Trollhättan ..... Lindblad  
 3406 Porter visa "Martha" ..... Flotow  
 3407 Soldatgossen ..... Pacius  
 3408 I djupa källarhalvvet ..... Fischer  
 3410 Ljungby Horn ..... Frieberg  
 3400 Min lilla vra ..... Vadman  
 3411 I rosens doft ..... Prins Gustaf  
 3412 Drick ur ditt glas ..... Bellman  
 Svenska Folksanger och Folkvisor—Swedish  
 Folksongs.  
 3413 Per Svinahede ..... Folk-Song  
 3414 Till Svenska Fosterjorden (Du gamla, du  
 frla).....Folk-Song  
 3415 Neckens Polska ..... Folk-Song  
 3401 Necken han spelar på böjjanbla ..... Folk-Song  
 3416 Värmlandsvisan ..... Folk-Song  
 3402 Och hör du Unga Dora ..... Folk-Song  
 Stycken ur Lars Bondessons Variete-Kupletter—  
 Swedish Variety Songs.  
 3417 Flickorna i Nerike ..... Bondesson  
 3418 Grythyttetagen ..... Bondesson  
 3419 Fotograferingen ..... Bondesson  
 3403 Djurkuplett ..... Bondesson  
 3420 Ett förhugget ord ..... Bondesson  
 3421 Pompa ..... Bondesson  
 3422 Stenkuplett ..... Bondesson  
 Tre Svenska Visor—Swedish Country Songs.  
 3423 Kväsarvalsen ..... Country Song  
 3424 Stor-Olas Maja ..... Country Song  
 3425 Liss Olaf Larsons-Stockholmsresa .....  
 Country Song  
 THREE NEW RED SEAL RECORDS.  
 BARITONE SOLO BY EMILIO DE GOGORZA  
 with New York Grand Opera Chorus and Orch.  
 64051 Canzone del Porter (Porter Song) Martha Flotow

- THE NEW YORK GRAND OPERA CHORUS WITH ORCH.  
 64049 Rigoletto—Male Chorus, Act II "Scorrendo  
 uniti remota via" ..... Verdi  
 64050 Soldiers' Chorus (Squilli e chaggi la tromba)  
 il Trovatore ..... Verdi

NEW COLUMBIA "XP" (CYL.) RECORDS.

- PRINCE'S MILITARY BAND.  
 32971 On to Victory March (from "The Free Lance")  
 John Philip Sousa  
 32983 Sliding Jim (a trombone extravaganza).....  
 BANJO, MANDOLIN AND HARP GUITAR TRIO.  
 32984 Koontowu Koffe Klatsch.....Ossman-Dudley Trio  
 32985 The Mayor of Tokio, Selections from.....  
 Ossman-Dudley Trio  
 BARITONE SOLOS.  
 32990 I'm Tired of Eating in the Restaurants  
 (Coon Song) Bert. Williams, Orch. accom.  
 32991 The Minstrel Boy Geo. Alexander, Orch. accom.  
 32992 Good Advice (Coon Song) A. Collins, Orch. accom.  
 32993 Milo ..... Bob Roberts, Orch. accom.  
 32994 Won't You Be My Girlie?.....  
 F. C. Stanley, Orch. accom.  
 TENOR SOLOS.  
 32995 Where Thou Canst Rest, or Ah! Love Me, but  
 Love Me Well! Henry Burr, Orch. accom.  
 32997 The Good Old U.S.A. L. G. Harlan, Orch. accom.  
 SOPRANO SOLO.  
 32972 Waiting at the Church (My Wife Won't  
 Let Me).....Miss Ada Jones, Orch. accom.  
 BARITONE AND TENOR DUET.  
 32988 Honey, Won't You Love Me Like You Used  
 To? ..... Collins and Harlan, Orch. accom.  
 VOCAL DUET WITH QUARTETTE CHORUS.  
 32989 While the Old Mill Wheel is Turning.....  
 Burr and Campbell, Columbia Quartette, Orch. accom.  
 VOCAL QUARTETTE, MALE VOICES.  
 32987 The Sabbath Day Columbia Quartette, unaccom.  
 THE RAMBLER MINSTREL COMPANY.  
 32986 Record "B." ..... Orch. accom.  
 LAUGHING SONG.  
 32998 A Monkey on a String. Cal. Stewart, Orch. accom.  
 VAUDEVILLE SPECIALTY.  
 32980 A Darktoun Courtship.....  
 Miss Ada Jones and L. Spencer, Orch. accom.  
 TALKING RECORDS—DESCRIPTIVE.  
 33000 A Barnyard Serenade.....L. Spencer & A. Holt  
 33002 Mrs. Reilly's Troubles with the Dumb-  
 Waiter (Comic).....Steve Porter  
 UNCLE JOSH. WEATHERSBY'S LAUGHING STORY.  
 33003 The Eclipse of the Sun at Pumpkin Center..  
 Cal. Stewart

NEW COLUMBIA "BC" (CYL.) RECORDS.

- COLUMBIA ORCHESTRA (Dance Music).  
 72500 Brunette Polka ..... Bosc  
 72502 Oh! Les Femmes! (March and Two-step).....  
 Lincke  
 72506 La Czarine (Russian Mazurka).....Ganne  
 BARITONE SOLO.  
 85045 Rose Marie ..... Geo. Alexander, Orch. accom.  
 BARITONE AND SOPRANO DUET.  
 85080 Travel On (A coon conversation song)....  
 Miss Ada Jones and Len Spencer

NEW COLUMBIA 10-IN. DISC RECORDS.

- COLUMBIA BAND—RECORDS MADE IN FRANCE.  
 50481 Cordialement Marche .....  
 50482 Indiana Two-step .....  
 BANDA (RECORDS MADE IN MILAN.)  
 10545 My Treasure Waltz (Tesoro Mio Walzer).....  
 10554 Whistling Song (Pfeiflied) .....Joseuf Straus  
 LONDON MILITARY BAND.  
 25963 Bells of St. Malo (With Chimes).....  
 BANDA ESPANOLA.  
 5630 Grand Military March "Tres Arboles".....  
 COLUMBIA ORCHESTRA.  
 3445 A Trip to the Races (Descriptive).....  
 PRINCE'S ORCHESTRA.  
 3446 Seeing New York, or a Trip on the Rubber-

- neck Coach (Descriptive) .....  
 COLUMBIA ORCHESTRA (RECORD MADE IN BERLIN.)  
 7-in. record.  
 41373 Champagne Calop .....  
 BANJO SOLOS BY VESS L. OSSMAN  
 Orch. accom.  
 3447 On the Rocky Road to Dublin (Two-step).....  
 BARITONE SOLOS.  
 3454 Here it Comes Again. Bert Williams, Orch. accom.  
 3455 The Little Dustman (Lullaby).....  
 Geo. Alexander, Orch. accom.  
 3457 Good Advice (Coon Song) A. Collins, Orch. accom.  
 3458 Cupid is the Captain of the Army.....  
 J. W. Myers, Orch. accom.  
 3459 Won't You Be My Girlie?.....  
 Frank C. Stanley, Orch. accom.  
 TENOR SOLOS.  
 3460 Where Thou Canst Rest, or, Ah! Love Me,  
 but Love Me Well! (from Mizpah).....  
 Henry Burr, Orch. accom.  
 3461 Coming Through the Rye, Jennie Mine.....  
 Albert Campbell, Orch. accom.  
 3463 The Good Old U.S.A. B. G. Harlan, Orch. accom.  
 3464 Is Your Mother in, Molly Malone?.....  
 Billy Murray, Orch. accom.  
 SOPRANO SOLO.  
 3436 Waiting at the Church (My Wife Won't Let  
 Me) ..... Miss Ada Jones, Orch. accom.  
 BARITONE AND TENOR DUET.  
 3451 Honey, Won't You Love Me Like You Used  
 To? ..... Collins and Harlan, Orch. accom.  
 LAUGHING SONG.  
 3465 Monkey on a String. C. Stewart, Orch. accom.  
 VAUDEVILLE SPECIALTIES.  
 3467 A Darktoun Courtship.....  
 Miss Ada Jones and Len Spencer, Orch. accom.  
 3469 Mrs. Hiram Offen Discharges Bridget O'Sul-  
 livan. Miss Emma Forbes and Steve Porter  
 TALKING RECORD (DESCRIPTIVE).  
 3470 Barnyard Serenade.....L. Spencer and A. Holt  
 VOCAL QUARTETTE, MALE VOICES.  
 3450 Waltz Me Around Again, Willie.....  
 Columbia Quartette, Orch. accom.  
 MINSTRELS BY THE RAMBLER MINSTREL CO.  
 3448 Record "A" contains the opening introductory  
 overture by Prince's Orchestra and the entire  
 Minstrel Company, singing the chorus "Songs  
 of Aristocracy," followed by humorous dialogue  
 between interlocutor and End-man, with amus-  
 ing interruptions from the other End-comedian,  
 whose witty sallies are greeted with laughter  
 and applause. Mr. Murray responds in the  
 ditty "I Klnd of Like to Have You Fussin'  
 'Round" with full quartette refrain.  
 3449 Record "B" introductory overture "The Yankee  
 Doodle Negro," by full company with Prince's  
 Orchestra. Interchange of repartee between  
 interlocutor, and the End-comedians. Mr.  
 Collins renders "Good-Bye, Mr. Greenback"  
 with Minstrel chorus and enthusiastic plaudits  
 from the audience.

NEW COLUMBIA 12-IN. DISC RECORDS.

- BARITONE SOLOS BY DAVID BISHAM, WITH PIANO ACCOM.  
 30027 Drink to Me Only With Thine Eyes.....  
 30021 Hark! Hark! The Lark.....Schubert  
 BARITONE SOLOS IN GERMAN BY ANTON VAN ROOY  
 WITH PIANO ACCOM.  
 30028 Das Mührlad (German Volkslied, 1789).....  
 30029 "Die Leiden Grenadiere" ..... Schumann

NEW EDISON GOLD MOULDED RECORDS.

- Both Standard. Order by number, not title. If Con-  
 cert Records are wanted, give the number and letter C.  
 9338 Ride of the Valkyries (Wagner).....  
 Edison Concert Band  
 9339 Bull-Frog and the Coon (Nathan) Descrip-  
 tive coon love song, Orch. accom. .... Ada Jones  
 9340 Waltz Me Around Again, Willie (Shields)  
 Comic waltz song, Orch. accom. .... Billy Murray  
 9341 American Cake Walk (De Veau) Accordion  
 solo, Piano accom. .... John Kimmble  
 9342 Is there Any Room in Heaven for a Little  
 Girl Like Me? (Helf) Descriptive song.  
 Orch. accom. .... Harry Anthony  
 9343 I'm Crazy 'Bout It (Edmonds) Coon song.  
 Orch. accom. .... Collins and Harlan  
 9344 Where the River Shannon Flows (Russell)  
 Irish descriptive ballad, Orch. accom. ....  
 Harry MacDonough

JUST A LITTLE BIT BETTER



No. 420

Holds 225 12-inch Disk Records.

Material, Finish and Construction

than you are used to seeing is what makes Udell Cabinets sell so quickly and give such universal satisfaction. Every up-to-date dealer that handles

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should get

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 INDIANAPOLIS, U. S. A.

- 9345 Manhattan Beach March (Sousa) Performed "A la Sousa".....Edison Military Band
- 9346 Give My Love to Dixie (Keith) Descriptive ballad with march refrain, Orch. accom. Irving Gillette
- 9347 I'd Rather Be Outside a-Lookin' in Than on the Inside a-Lookin' Out. (Rose) Coon song, Orch. accom. ....Rob Roberts
- 9348 Spontime (Albert von Tilzer) Xylophone solo, Orch. accom. ....Albert Benzler
- 9349 Two Jolly Irishmen (Original) Irish vaudeville sketch, Orch. incidental effects.... Spencer and Porter
- 9350 Good Old U. S. A. (Morse) New march song, Orch accom .....Byron G. Harlan
- 9351 Jubilee Overture (Bach) Edison Symphony Orch.
- 9352 The Empire is a Most Unhappy Man (Howard) Comic song hit from "The Empire," Orch. accom. ....Edward M. Favor
- 9453 I Surrender All (Weeden) Sacred selection, unaccompanied.....Edison Mixed Quartette
- 9354 Old Heidelberg (Mills) March introducing Xylophone, Bells and Male Chorus..... Edison Concert Band
- 9355 When Love is Young (Ellis) Descriptive song from "Brown of Harvard," Orch accom. Frank C. Stanley
- 9356 Shall We Meet Beyond the River? (Rice) Sacred duet, Orch. accom. ....Anthony & Harrison
- 9357 I Don't Know Where I'm Goin', But I'm on My Way (Bren) Coon song, Orch. accom. A. Collins
- 9358 Kiss the Spring Waltz (Rolfe) Whistling solo, Orch. accom. ....Joe Belmont
- 9359 Peaches and Cream (Original) Vaudeville sketch, introducing the new waltz song, "Peaches and Cream" (Lowitz and Blumenthal), Orch. accom. ....A. Jones and L. Spencer
- 9360 One Called Mother and the Other Home, Sweet Home (Morse) Descriptive song, Orch. accom. ....Edison Male Quartette
- 9361 Afloat on a Five Dollar Note Medley (Original) introducing "Afloat on a Five Dollar Note," "I Like Your Way," "After They Gather the Hay," and "I'm Up in the Air About Mary" .....Edison Military Band

**ZON-O-PHONE 10-INCH RECORDS.**

- ZON-O-PHONE CONCERT BAND.
- 526 Jersey Carnival March.....
- 527 Lights Out March.....
- 528 Princeton Jungle March.....
- 529 Roosevelt and Fairbanks March.....
- HAGER'S ORCHESTRA.
- 530 Language of Flowers—Waltz.....
- 531 Southern Dream Patrol.....
- 532 I'm Up in the Air About Mary—Medley Waltz.....
- 533 Benita—Mexican Intermezzo.....
- PICCOLO SOLO BY FRANK MAZZIOTTA, WITH ORCH. ACCOM.
- 534 Sylvia Scerzo.....
- VIOLIN SOLO BY FREDERIC VOELKER, WITH ORCH. ACCOM.
- 535 Melody in "F".....
- SONGS WITH ORCHESTRA ACCOMPANIMENT.
- 536 Cheer Up, Mary.....Byron G. Harlan
- 537 Crocodile Isle.....Billy Murray
- 538 Fol de Idley Ido.....Miss Trix and Dan W. Quinn
- 539 Good Old U. S. A.....Byron G. Harlan
- 540 I Don't Know Where I'm Going, but I'm on My Way.....Arthur Collins
- 541 It's All Right in the Summer Time.....Miss Jones
- 542 Just a Little Fond Affection.....Byron G. Harlan
- 543 Lead, Kindly Light.....Universal Quartette
- 544 Little Darling Dream of Me.....Universal Quartette
- 545 My Little Dutch Colleen.....Miss Jones
- 546 Not Because Your Hair Is Curly.....Billy Murray
- 547 Rock of Ages.....Universal Quartette
- 548 Rosebud.....Billy Murray
- 549 Whistling Mike.....Miss Trix and Dan W. Quinn
- 550 Yes, Let Me Like a Soldier Die.....Geo. Alexander

**INTERNATIONAL RECORD CO.'S LIST.**

- PELUSO'S ORCHESTRA.
- 3135 Keep on the Sunny Side—Introducing "One Called Mother, and the other Home, Sweet Home."
- 3136 Paderewski's Famous Minuet.....
- 3137 Intermezzo, Love's Dream after the Ball..... Czihulka
- 3138 Waltz Me Around Again, Willie—Waltz.....
- 3139 Simple Simon (Characteristic Two-step).....
- VAUDEVILLE SPECIALTIES BY SPENCER AND JONES, WITH ORCH.
- 3140 Let Me See You Smile.....
- 3141 Travel On.....
- 3142 Peaches and Cream.....
- 3143 The Bull Frog and the Coon.....
- 3144 Coming Home from Coney Island.....
- BARITONE SOLOS BY Wm. FREDERICKS, WITH ORCH.
- 3145 Not Because Your Hair Is Curly.....
- 3146 Beside the Old Oak Gate.....
- 3147 Evening Star, from Tannhauser—German.....
- 3148 Why Don't You Try.....
- 3149 Dreamland (Cradle Song).....
- WHISTLING SOLOS BY J. BELMONT, WITH ORCH.
- 3150 The Chirpers.....Fank
- 3151 Dance of the Song Birds.....Richmond
- 3152 Arrival of the Robins.....
- 3153 Birds of Spring.....

- BARITONE SOLOS BY J. BROWN, WITH ORCH.
- 3154 Good Advice.....
- 3155 Spontime.....
- ITALIAN SOLOS BY MARCELLO MELE.
- 3156 I Dialette.....
- 3157 Quanno Mammeta Nnu Cesta.....
- 3158 Turnateme a Chiumma.....
- SOPRANO SOLO BY MISS STRANG, WITH VIOLIN OBLIGATO.
- 3159 Happy Days.....

**AUGUST LIST IMPERIAL RECORDS, 10-INCH DISC.**

- BARITONE SOLOS BY ARTHUR COLLINS, ORCH. ACCOM.
- 45191 I Don't Know Where I'm Going, but I'm on My Way.....Brenan
- 45201 Throw Down that Key.....Barron
- TENOR SOLO BY BYRON G. HARLAN, WITH ORCH.
- 45187 The Good Old U. S. A.....Morse and Drisland
- TENOR SOLOS BY HENRY BURR, WITH ORCH. ACCOM.
- 45190 After they Gather the Hay.....Henry
- 45212 Love Me and the World is Mine.....Ball
- 45213 Where Thon Canst Rest.....Searelle
- 45214 Somewhere.....Harris
- 45216 Robin Redbreast.....De Koven
- DUETS BY COLLINS AND HARLAN, WITH ORCH.
- 45192 Why Don't You Write When You Don't Need Money.....Edwards
- 45193 Susan, Kiss Me Good and Hard.....Helf & Hager
- 45194 Eliza, Save a Little for Me.....Madden
- 45195 Come Take a Skate with Me.....Edwards
- SOLOS BY MISS ADA JONES, WITH ORCH. ACCOM.
- 45211 Waiting at the Church.....Pether
- 45215 If the Man in the Moon Were a Coon.....Fisher
- 45217 It's All Right in the Summer Time.....Murray and Edwards
- 45218 Ethel Levey's "Virginia Song".....Cohan
- VAUDEVILLE SKETCHES, BY MISS ADA JONES AND LEN SPENCER, WITH ORCH. ACCOM.
- 45199 Travel On.....Byron
- 45210 Peaches and Cream.....Lowitz
- 45209 Flanagan's St. Patrick's Day.....
- 45210 The Morning after Flanagan's Night Off.....
- BANJO SOLOS BY VESS L. OSSMAN, WITH PIANO ACCOM.
- 45221 Smoky Mokes.....Holzman
- 45222 Whistling Rufus.....Kerry Mills
- 45223 Stars and Stripes—March.....Sousa
- 45224 Narcissus.....Nevin
- 45225 Down South.....Middleton
- 45226 Anona.....
- 45227 Bill Simmons.....Splink

**IMPERIAL CONCERT RECORDS FOR AUGUST, 10-INCH DISC.**

- BARITONE SOLOS BY ARTHUR COLLINS, WITH ORCH. ACCOM.
- 71184 When a Poor Relation Comes to Town.....Kendis & Paley
- 71185 Good-bye, My Honey, I'm Gone.....Smith
- 71189 The Ham What Am.....Fisher
- SOLO BY MISS ADA JONES, WITH ORCH. ACCOM.
- 71220 The Bull Frog and the Coon.....
- TENOR SOLO BY HENRY BURR, WITH ORCH. ACCOM.
- 71197 Why Did You Say Good-bye.....Alden
- TENOR SOLOS BY BYRON G. HARLAN, WITH ORCH. ACCOM.
- 71186 Grandpa, I'm Going to be a Soldier.....Rogers
- 71198 I Like Your Way.....Max Swift
- 71200 Coming Through the Rye.....Mills
- 71202 Cheer Up, Mary.....Kendis & Paley
- DUETS BY COLLINS AND HARLAN, WITH ORCH.
- 71193 Oh, Eliza, Save a Little for Me.....Madden
- 71208 Alice, Where Art Thou Going.....Gumble
- VAUDEVILLE SKETCHES BY MISS ADA JONES AND LEN SPENCER, WITH ORCH. ACCOM.
- 71188 Chimmy and Maggie at the Ball Game.....Fisher
- 71196 Travel On.....Byrum
- 71203 Let Me See You Smile.....Fisher
- 71204 Don't Argify.....Lowitz
- 71206 I've Said My Last Farewell.....Fisher
- 71207 Coming Home from Coney Island.....

**CALLERS ON TEA TRAY CO.**

Many Jobbers Who Stayed Over from Edison Entertainment Placed Good Orders.

A large number of the talking machine jobbers who stayed over in New York for a part of the week following the entertainment given by the National Phonograph Co. called to see the samples of the new goods exhibited by the Tea Tray Co. at the Hotel Imperial.

Orders comprising specific deliveries for horns and horn supports for the coming fall and winter if placed early by the jobbers of talking machines will insure better service than could possibly be obtained by holding back orders until late in

the season. The new models of No. 200 and No. 228 cranes are very highly spoken of. They contain all the good features of the No. 20 crane and several improvements. In a chat with a member of the company last week he said:

"Many valuable patents have been obtained, and others are pending, which are intended to protect our patrons. The policy of our company, the pioneers in the business, by the way, is so well known that we have found it necessary to begin to protect our interests against infringers, and these will be prosecuted with vigor."

**FAVORABLE JUDICIAL VIEWS.**

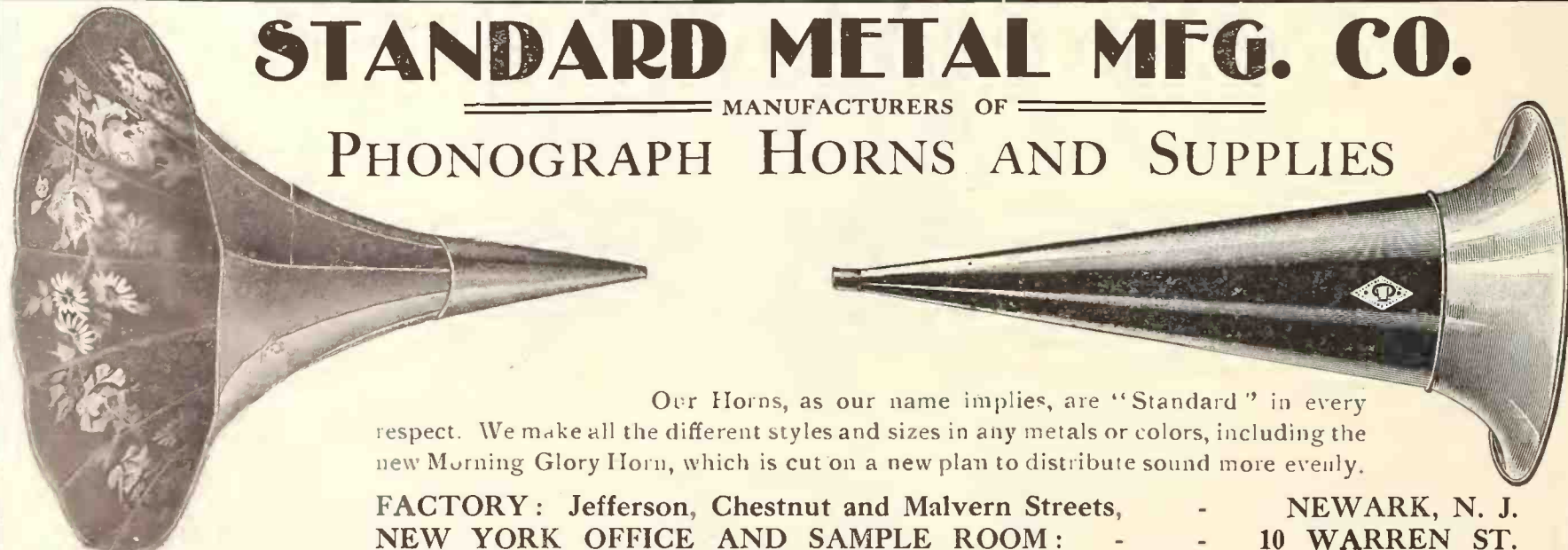
Courts Notice the Animous of "Kickers" Against Talking Machine—Never Look at the Other Side of Things.

It is very pleasing to the trade in general to note the favorable judicial view entertained throughout the country in regard to "talkers." Every week or so we read of a person who has no soul for music complaining about a talking machine in his vicinity and almost invariably the court refuses to sustain him. Of course, there are cases where the talking machine is operated in a way to annoy people in the neighborhood, but in such cases the owner of the machine usually heeds a protest and avoids bringing the matter to court. The talking machine has reached a point where it furnishes the musical entertainment of a great mass of the people, and in most instances the music is much above the trashy order.

Wholesome entertainment—whether found in books, talking machines, other musical instruments, or what not—is the greatest foe of intemperance that exists, and those who would curtail those sources of pleasure that are on the moral side of life incidentally encourage those that are on the immoral side, a fact that is so well understood that the courts can be relied upon to decide cases in accordance with the spirit of fairness and with a proper regard for the good of the majority. Few laws, however rigid they may appear, are so inelastic as to deprive a large number of people of innocent pleasure to the end that the whims of cranks and neurotics may be humored

The wholesale and retail stock of Edison phonographs and records carried by Kipp Bros., 217 North Illinois street, Indianapolis, Ind., has been purchased by the Kipp-Link Phonograph Co. The latter firm have added 2,000 feet more floor space to their store, and will enlarge the business in a way that will enable them to render the dealers in their territory much better service through their jobbing department.

In a small class which graduated from a local educational institution, there are said to have been records made of the class singing the class song and giving the class yell. Each member of the class was given one of each of these records, which they are keeping as highly valued mementoes of their school days.



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MANUFACTURERS OF

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

(Specially prepared for The Talking Machine World.)

Washington, D. C., August 10, 1906.

**GRAMOPHONE.** Gustav Hensch, of Leipsic, Germany, assignor to the firm of Ernst Holzweissig Nachf., of Leipsic, Germany. Patent No. 825,725.

This invention relates to phonographs and similar instruments, and its object is to locate the trumpet of these instruments so that it shall be out of the way and less subject to damage and to injury of the other parts of the instrument by being run against or unintentionally struck, as often happens when the trumpet is

arranged in the exposed position common to most apparatuses of the class hitherto known.

The invention also comprises the connection of the diaphragm arm to the end of the trumpet, so as to allow of the free movement of the latter when the trumpet is stationary.

Figure 1 is a side elevation, partly in section, and Fig. 2 a plan of the device.

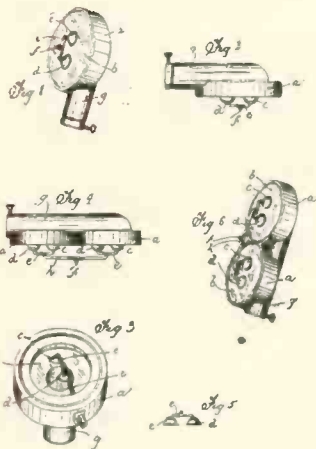
**SOUND-BOX OF PHONOGRAPHS.** Alex. Fischer, of Kensington, London, England. Patent No. 825,119.

This invention relates to improvements in the sound boxes of phonographs; that is, instruments by which the mechanical effect of vibrations of sound can be recorded on a suitable moving surface, such as a cylinder or disc, and reproduced from such surface.

The invention has for its object the reduction of the over-and-false vibration of the diaphragm of the reproducing and recording sound boxes. To this end the diameter of the diaphragm is divided into about thirds by placing on each of the two points of division a dome or bearing piece. The two domes or bearing pieces carry and are directly connected to a common stylus bar carrying (preferably at its middle) the stylus. The domes or bearing pieces and the common stylus bar carried by them lie in a direct line with the longitudinal axis of the sound box connection or sound exit tube. In the case of disc machines the bridge to the diaphragm of the sound box is connected at two points (the points of division dividing the diameter or axis into about thirds) over one another in a line with the stylus bar. The connecting pieces may go through the diaphragm in the usual way, the stylus being at the lower end of the stylus bar. By preference two sound collecting holes are employed, situated under the division points of the diaphragm and leading into the sound exit tube for other cylinder or disc machines. This arrangement has also been applied with success to two independent sound boxes which are placed in front of one another across the record for

cylinder machines and on the top of one another for disc machines. These independent sound boxes are directly connected together through a common stylus bar and a common exit tube, and have one common reproducing stylus.

Figure 1 shows perspective view of sound box. Fig. 2 shows elevation of same. Fig. 3



shows perspective view of sound box for that description of phonograph known as the "gramophone." Figs. 4 and 5 show a method of applying the invention to two independent sound boxes. Fig. 5 shows a detail hereinafter referred to.

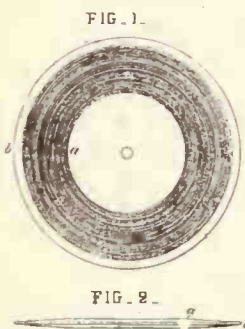
**SOUND-REPRODUCING DISC FOR GRAMOPHONES.** Achille Maitre, of Delemont, Switzerland. Patent No. 825,065.

The distinguishing feature of this invention consists in that the sound-reproducing disc has each of its two faces constructed as a spirally-grooved working surface in the form of a truncated cone. A first object which is attained by this special formation of the disc faces is to enable the disc to be used on each of its two faces, with the effect of enabling the receiving stylus to follow more easily the spiral grooves, owing to the inclination of the grooved parts, and at the same time to diminish the friction thereof, because the declivity or inclination of the grooved working faces of the disc aids somewhat in the motion of the receiving stylus.

Another great advantage of this double cone disc consists in that the latter has in its middle portion relatively great thickness, so that it is very solid and resists well breaking and bending strains, during its manipulation or under other influences.

In the accompanying drawings, Figure 1 represents by way of example the preferred form of the improved disc in plan view, and Fig. 2 is an elevation of the same viewed edgewise.

In the construction shown the disc is provided upon both faces with spiral grooves for



the purpose of reproducing two airs, these faces being inclined to form each a working surface in the form of a truncated cone. This inclination of both the disc faces is arranged in such a manner that the thickness of the disc in its grooved part diminishes gradually from the point a to the periphery b, whereby the disc possesses in its middle portion a relatively great thickness. For both working faces of the disc the reproducing stylus will travel from the inner end of the spiral to its outer end. The disc of this invention is intended to be mounted upon a stationary shaft which can only perform rotary motion around its geometric axis.

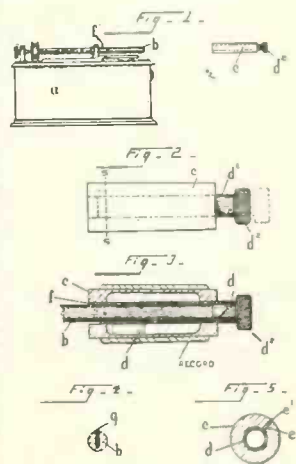
**MANDREL FOR PHONOGRAPHIC RECORDS.** William H. Gates, of Norwich, Conn. Patent No. 825,045.

This invention relates to record supporting mandrels for use with talking machines, the immediate object being to provide a removable mandrel in which provision is made for adjusting the record longitudinally relatively to the said mandrel.

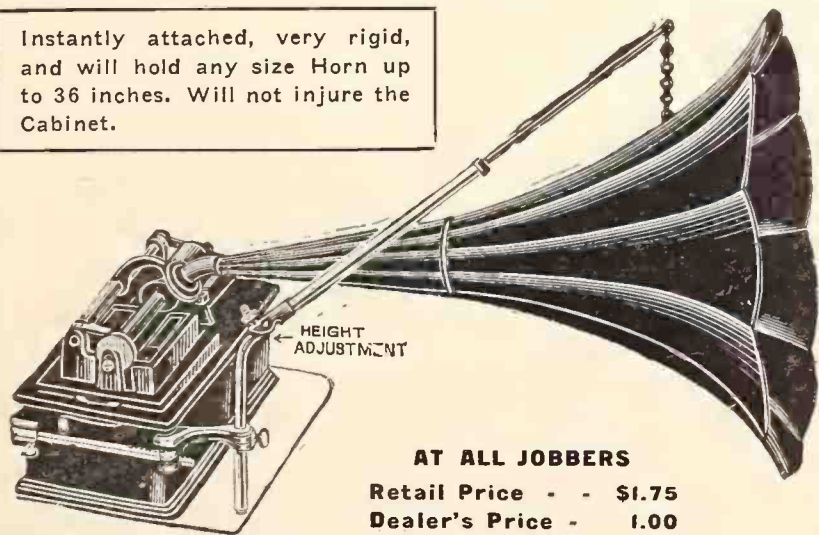
Heretofore it has been the universal practice to provide in talking machines using cylindrical records a slightly tapering mandrel that is fixedly secured to or formed as an integral part of the screw shaft that operates the traveler upon which the reproducer is mounted. The cylindrical record is slipped upon said mandrel until it fits the same snugly, no provision being made for adjusting the record lengthwise. As stated above, the present invention provides for such adjustment, and thus makes it possible to so position the record with respect to the reproducer that the latter will be started into action sooner or later, as may be desired—that is to say, the record may be readily and accurately

positioned so that the reproducer will engage it at any point throughout the length of said record, and will begin speaking at that particular point. In addition to this desirable result the present invention also anticipates the provision of automatic means for transferring records one at a time from a relay or magazine of records to the mandrel of talking machines of this class, and for removing said records after they have been used, the present improved form of mandrel being specially adapted for use with such automatic mechanism.

The invention is illustrated in the accompanying drawings. Figure 1 is a side elevation of a phonograph case having mounted thereon the shaft which ordinarily receives the cylindrical record. In this figure one of the newly invented record supporting cylinders is also shown in position to be slipped upon the said shaft. Fig. 2 is a relatively enlarged side view of a mandrel embodying the essential features of the present invention, and Fig. 3 is a longitudinal central



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



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sectional view of said mandrel, showing also a "record" mounted thereon, as well as a portion of the shaft above referred to. Fig. 4 is a transverse sectional view of said shaft at the point where it is intersected by a certain friction plug g. Fig. 5 is a transverse sectional view of the mandrel taken on the line 5 5 of Fig. 2.

**MULTIPLE DUPLICATING APPARATUS FOR SOUND-PRODUCING RECORDS.** Emile Desgrandchamps, of Paris, France. Patent No. 824,710.

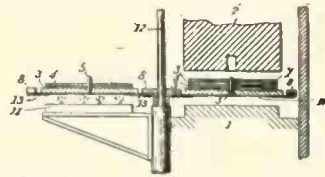
This invention relates to the manufacture of plate or disc records for talking machines, and its object is the impression of such plate records for sound producing instruments, which records are made of hard but elastic material when in a cold state, and which softens when heated, the impression of these plates being performed by means of a press provided with a movable device or a turntable carrying the disc and which allows simultaneously or not the heating of the discs or of the material previously to the compression or to the cooling of the discs or the corresponding plates, disc, and the like during or after the compression.

The annexed drawing given by way of example shows a vertical section of a special form of this press.

A table 8, which may be rotated round a vertical shaft, carries, by means of springs 13, plate forms 10, which may be lowered by the action of the pressure and rest upon the lower plate form 1 of the press, which is cooled by circulating water or in any other preferred manner, as well as the plate 2 of the press, which is movable. The plate form 10, carrying a die or electro block 3, has previously been heated over burners 11 or otherwise. Afterward the rotation of the movable table 8 carries under the plate form of the press the previously heated die, as well as the plate 4 to be impressed, upon which is arranged a second also previously heated die 3 and an auxiliary plate 7, which is compressible and made of felt, asbestos, tin, zinc and the like if the impression is to be obtained on both sides at a time or simply the compressible plate if the impression is only to be done on the under side of the disc record. This compressible plate 7 may also be previously heated if the nature of the disc to be impressed requires that. It may also be wedged up under the movable plate 2. Then different superposed plates may be kept in place by a centering pin 5 or by the walls of a kind of mold. The turntable may be composed of a plurality of discs 10, so that while one die is under pressure another one is heated and a third one cooled. A press of this kind permits any loss of time to be avoided, as simultaneously one disc record may be under pressure while

another die intended to receive the pressure is heated and while a third disc record which has just been compressed may be separated from its cooled die.

The compressible plates 7 are intended to render the pressure uniform on the whole area of the pressed surface and to control the cooling, which is very useful, as the materials which are



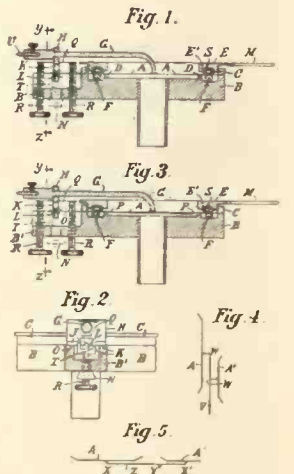
hard and elastic at ordinary temperature generally soften but difficultly when hot, and as the cooling under pressure rapidly leads to the limit temperature at which the plasticity ceases and the elasticity begins.

It has been noticed that with plate records made of hard and elastic material a sapphire or glass point would be very convenient for producing purposes even if the record has been made by sinuosities (record of a gramophone). The points need not be changed after each reproduction, and the record wears very little, as the spiral of the record is even polished by the successive passages of the point. Besides this, the obtained disc records are practically unbreakable. They may be homogeneous if the thickness of the elastic material is sufficient to allow the impressed layer to remain plane without the aid of a layer of any material (cardboard and the like) upon which it is usually mounted.

**SOUND BOX FOR PHONOGRAPHS AND THE LIKE.** Piotr Lebidzinski, of Warsaw, Russia. Patent No. 825,738.

The capacity of a diaphragm for recording or reproducing sounds of a varying pitch in the proper strength and tone color chiefly depends upon its pitch or tone, and each pitch or tone of the diaphragm comprises only a certain progression of notes which may be recorded or reproduced approximately correctly. A lowly keyed diaphragm will always reproduce the low notes in a louder and more natural manner than the high notes, which in a so-keyed diaphragm are feeble and have an unnatural color, while on the contrary, a highly tuned diaphragm will reproduce the high notes in a louder fashion and in a more correct tonality than the low notes, which in a so-keyed diaphragm are weaker and unnatural. In short, each diaphragm in accordance with its pitch will vary that proportion between the overtones and the fundamental which determines the color of the notes, so that also the true reproduction and strength of the tones will be more or less influenced.

In order to satisfy as much as possible all the requirements, the diaphragms used in phonographs, gramophones, telephones, etc., are usually tuned to a mean succession of sounds, although the above-mentioned defects will remain unaltered at both ends of the scale. Thus, for example, the notes of the violin when reproduced will always resemble those of the flute or the whistles and the notes of a trumpet or the piano bass notes will resemble cries, they being without depth and strength, while only the intermediate notes between certain limits, the pitch of which is in accordance with that of the diaphragm, will be reproduced comparatively truly and in the correct strength. The same is true of the recording diaphragms which are not uniformly sensitive for all notes, and therefore will record the several sounds only in correspondence with its pitch and not always in a manner true to nature. Now that the musical scale comprises at least seven octaves (certain overtones of the several notes remaining still without these limits), but the capacity of the diaphragm comprises only about two octaves, it follows that the diaphragm will have to satisfy other conditions in order to be able to correctly reproduce or record every sound or note possible. First of all, the diaphragm requires to have a pitch that may vary within very wide limits, and, secondly, the diaphragm requires to be combined with devices by means of which its pitch may be varied, not only when at rest, but also when working—that is, during the recording or reproducing operation. In other words, the diaphragm requires to be capable of accommodating in a similar manner as the eye or the ear.



The object of this invention is to provide a diaphragm which will record or reproduce accurately and distinctly tones of widely varying pitch and be adaptable during operation to a tuning adjustment. To this end the diaphragm comprises a central portion composed of a hard material and an outer portion of an extremely flexible fibrous material adapted to stretch radially to change the tension of the diaphragm.

Figure 1 is a longitudinal central section through a sound box. Fig. 2 is a cross-section through the line yz in Figs. 1 and 3. Fig. 3 is a section similar to Fig. 1, in which the diaphragm is modified. Fig. 4 shows diagrammatically the arrangement of two different diaphragms with a common stylus lever, and Fig. 5 shows diagrammatically the arrangement of two different diaphragms with a common stylus carrier.

**COLLAPSIBLE PHONOGRAPH HORN.** C. A. Senne, New York. Patent No. 811,877.

This invention relates to an improved horn especially designed for use in connection with talking machines and the like, the object being to provide a horn that may be "knocked down," so that it may be readily packed in a small space, and also that its transportation may be facilitated.

With these briefly stated objects in view, the invention consists in providing a series of blades or sections, each having their edges formed with flanges over which is secured a locking rib, by which the sections are securely held together, and sleeves having tubular portions engaging alternate ribs, the device as a whole being in the shape of a horn.

The invention also comprises means for holding the horn to the tube nozzle, which is also employed for locking the sections and holding the horns in a perfectly secure condition.

Figure 1 is a perspective view of a horn constructed in accordance with the invention. Fig. 2 is a plan view of the same. Fig. 3 is a detail section on the line 33 of Fig. 2. Figs. 4 and 5 are enlarged detail sections drawn through the uniting ribs and flanges. Fig. 6 is a detail per-

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**OLIVER DITSON CO., Boston, Mass.**  
**J. E. DITSON & CO., Philadelphia, Pa.**  
**C. H. DITSON & CO., New York.**  
**JOHN WANAMAKER, New York.**  
**JOHN WANAMAKER, Philadelphia, Pa.**  
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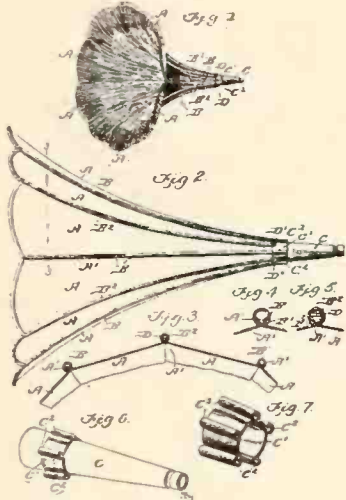
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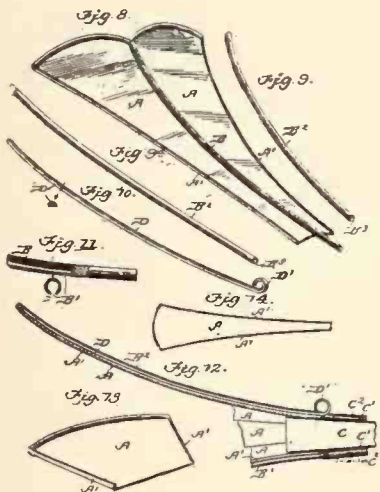
Music Box Co.

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spective view of the tube nozzle, showing the improvement arranged therein. Fig. 7 is a detail perspective view of the improved sleeve that fits



upon the tube nozzle. Fig. 8 is a detail perspective view of one of the sections of the horn. Figs. 9 and 9a are detail views of the hollow uniting ribs. Fig. 10 is a detail view of one of the strips which are arranged in the ribs. Fig. 11 is a detail section of the inner end of one form of unit-



ing rib. Fig. 12 is a longitudinal section drawn through one of the uniting ribs and the tube nozzle. Fig. 13 is a detail perspective view of the outer end of one of the blades, and Fig. 14 is a detail plan view of a complete blade.

**NEW LINE OF HORNS**

Being Placed on the Market by Hawthorne & Sheble Mfg. Co.—Business Very Active.

The new line of decorated flower horns shown to the trade by the Hawthorne & Sheble Manufacturing Co., of Philadelphia, have found immediate favor and large orders are waiting. The line is such as will enable any jobber or dealer to round out his stock with artistic horns of decided feature of decoration and finish. A number of the decorated horns made by the above concern are distinctly new in their design, and are a departure from established lines.

It has been reported that the Hawthorne & Sheble Manufacturing Co. are pushed to their extreme capacity, even during the so-called dull season, to supply goods. Their increased facilities, however, will enable them during the coming season to make prompt shipments on all orders they have looked for future shipment.

The jobbing trade and dealers this season are taking time by the forelock, due to their experience last season, and are placing orders for from six to eight months in advance. Their wise precaution is due to large demand for talking machine supplies.

**A PROGRESSIVE INSTITUTION.**

One of the most complete and up-to-date piano, graphophone and musical instrument stores to be found in Ohio is the combined store of S. H. Lightner and the Columbia Phonograph Co. in the Y. M. C. A. Building, at 104 East Federal street, Youngstown. Manager Harry B. Bibb is in charge of the Columbia interests and reports

a good business up to the present. Mr. Lightner handles a line of high-grade pianos, organs and musical instruments, while Mr. Bibb carries Columbia graphophones of all sizes and descriptions. The largest stock of records ever carried by any musical house in Youngstown is being handled by this concern.

**WHY IT'S BEST TO BE A HEN.**

A Duck was one day bewailing his fate to a Rooster.

"Here I work all year round," said the Duck;

"lay larger eggs than the hen and more of them than the hen, and still there is no flattering poetry written of my efforts toward feeding mankind."

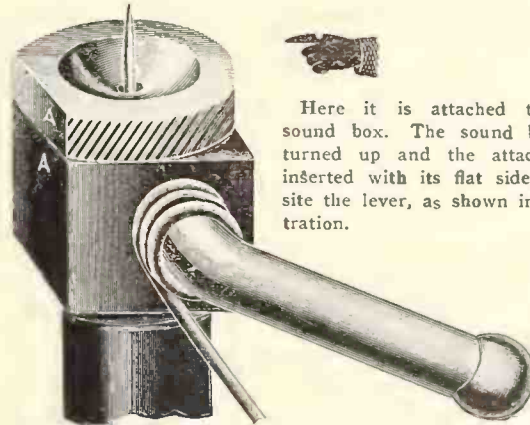
"Well," said the Rooster, "you lay the egg and walk away quietly. Why don't you do like the hen—advertise?"

Moral.—Call attention to yourself and your business. Your competitor won't do it for you. The world won't know you're doing business if you don't cackle about it.

Be a hen, not a duck.

**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.

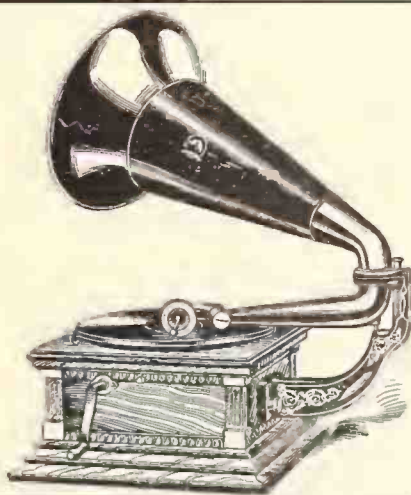
Price, 25 cents each

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 re-ord 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.

**WE ARE NOT GIVING AWAY HORNS**

But our Prices will Certainly Interest You.

**THE BETTINI PHONOGRAPH CO., Ltd.,**

156 West 23d Street, New York.

**EDISON PHONOGRAPHS**

JOBBERS IN

RECORDS AND SUPPLIES

**VICTOR TALKING MACHINES**

# 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.

## SAINT LOUIS TALKING MACHINE CO.

Southwestern Headquarters for

### Victor Machines and Records

We are Specialists of long experience and guarantee satisfactory service  
SAINT LOUIS, MO.

## I. DAVEGA, Jr., Jobber of EDISON PHONOGRAPH and VICTOR TALKING MACHINES, RECORDS and SUPPLIES

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

## 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

## OHIO PHONOGRAPH CO., Youngstown, O.

LARGEST JOBBERS

**Columbia Graphophones**  
DISC AND CYLINDER RECORDS IN OHIO  
Orders promptly filled

## HARGER & BLISH

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.**

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

## FINCH & HAHN,

Albany, Troy, Schenectady,  
Jobbers of Edison

### Phonographs and Records

100,000 Records

Complete Stock Quick Service

## PITTSBURG PHONOGRAPH CO.

**VICTOR** 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.

## Portland Talking Machine Co.

PORTLAND, MAINE

Just Received - Complete Stocks

### COLUMBIA DISC AND CYLINDER GRAPHOPHONES

Disc and Cylinder Records  
Prompt attention given all Orders

## 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.

## GEO. BORGFELDT & CO.,

CHICAGO. NEW YORK. ST. LOUIS.

### COLUMBIA JOBBERS

Disc and Cylinder.

Graphophones, Records and Supplies.

T. H. TOWELL, Pres. & Treas.

## THE ECLIPSE MUSICAL COMPANY

JOBBERS OF **EDISON PHONOGRAPHS,**  
**VICTOR TALKING MACHINES,**  
**RECORDS AND SUPPLIES.**

LARGEST STOCK. 714 Prospect Ave., Cleveland, O.  
QUICKEST SERVICE.

## S. B. DAVEGA,

**EDISON JOBBER**  
**VICTOR DISTRIBUTOR**

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

32 East 14th St. New York City.

## COLUMBIA ORDERS

for the New CYLINDER GRAPHOPHONES,  
equipped with the New Spring Contact Repro-  
ducers 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.

## DENHOLM & McKAY CO.

WORCESTER, MASS.

**EXCLUSIVE COLUMBIA JOBBERS**  
Disc and Cylinder

If it's in the Catalogue we have it in large quantities

## 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.

## BENJ. SWITKY

Victor and Zonophone Distributor

\*Phone 665 Gramercy 27 E. 14th St., New York City

## Jacot Music Box Co.,

39 Union Sq., New York.

Mira and Stella Music Boxes.

Edison and Victor Machines  
and Records.

## NEAL, CLARK & NEAL CO.,

BUFFALO, N. Y.

Largest Stock of

### COLUMBIA GRAPHOPHONES

and **Cylinder Records** in Western  
New York.

We have what you want when you want it.

## 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

## 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 September 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.**

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 and our New Taper 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.

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

**M. M. MARRIN & CO.**  
 Grand Rapids, Mich  
 Exclusive Columbia Jobbers. Complete Stock Disc and Cylinder  
**Columbia Records and Graphophones.**  
 All Orders Shipped Promptly

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

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

**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 September list.

## DEATH OF ROBT. L. THOMAE.

Drowned at Atlantic City on July 21st, While Trying to Save His Daughter, Who Also Lost Her Life.

It is with exceeding regret that we announce the death of Robert L. Thomae, which occurred on Saturday, July 21, at Atlantic City, N. J., under extraordinarily sad circumstances. Mr. and Mrs. Thomae and their daughter Helen, aged thirteen, had been visiting Atlantic City, and about five o'clock on Saturday Mr. Thomae and his daughter decided to take a sea bath. Mrs. Thomae did not don a bathing suit, but sat on the land watching the father giving the little girl her first lesson in swimming. Finally, tired with the exercise, Mr. Thomae went upon shore and joined his wife. Helen remained behind, wading in the water which did not reach her waist. The first inkling Mr. Thomae had of her danger was when he heard a plaintive cry of "Papa! papa! help me!" Before he could reach his daughter a swirling current had carried her beyond his depth. Striking out he managed to reach her side, and, seizing her bathing suit, attempted to drag her ashore. For fully ten minutes he struggled in the waters, but, becoming exhausted, the father sank to his death, still clutching the bathing suit of the lifeless girl.

The battle waged by Mr. Thomae, first to save the life of his daughter and later that of himself, was watched by a crowd of hundreds who gathered on the beach, helpless to extend aid. The breakers ran with terrific force, sufficient to balk the efforts of the life guards, who rushed to help. At last they manned a lifeboat and forced it through the surf within reach of Mr. Thomae's body, which was floating, face downward. His grasp of his child had loosened, and the body had disappeared. The men quickly pulled the father's body into the boat and carried him ashore, while every effort of the physicians was futile to bring back a spark of life. The body of Miss Thomae was washed ashore late Saturday night.

The late Mr. Thomae, who resided in Fanwood, N. J., was in the very prime of life, being 49 years of age. He had long been connected with the talking machine business, and was considered one of its leading experts. He had been long associated with the Victor Talking Machine Co., of Camden, N. J., in various confidential capacities. He was a gentleman of culture and unusual attainments, and keenly interested in the talking machine industry. It was only recently in The

World sanctum that Mr. Thomae spoke in the most optimistic vein regarding the future of the talking machine and its great possibilities in varied lines of effort. He took a very active part in the deliberations of the committee which framed the copyright bill, recently presented for the consideration of Congress. His sad death is a



THE LATE ROBT. L. THOMAE.

distinct loss to the industry, and The World extends to his widow the sympathy, not only of this paper, but of a host of friends in the trade, in the dual loss which she has sustained.

The funeral of Mr. Thomae and his daughter, which took place from the residence of Mrs. Jas. B. Carter, at Fanwood, N. J., on July 24 last, was largely attended.

## THE "TALKER" IN THE HARVEST FIELD.

More light has been thrown upon the continually growing sphere of the talking machine by an item from Salt Creek, O. In order to add spirit to the efforts of his neighbors at raising of Val Hunter's barn, John Taylor entertained the workers with a number of fine selections on the graphophone. Lo, a new field for possibilities. At the present rate the talking machine may be expected to supersede the jug of hard cider at harvest times as an exhilarator, and in other

ways lighten the labors of the farm hands through the influence of sweet music.

## THE VICTOR AND THE STEINWAY.

Manager Grannis, of the Knight-Campbell Music Co., Denver, Col., recently conceived an extremely bright method of emphasizing the value of the Victor talking machines. In arranging a window display he placed a Steinway piano in the center and surrounded it with Victor machines. The accompanying sign read: "The Victor is the Steinway of Talking Machines—the Standard," and who doesn't know the standing of the Steinway? "Nuff sed."

## HERE'S A RECORD WORTH NOTING.

The business resulting from a talking machine department may be judged from the report of a Syracuse, N. Y., dealer after stock taking. His year's net business in all amounted to \$250,000, of which \$50,000 represented the sales of sporting goods and musical merchandise, his original lines, and the \$200,000 was from talking machines. Of course, he got out and hustled, but then the results were pretty fair, eh?

## AN OLD EDISON PHONOGRAPH.

(Special to The Talking Machine World.)

Pontiac, Mich., Aug. 6, 1906.

The Davis Phonograph & Music Co. have on display one of Edison's first phonographs, which was made 26 years ago. It is of cast brass, and weighs 175 pounds. The machine was worked by hand, and has a flywheel weighing over 60 pounds. The cylinder is over a foot in circumference, and instead of wax, tea lead or tin foil was used as a record. It is the property of the American Phonograph Co., and was purchased by them for \$2 of a junk dealer. It is valued at \$500.

The Columbia Phonograph Co., through their branch located at 104 East Federal street, Youngstown, O., recently donated a Twentieth Century machine for use at an outing of the M. E. churches on Conneaut Lake. The music and source from whence it came was greatly appreciated by the excursionists.

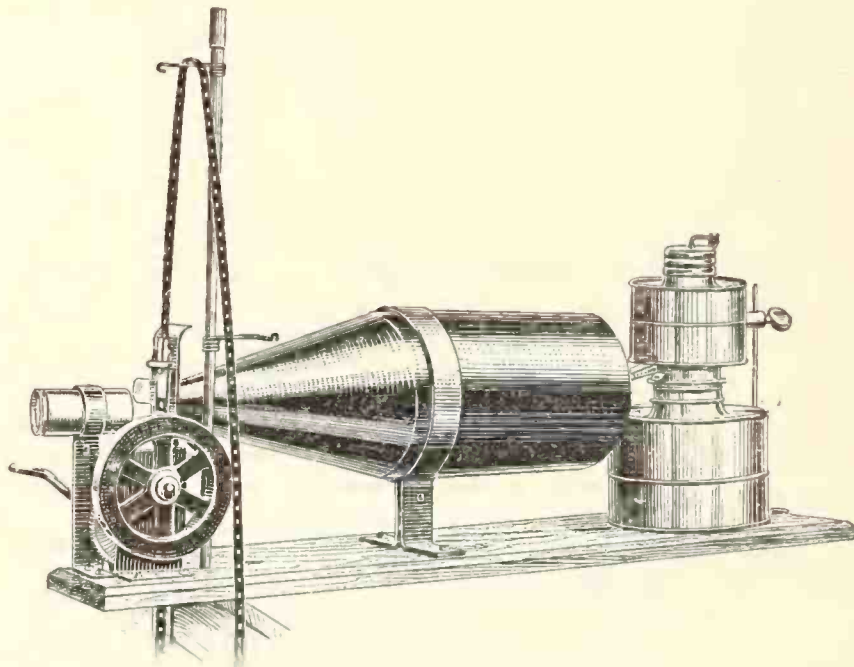
The Pittsburg Phonograph Co., of Pittsburg, have been incorporated with a capital of \$25,000. Directors: J. L. Wagoner, D. M. Wagoner, E. E. Irwin and others.

The Automatic Marvel of the Age

# "THE VITAK"

## Moving Picture Machine

JUST WHAT EVERY ONE IS LOOKING FOR



THIS MACHINE IS CONSTRUCTED FOR HOME USE

It throws a Moving Picture from a Photographic Film—on a screen—of a suitable size for the home. Can also be used as a Stereopticon. It is so constructed that not the slightest possible element of danger enters into its operation and it can be sold at a price that places this remarkable pleasure maker within the means of every family. Any child can operate it.

*Talking Machine Men can make money by handling "The Vitak," not to speak of a steady trade in Films, which can be built up as easily as the record business.*

*We will send to The Trade—One Vitak combination Moving Picture and Stereopticon Machine. One Moving Picture Film, 320 Pictures. One 500 candle power safety lamp and generator.*

*This Sample Outfit complete and ready for use will be sent—TO THE TRADE ONLY—on receipt of \$4.00.*

We absolutely guarantee these machines in every respect. If not wholly as represented, return at our expense inside of 5 days and money will be refunded.

NEW YORK VITAK CO. Inc. 10 BARCLAY STREET  
NEW YORK CITY



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

### REVIEW OF TRADE CONDITIONS.

**Business for Month Little Behind May and June—New Slot-Controlled Devices to Be Placed on Market the Coming Season.—A Business That Calls for Long Study and Thought—Always Room for New Ideas.**

Business in this trade during the past month has, if anything, been a little behind that of May and June. The outlook for the coming month, however, is exceedingly bright, and the present slight respite comes as a God-send to all desiring a short summer vacation. One feature of the coming fall trade, which will be sure to stir things up a little, is the large number of new slot-controlled devices about to be placed on the market. While these, it is true, consist mostly of improvements on models now in use, yet some of them are not only radically new, but many original and catchy features are involved, which stamp them among the class known as "money getters."

The manufacturing of slot-controlled machines is an undertaking which necessitates long study and thought, and even then it is, more or less, a gamble. The impossibility of estimating the real earning power of a new machine until it is tested by the public is undoubtedly the cause both of the many failures in this field and the large number of machines now on the market that are really worthless, and will soon find their way to the junk pile. Yet, with this and other equally trying things to contend with, there is absolutely money to be made, and lots of it, too, in the automatic business. And still we hear men who, because they lacked the brains or stick-to-itiveness that would have wrested success from failure, "knock" this business and declare it "worked out," or that there is no field for new devices of this kind.

Let anything of true merit show itself, and see how quickly it is snatched up by our sharp-eyed parlor managers who are constantly on the lookout for new attractions. No one knows better than do these men the incessant call of the public for the new and novel.

This trade worked out? Rather say we need more new men in it who have ideas and push about them. Push has made American men what they are to-day. It is the great American spirit condensed into a monosyllable. Hand in hand with push goes publicity as a motive power toward success. The two are so close that it is difficult to know them apart. The man of push is a champion of publicity. If he has a good thing he wishes the public to know about it. If he has goods to sell there must be push and publicity if he would convert those goods into income. What is the use of having the goods to sell if no one knows of them? How are the buyers to be found? Push and publicity will provide the articles to be sold and the persons to buy them. Push and publicity are the antidotes of stagnation and starvation.

It has been the policy of *The World* from the start to help advance the interests of the automatic business and to bring the manufacturers into closer contact with the consumer. This will be our policy in the future, and this department will welcome any suggestions to this end. It is our aim to be helpful to all engaged in this line of business.

### TO TRAVEL FOR THE REGINA CO.

L. T. Haile, formerly with the Auto-Electric Co. and the Rudolph Wurlitzer Co., has been engaged to travel for the Regina Co. W. C. Pross,

of the Regina Co., has been advanced to assume the territory formerly looked after by L. C. Wilbur, who is now in charge of the New York store of the Regina Co.

### TO TEST SPRINGFIELD ORDINANCE.

**Case of Burns Will be Taken to Highest Courts of the State.**

(Special to *The Talking Machine World*.)

Springfield, O., August 6, 1906

William Burns, manager of the moving picture parlor at No. 49 East High street, will test the validity of the city's graphophone ordinance in common pleas court.

He was placed on trial in police court for violating the ordinance, found guilty and given the minimum fine of \$10 and costs. A motion was made for a new trial and overruled without argument that the case might be appealed at once.

Professor Robert Brain, testifying for the State, said that the continuous playing of the machine made his work in his conservatory in the Book-walter Building very difficult.

Dr. Converse testified that it was almost impossible to carry on a conversation with his patients, and that he could hardly hear over the telephone when the machine was playing. His office is in the Mitchell building.

The doctor admitted under cross-examination that he had on several occasions requested the manager to play certain pieces on the machine.

Alpha Gross, testifying for the defense, said that he had sold the graphophone in question to Mr. Burns, and that he had used it previous to the sale to advertise his own business.

The receipt for \$50 for a license from the Mayor to conduct a talking machine and picture show parlor at No. 49 East High street for one year at \$75 a month, were introduced in evidence and will be taken to the common pleas court.

### PHONOGRAPH-BIOGRAPH.

**New Form of Producing the Illustrated Song and Story.**

Phonographic parlors have passed the experimental stage, and have universal approval. The combination of the phonograph and the kinematograph has also proven popular.

At the present time an enterprising promoter is establishing permanent biograph exhibitions in the larger cities, the admission being small, with a change of pictures twice a week.

A New York City inventor still further improves the biograph by the assistance of the phonograph. In other words, he has greatly simplified the production of the illustrated song. Simultaneously with the projection of pictures upon a screen, a phonograph is utilized to render a musical composition in conjunction with the illustration.

### BURNT LEATHER POST CARDS.

A novelty to have any permanent selling value must be one, though a fad, that can be put to some good use. The burnt leather post card is one of these. The feminine eye has been caught and now you can find these cards made into couch covers, pillows, handkerchief holders, table-covers and a hundred and one other articles of value.

The idea of the collector is, of course, to get as many from different parts of the country mailed by friends as possible. Talking machine dealers can make a large profit by handling these cards as a side line. Their display in the window will induce many to enter the store to buy

who never would have stopped. This might mean a number of extra "talkers" disposed of in a year, and, at any rate, will do no harm.

The Risley Bird Manufacturing Co., 94 Fifth avenue, this city, are making a special offer to the trade in their advertisement in this issue, and it will pay any one to read it over carefully.

### A NOVEL MACHINE

**Is the Eidophone Designed by Mrs. Watt-Hughes—Has Unlimited Possibilities.**

The eidophone is a novel picture-making apparatus designed by Mrs. Watts-Hughes. It consists of a receiver, resembling an inverted conical ink bottle mounted upon a cylinder, and a long tube fitting into the bottom of the latter. Over the top of the receiver is stretched a membrane, which may be made of paper, parchment, silk, goldbeater's skin, thin tin or rubber.

Sand, powder of some kind, or even small seeds, may be placed on the membrane. When a person sings in the tube surprising results are noticed. The most delicately wrought pictures are formed by the loose material.

Even water or milk spread on the membrane will respond in pictures and figures to the vibrations caused by the voice, various patterns being formed, according to the power or intensity of the notes.

"I noticed," said the experimenter, "that the seeds which I had placed on the rubber membrane, instead of scattering promiscuously in all directions or falling over the edge, resolved themselves into a perfectly geometrical figure."

"Wondering if this were the result of mere accident, I cleared the diaphragm and scattered fresh seeds on its surface. Upon singing the same note as before, the seeds formed themselves into the same figure."

The possibilities of this invention are limitless. A fellow need only know that his girl's picture appeared at the sounding of E natural to make the photographer a useless factor. A rogue's gallery, instead of containing a number of portraits, would simply show records of measurements and enough musical notes to form a Sousa march.

### HERE'S A SENSIBLE JUDGE.

**Appoints a Committee to Select Music for Talking Machine Used to Advertise Arcade—Residents Complained of One Tune All the Time.**

(Special to *The Talking Machine World*.)

Philadelphia, Pa., July 31, 1906.

After hearing testimony in the suit brought to refrain John W. Jones, the proprietor of an amusement resort on North Eighth street, from keeping a talking machine on the go all the time in front of his place, Judge Martin decided the objectors had a case and suggested a plan for the abatement of the alleged nuisance. The complainants were Reuben Goldberg, a milliner, and E. B. Woods, manager for Woolworth's store. Several employes of the two establishments testified that the constant repetition of one tune on the singing machine had worn their nerves to frazzles. John said he pointed the megaphone of the instrument at an alley midway between the store of the complainants, but the Court decided that the volley of popular airs was too scattered with such a blunderbuss of a discharge, and that the machine be drawn back into the hall of the amusement company so that the music could only reach to the front pavement and not across the street.

Judge Martin also suggested that the parties to the action map out a line of tunes for the repertoire of the machine. Goldberg said he was

accustomed to "When the Harvest Days Are Over, Nellie, Dear," that he could see Nellie in his sleep, and that the "Grand Old Flag" aroused anything but patriotic emotions. The manager of the place and two policemen testified that the music was of the best kind, and attracted many patrons, besides adding to the gayety of the Eighth street life. This was admitted by the plaintiffs, but they said the occasional stroller on the busy mart was not called upon to endure the same tunes every day. They agreed to try a wider range of tunes, and Judge Martin said that if the plan did not work he would take further action.

#### MOVING PICTURE MACHINE WANTED.

In the list of Foreign Trade Opportunities furnished by the Government, No. 243 states that a party in a South African city desires catalogues and prices of moving picture machines. He intends buying a complete outfit of bioscopes and a few cinematographs, and wants the very "best money can buy." He will require the latest films and will pay spot cash. Further information regarding the above inquiry may be obtained from the Bureau of Manufactures, Washington, D. C.

#### RECENT INCORPORATIONS.

American Amusement Co., Boston, has been incorporated with the authorities of Massachusetts, with a capital of \$10,000. President and treasurer, J. E. Comerford, No. 48 Vineland street, Brighton, Mass.; clerk, James W. Murdock, No. 336 Old South Building, Boston, Mass.

\* \* \*

The Fibre Case & Novelty Co. was incorporated recently with the Secretary of State of New York, to manufacture fiber cases and specialties. Capital, \$10,000. Incorporators: David Wolin and Eva Wolin, No. 223 West 123d street; Samuel Meyerson, No. 1907 Seventh avenue, all of New York.

#### ATTRACTS THE LADIES.

Most of the penny in the slot machines are made with mirrors nowadays, for these draw attention more surely than any sign. A girl will come past, stop, unable to resist taking one look in the glass. Then, as she hates to be noticed

looking at herself, she slips in a cent for chocolate. Men are lured in the same way through an overpowering desire to see how their neckties are doing. What they really pay a cent for is a good look at themselves.

#### THE PICTURE-PHONE

Is a Most Ingenious Slot-Controlled Device, Which Has Many Individual Features That Command.

The latest production in the line of slot-controlled devices is the "picture-phone," which is the invention of that well-known talking machine expert, Louis P. Valiquet. The "picture-phone" is a revelation in the type known as illustrated song machines, which for a year or two have been on the market, operating in arcades, cafes and other places of amusement, where they have successfully enticed the pennies from the public's pockets.

One serious difficulty, however, confronted the operators of most of these great money making devices, namely, the combination of the pictures and talking machines made a device whose complex nature puzzled all but the most experienced mechanics in this particular line of work—it was a conglomeration of dynamos, coils, repeating and tuning devices, etc., the repairing of which was a difficult undertaking.

Every one realized this faulty condition of affairs, but it remained for L. P. Valiquet to illuminate the trouble, which he has most effectually done with the introduction of his "picture-phone." This machine is simplicity itself in construction and automatically perfect in every detail. Unlike other similar contrivances, a disc instead of a cylinder record is made use of, in connection with which a permanent needle is used. This not only insures a better quality of music, but gives to operators a wider range of productions to choose from. A great saving is also made in the cost of records, as the disc with the permanent needle will reproduce perfectly at least 800 times. No timing is necessary between the record and the picture, as they time themselves perfectly.

The extensive plant of the Valiquet Novelty Co. in Newark, N. J., is running full blast in order to get these machines ready for the general market, but shipments will not be able to

be made before September on account of large standing orders, which were placed months in advance. First come first served, is the way they work it at this place. So it behooves interested parties to hurry along their orders.

#### THE PEERLESS AS A MONEY-MAKER.

A Letter from A. B. Bridges, of Gainesville, Tex., Which Gives Some Facts in This Connection—A Strong Tribute to the Peerless.

A. B. Bridges, dealer in musical instruments at Gainesville, Tex., writes Roth & Engelhardt, makers of the Peerless coin-operated pianos, 2 East 47th street, New York, under date of July 30:

"Gentlemen:—Your letter announcing shipment of the second piano came duly to hand, and announce that the first piano was placed in position on the 23d day of June. This is just twenty-seven days ago, and the piano has taken in \$350. It seems almost beyond belief, but this one certainly has delivered the goods. Yours truly,

"A. B. BRIDGES."

This is only one of hundreds of letters received by this enterprising institution, showing the tremendous possibilities of the Peerless as a money-maker. It is proving one of the biggest successes of the day. Its splendid tone, careful construction and all-round excellence has won for it a high degree of favor. An announcement from Roth & Engelhardt appears on page 4 of this issue. It is worth reading.

#### A MOVING PICTURE MACHINE.

The "Vitak" Is a Wonderful Creation Which Is Destined to Win a Large Measure of Popularity Among Talking Machine People.

In this issue will be found the announcement of a new moving picture machine called "The Vitak," made by the Church Supply Co., of New York. In all respects this machine is most decidedly a marvelous innovation, for it is the realization of a dream long cherished by the public of some day possessing one of these pleasure-makers, which means to the dealer an insured sale of "Vitaks" in large numbers. In the advertisement there is but one thing that really appears a catch. The almost ludicrously small

## Some Progressive Makers of Automatic Specialties

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

THE ROSEFIELD 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.  
THE BURKE CO., 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 September list.

DO YOU WANT MONEY?

You can make it easily if you sell

### "The Nicklin" Coin-Operated Piano

Secure territory now, before your neighbor gets it. Write for prices, discounts and advertising matter to

NEOLA PIANO & PLAYER CO.,  
201-203 East 49th Street, NEW YORK CITY



## 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,

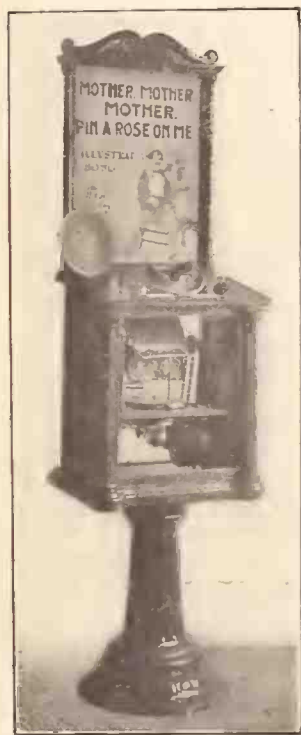
New York.

# The Picture-Phone

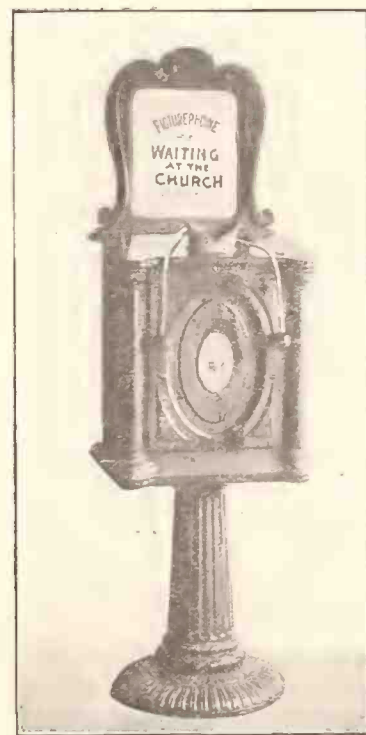
The Greatest Money Maker Ever Produced

This machine is a new revelation in the illustrated song type of slot controlled devices.

For Simplicity in Construction—Automatic Precision in Operation—Perfection in Result



The  
Picture-Phone  
Has No  
Equal



It is adapted for all kinds of electric current and voltage.

**A Disc Record and a Permanent Needle is made use of in this machine.**

*One record and one needle will reproduce perfectly at least 800 times.* This means a clarity and evenness of tone *impossible with other machines* of like character. The needle is removed in the same manner as in any other Disc Talking Machine.

**The Pictures and Records can be readily changed without set screws or springs. No timing is required between them.**

Drop your penny in the slot, the machine does the rest.

The Picture-Phone machines will be placed in the various leading Parlors, Arcades, Cafes, etc., throughout New York, early this month.

Our extensive factories are now in full blast, but on account of the large number of standing orders, it will be impossible to make shipments for the general market until some time in September.

—FOR FURTHER PARTICULARS ADDRESS—

## Valiquet Novelty Company

50-58 Columbia Street

NEWARK, N. J.

amount of \$4 is very likely to arouse the suspicion of its either being a "fake," as they say, or else a mere toy. This is absolutely wrong, for it is neither. It is an example of simplicity in construction, which brings the result without the expense. The "Vitam," it is true, is not constructed for exhibition purposes, but for home use, for which purpose it is ideal. This company are expecting also to place a larger machine on the market very soon which will retail for about \$25. This will compare in every respect to the best machines now in use.

The American Mutoscope & Biograph Co., 11 East 14th street, this city, are experiencing an extremely heavy demand for their new Mutoscope Type E. The trade has waited impatiently for it on account of the many new improvements incorporated in this machine. Max Goldstein was the happy recipient of seventy of them for his new arcade recently opened at 31-32 Park Row, while a number of other early birds were equally fortunate. Temperly & Nethery have just opened a new parlor in Los Angeles, to which place the Mutoscope Co. recently shipped three carloads of machines.

A police officer standing in a railroad station in Ft. Worth, Texas, recently had his attention called to a young stranger in the station who was vigorously shaking the radiators of that building in evident vexation, saying:

"Make music; why don't you play—get busy, smoke up, come across we want to hear some tunes, and if we can't get it, we can do fighting."

Approaching the young countryman, the officer asked: "What in the world is the matter with you, friend?" to which the man replied, "These phonographs around here stopped playing music 'bout midnight, and I've been shaking them up to make the suckers begin again."

The stranger was escorted to police headquarters and detained until he had regained his wonted strength of mind and soberness of purpose, when the officer released him, for all of which the young fellow expressed gratitude and went his way in peace.

## To Talking Machine Dealers

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

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

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

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

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

## TRADE IN THE SOUTH.

Splendid Prospects in Georgia, Carolinas, Florida, Alabama, Mississippi and Tennessee.

(Special to The Talking Machine World.)

Atlanta, Ga., Aug. 3, 1906.

The talking machine trade here is increasing at a great rate and has already reached a point where this city has become one of the leading distributing points in the South supplying the Carolinas, Georgia, Florida, Alabama, Mississippi and Tennessee. There is an immense field for talking machines in those States that has not been covered thoroughly, and therefore the future of the business looks most promising.

The largest talking machine department is that of the Phillips & Crew Co., who devote the fourth floor of their establishment to the wholesale end and the larger part of the second floor to the retail. They carry immense stocks of both Edison and Victor machines and records. Frequent concerts are used as one means of advertising and have proven very successful. The department is in charge of Mr. Crew.

Both the National Phonograph Co. and the Columbia Co. have branches here in charge of J. P. Riley and Westervelt Terhune, respectively, and reports from these stores are of the rosiest, high-class records being especially in demand.

## SAN FRANCISCO—LATER.

After Bret Harte.

Undaunted by the blows of Fate,  
Thou sittest at the Western Gate.

The Shadow of the horror spent,  
Thou guardest still our continent.

Gather thy dead—a Nation's dead—  
For we who bend above thy head

And bring of aid for thy behest.  
Know not of East, nor South, nor West,

Of our abundance take, that thou  
May'st rise and front with dauntless mrow

Once more the future big with Fate,  
O Warder of our Western Gate.

She rises with the hope that thrills,  
And builds new watch fires on her hills;

And 'mid her desolation stands,  
Her ruined palaces and lands.

Her scattered people—all the gray  
Buried blocks of homes that stretch away,

And temples lying crushed and prone,  
Of twisted iron, shapeless stone.

As if some mighty Thor had hurled  
His hammer 'gainst the Western World!

But rising now from her dismay,  
She bares her forehead to the day,

Her form no longer crushed and bowed,  
Our risen sister, fair and proud.

Now in a vision see arise  
A city in a fairer guise.

Purged by the fire and chastened, she  
Guards, as of old, our Western Sea,

But built anew of what is best  
In ardent manhood, quickened zest.

For what appeals to Mind and Heart,  
A nobler Culture, finer Art.

Whom higher aims and dreams inspire,  
Out of the earthquake and the fire.

Out of the Terror and the Flame;  
Purged of the taint of ancient shame,

With all her ancient glory lit  
By never glories wed with it.

And charms of finer graces lent,  
New Warder of a Continent.

JOSEPH DANA MILLER.

## SCHLOSS & CO. WELL REPRESENTED.

E. Schloss & Co., New York, who manufacture an extensive line of disc and cylinder record and music roll cabinets, have distributed an attractive card calling attention to the four points where the line may be conveniently inspected. The various warehouses are at the factory, foot of East Grand street, Sol Bloom Building, 3 East 42d street, the New York Furniture Exchange, 43d street and Lexington avenue, and the Grands Rapids Furniture Exposition. The

line of cabinets is excellent, and visiting dealers would do well to stop at one of the showrooms and look over the samples.

## 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.

## THE "PHONO TRADER AND RECORDER"

Editorial, Advertisement and Publishing Offices:—

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

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

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

We shall be glad to supply a specimen copy.



Largest and  
Oldest

Talking  
Machine  
Journal

in Europe

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.

# If Someone Told You

that there was a *new* musical instrument which operated automatically by means of a paper roll, *without pneumatics, bellows or tubes*, which *automatically* controlled its own expression from loud to soft and *vice versa* by means of perforations in the roll, and which had the effect and the tone-quality of an expensive orchestration, although offered at a moderate price, you would want to know more about it, wouldn't you?

Well, we have such an instrument in our new

## Regina Sublima Piano

Although recently placed on the market, its success is already assured, and it bids fair to become the most popular instrument that we have ever produced.

Our space here is too limited for a complete description, but here are a few facts concerning it:—

1. It is coin operated.
2. It plays upon piano-strings, yet sounds different and *better* than any automatic piano.
3. Its tone quality is wonderfully rich and sweet, and the musical effect is not in the least degree "mechanical."
4. It is operated by *electric motor* or by *spring motor* as desired. (This feature is valuable in places where electric current cannot at all times be obtained).
5. It stands eight feet high.
6. It contains an advertising device with spaces for 10 cards, which



change at intervals while tunes are playing. This space can easily be rented and the rental will help pay for the instrument.

7. Each music-roll contains five selections, one of which is played for each coin inserted, and when the last one is finished, the roll is automatically re-wound, and is ready to start again at the beginning.

8. It has a range of 73 notes, which is almost double that of the ordinary coin-operated piano, and eight notes more than in the largest one heretofore produced.

9. It bears the well-known *Regina* guarantee.

Further information will be furnished on application. Dealers who wish to handle the Sublima Piano should write us promptly, as territory is being rapidly assigned for its sale.

THE REGINA CO.

Main Office and Factory:  
**RAHWAY, N. J.**

Branches:  
Broadway and 17th St., NEW YORK  
259 Wabash Ave., CHICAGO

Manufacturers of Regina Music Boxes, Reginalphones, Regina Chime Clocks and Reginpianos.

Also Distributors for the Victor Talking Machine Company.



Thomas A. Edison invented the Edison Phonograph.

It is manufactured in the Edison factory at Orange, N. J.

Mr. Edison has taken out 794 different patents upon his various inventions. These inventions have earned and are earning billions of dollars for those interested in them.

Mr. Edison is occupied in many other fields, but he still finds opportunities for improving the Edison phonograph.

## The Edison Phonograph

has been advertised steadily and persistently to reach 13,745,000 homes. (That is, every home in the United States.)

It will be advertised in the future more largely, more persistently and more intelligently than in the past.

It is up to every dealer to know that it pays to sell the Edison Phonograph, which has reputation, advertising and delivers the goods.

**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:

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