

# The TALKING MACHINE WORLD

AND  
NOVELTY  
NEWS

Published Each Month by Edward Lyman Bill at 1 Madison Avenue, New York, September 15, 1905.

## THE REGAL AUTOMATIC 65-NOTE PIANO PLAYER



**E**NDORSED by the leading piano dealers of the United States and Canada as the best and most compact Automatic Piano on the market. The mechanical features are those of advanced ideas in the field of Automatic Piano Players; no experimental work.

**NOTE.**—We circularize the United States; have now over 500 retail prospects for Automatic Pianos for distribution to agents who will handle the Regal Automatic Pianos.

Important features, of which we herewith enumerate a few, are:—

1. All mechanical parts are built inside of piano; therefore the most compact.
2. Music roll is tight-rolled, self-rewinding; therefore no cumbersome receptacle on the outside to mar the general appearance of the piano.
3. No belt of any kind is used in the Regal; therefore none to break.
4. Slot is the best devised on the market, throwing out slugs, and otherwise preventing the various contrivances and misuses of playing, except by means of a nickel.
5. The most simply constructed player on the market; therefore the least troublesome.
6. Adapted for the home on account of the foregoing features, and especially the easy manipulation of inserting the music roll.



For territory and further particulars, address

**The Regal Piano and Player Co.**  
339 SOUTHERN BOULEVARD, NEW YORK CITY

WE'VE GOT OUR EYES ON YOU.



WE WANT A GRIP ON  
YOUR RECORD BUSINESS



American  
Records  
*ASK for the Blue ones*



SOMETHING TO GROW ABOUT



AMERICAN RECORDS  
ACKNOWLEDGED TO BE  
THE BEST ON THE MARKET

Late Novelties  
Good Songs  
Lively Bands  
Artistic Merit  
*Are all Contained  
in the Blue Record*



THERE'S NO TIME TO MONKEY.



JUST MAIL THAT RECORD ORDER  
TO

American Record Co  
Hawthorne, Sheble & Prescott  
Sales Managers  
Springfield  
Mass.

*See Bulletin 1 September Records Published in this issue.*



# The Talking Machine World

Vol. I, No. 9.

New York, September 15, 1905.

Price Five Cents

## 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., Sept. 12, 1905.

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

AUGUST 14.

Bahia, 19 pks., \$1,465; Berlin, 27 pks., \$1,485; Calcutta, 1 pkg., \$120; Corinto, 4 pks., \$233; Campeche, 9 pks., \$166; Guayaquil, 3 pks., \$109; Havre, 8 pks., \$464; Havana, 19 pks., \$802; Lagayara, 12 pks., \$898; Lunon, 8 pks., \$393; London, 45 pks., \$1,632; Milan, 29 pks., \$519; Para, 14 pks., \$259; Shanghai, 6 pks., \$194; Sheffield, 12 pks., \$109; Stockholm, 19 pks., \$1160; Vienna, 18 pks., \$1,284; Wellington, 25 pks., \$858.

AUGUST 21.

Adeleide, 292 pks., \$5,375; Auckland, 47 pks., \$1,141; Belfast, 18 pks., \$125; Berlin, 24 pks., \$834; Bombay, 58 pks., \$1,309; Calcutta, 3 pks., \$210; Glasgow, 28 pks., \$809; Guayaquil, 3 pks., \$102; 8 pks., \$265; Hamburg, 3 pks., \$155; Havana, 13 pks., \$875; Havre, 7 pks., \$287; La Paz, 9 pks., \$217; London, 154 pks., \$1,669; Manila, 17 pks., \$1,628; 7 pks., \$186; Melbourne, 82 pks., \$1,771; St. John, 1 pkg., \$122; St. Petersburg, 14 pks., \$928; Tampico, 8 pks., \$183; 7 pks., \$147.

AUGUST 28.

Berlin, 41 pks., \$1,627; Buenos Ayres, 19 pks., \$599; Christiania, 4 pks., \$125; Constantinople, 11 pks., \$150; Glasgow, 6 pks., \$309; 28 pks., \$562; Havana, 13 pks., \$352; Havre, 10 pks., \$467; Liverpool, 2 pks., \$109; London, 143 pks., \$1,723; 5 pks., \$613; Limon, 3 pks., \$292; Manchester, 26 pks., \$251; Milan, 44 pks., \$1,147.

SEPTEMBER 4.

Berlin, 15 pks., \$387; Bombay, 40 pks., \$755; Glasgow, 7 pks., \$415; Havana, 17 pks., \$752; La Paz, 3 pks., \$118; Liverpool, 25 pks., \$194; London, 1,469 pks., \$16,628; Manchester, 192 pks., \$759; Milan, 25 pks., \$509; Melbourne, 11 pks., \$304; Oporto, 5 pks., \$127; Sheffield, 51 pks., \$265; Shanghai, 37 pks., \$1,182; St. Petersburg, 5 pks., \$226; Talcahuano, 6 pks., \$212; Vienna, 25 pks., \$789.

## TRADE NEWS FROM ST. LOUIS.

(Special to The Talking Machine World.)

St. Louis, Mo., Sept. 10, 1905.

General trade reports from the talking machine interests here show that business in this line during the month of August was exceedingly good, and that it was about twice as good as it was for the same month a year ago. The dealers are very optimistic as regards a large fall and winter trade, and everything points to a realization of their anticipations.

W. C. Fuhr, manager of the Columbia Phonograph Co., reports a fine volume of trade for the month of August, and states that the talking machine is growing more popular every day. Mr.

Fuhr returned on Monday from a three week trip, which included the Thousand Islands, Montreal, New York and other points.

C. W. Smith, formerly connected with the local store of the Columbia Phonograph Co., has been transferred to Kansas City as manager, vice E. A. MacMurtry, who has been appointed manager of the Pittsburg, Pa., office of the same company.

The St. Louis Talking Machine Co. report a splendid business for the month of August. D. S. Ramsdell, vice-president of this concern, left on Monday for a three week's vacation. He will visit Chicago and some Northern points.

E. B. Walthall, manager of the talking machine department of the O. K. Houck Piano Co., is home from his vacation, and reports trade booming, particularly in Edison machines.

Talking machine visitors here recently were: Chas. W. Noyes, secretary of the Hawthorne & Shibley Mfg. Co.; Mr. Kloher, traveler for the National Phonograph Co. in the States of Missouri and Arkansas; and Mr. Mitchell, of the Talkophone Co., Toledo, O.

## THE AGE OF AUTOMATICS.

Some Efforts of the Past and What Was Aimed At.

This is an age of machine-made everything; we have calculating machines, talking machines, machines which record the dynamics of thought, and now, in logical sequence, we are to be supplied with one to furnish ready-made dialects for immediate use, which, as has been already intimated, ought to prove a veritable blessing, not only to the brain-fagged writer and instructor, but also to a large portion of the human family, whose own mental apparatus is either incapable or too tired to do the work of deep thinking for them.

While on the subject of devices intended by their ingenious inventors to reproduce and imitate the higher functions of the human machine, we are reminded of the efforts in that line of the famous automatists of the past, one of whom, who flourished in the latter part of the seventeenth century, is said to have succeeded in constructing a manikin which played perfectly upon the clavier, performing music placed before it in an able manner. A certain writer of the period, with a lively imagination, depicts a full orchestra composed entirely of these automata, and declares them to have been satisfactory as musicians, and, he adds, preferable in many respects to their living prototypes. "Wherein as much," to use his own quaint words, "these cunningly fabricated puppets or lay figures neither vex the ear of the listener by frequent disorders while engaged in playing, nor getting drunk and conspiring against their masters during their hours of idleness." This same writer also predicts that Vanousson, the maker, would undoubtedly give to the world some day a more wonderful automaton still in the shape of an artificial musician which would compose musical pieces with as much facility as a Lully or a Scarlatti. This was certainly a remarkable prediction, but I have never been able to discover any evidence, says a writer in the *Dominant*, that the great Vanousson ever realized his alleged dream, and perhaps it is just as well for his own sake that he did not, for in those days of mental darkness and consequent superstition he would undoubtedly be suspected of dealings with his Sulturous Majesty and looked upon like a second Prometheus, who, as all scholars know, tried to make a man out of clay and then vivify the form with fire stolen from heaven.

The American Record Co., Hawthorne, Shibley & Prescott, sales managers, have opened an office under the management and direction of C. W. Noyes, their Western representative, at 189 La Salle Street, Calumet Building, Chicago, Ill.

## PRESERVING NATIVE LANGUAGES.

The Talking Machine Highly Commended at a Recent Meeting of the Anthropological Association Held in San Francisco.

(Special to The Talking Machine World.)

San Francisco, Cal., Sept. 8, 1905.

The American Anthropological Association has just closed a very important convention in this city, when many papers were read by eminent thinkers treating of ethnology, archeology, prehistoric men, physical anthropology, linguistic and general anthropology, but to Californians none of the papers was as interesting as that dealing with the aboriginal inhabitants of this State their habits and diversity of languages.

There are in existence today in California nine stocks or tribes numbering in excess of 200 souls each, namely: The Athabascans, with 800; Yurok, 500; Karok, 300; Wintun, 300; Maidu, 250; Pomo, 800; Yokuts, 350; Shoshonean, 3,000; Yuman, 2,500. Of other stocks there are the Shasta, of which not more than fifteen persons are left to speak the language; the Latuami, with twenty-five living (now, however, confined to Oregon); the once powerful stock of the Wishok and of the Chimariko, of which only nine remain. Of the Yana but eight are alive. The Washo and Miwok have left the State. The Costanoan have dwindled to a remnant of fifteen. The Esselen is extinct. Of the stocks on the Silliman and Chumash only twenty persons of each are left. In the case of the larger stocks the numbers remain about stationary, but with a tendency, if anything, to decrease.

The experts who are studying the languages of existing stocks have proved that by an ingenious mechanical means the exact intonations of the original language may be preserved and recorded so perfectly that it may be revived 1,000 years hence. Thus, if it were possible for an aboriginal to come to life after the lapse of many centuries, he would find, if the record of his language had been preserved by the methods now being adopted, that of a "talking machine," a speech he could understand.

In fact, the value of the talking machine as a means of preserving the native languages was highly commended by the various speakers, and judging from the sense of the convention, it is probable that an appropriation will be made for the purpose of recording and preserving the language of the existing tribes.

## THE PHONOGRAPH VS. ARSENIC.

Now that Louisiana is suffering so severely from the steegofyia fastidiosa, the theory that the sound of a talking machine will drive away mosquitoes is worthy of trial. The talking machine theory is just as reasonable as the arsenic theory, for people looking for prophylactics against yellow fever, and is not nearly so dangerous.

## TO MAKE AND SELL TALKING MACHINES.

The Church Supply Co., of New York, has been incorporated with the secretary of the State at Albany, for the purpose of manufacturing and selling talking machines. Capital, \$3,000. Incorporators, W. E. and L. T. Waddell and P. C. Biegel, all of New York.

## Fall Advertising!

It's time to think of your Fall advertising now. Good advertising will make your business good for talking machine and music sales.

Send data and I'll send sample ad free.

R. E. GRANDFIELD, Fall River, Mass.

## Here are the Sellers

No. 25 Holdre 150  
No. 26 Holdre 222  
Cylinder Records

Have you seen our Disc Record Cabinets?

Write for price.

You get one of our Catalogue Cabinets.

## FEIGE DESK CO.

2087 Genesee Ave.  
SAGINAW, MICH., U. S. A.



**DEVINEAUX PHONOGRAPH CO.**

Will Soon Place Their Specialties on the Market—Many Able Men Interested.

(Special to The Talking Machine World.)  
Cleveland, O., Sept. 10, 1905.

The Devineaux Phonograph Co., which was incorporated some months ago, are about to place their product on the market. The capital stock of the company is \$200,000, of which \$125,000 is said to have been paid in. The company will market a new cylinder record machine, the invention of Mr. Devineaux, the president of the company. The principal features are the sound-box, which is designed to be distinctive, and the fact that instead of the reproducer arm traveling over the record it is stationary, while the mandrel travels. A prominent factor in the new company will be W. J. Roberts, Jr., the former Edison jobber at Cleveland, who recently sold out his business to W. F. Powers, of Buffalo, who continues the business under the name of the Eclipse Musical Co. Mr. Roberts has a large block of stock in the Devineaux Co., and has been elected its secretary and treasurer. The company will, by the way, exploit the "Pathé" French record.

**WOULD LEARN IGOROT LANGUAGE.**

Massachusetts Woman at Dreamland Studying the "People of the Hills."

Among the visitors to the Igorot Village at Dreamland last week were Miss Sarah F. Metcalf and her sister, who live in Worcester, Mass. The Misses Metcalf came directly to Dreamland in order to study the headhunters and learn their language.

Miss Metcalf brought a talking machine and records with her, and gave the Igorots a short entertainment. Miss Metcalf next placed a blank cylinder in the machine and made Gattoman, the oldest of the Igorots, believe that he had an enemy concealed in the machine. He called forth the "head hunters" challenge," which

was recorded. Miss Metcalf then arranged the talking machine to reproduce the challenge, whereupon Gattoman became enraged and kicked over the machine.

**HOW FATHER OUTDID EDISON.**



"I'll bet you that I'm not kept awake until midnight by that gabby Clarence."



And he wasn't.

**PERSISTENCE SPELLS SUCCESS**

Says Edison in a Recent Talk—Difficulty of Finding Material for Records.

In the course of an article on "The Modern Profession of Inventing," a writer in *World's Work* speaks interestingly of Edison and his methods of the work. "In working out an invention," said Mr. Edison to him, "the most important quality is persistence. . . . Take the problem of the best material for phonograph records. We started out using wax. That was too soft. Then we tried every kind of wax that is made, and every possible mixture of wax with hardening substances. We invented new waxes. There was something objectionable

about all of them. Then somebody said something about soap. So we tried every kind of soap. That worked better, but it wasn't what we wanted. I had seven men scouring India, China, Africa, everywhere, for new vegetable bases for new soaps. After five years we got what we wanted, and worked out the records that are in use today. They are made of soap—too hard to wash with, and unlike any other in use, but soap just the same." In one room "an assistant who came to him in 1889 from the laboratory of the German scientist, Helmholtz, works alone, or with his sub-assistants, on phonograph improvements."

**A "LIVE" MEXICAN CONCERN.**

One of the most enterprising talking machine concerns in Mexico is that of the Espinosa Phonograph Co., which was organized in 1891. They have four stores in Mexico City and twenty-two agencies scattered over the Republic, and handle all the leading talking machines made not only in the United States but in Europe. A new store has just been opened by this company at 11 Puente de San Francisco, which is under the management of J. H. Wilkinson, an enterprising and hustling Yankee. This establishment is handsomely equipped, the prevailing style being Japanese.

**A WONDERFUL INSTRUMENT.**

The French telegraph service has been experimenting on a line between Paris and Rouen with an instrument (the invention of Prof. Arthur Korn, of Munich) for transmitting photographs, handwriting and photo-engravings to a distance. The transmission of photographs has been rendered possible by the use of a selenium cell, the electrical resistance of which varies according to the action of light upon it. An image from the photographic film is thrown upon the selenium cell, and the variable resistances thus set up are reproduced at the receiving end of the apparatus, and vary the light of a Geissler tube, which acts upon a sensitive surface.

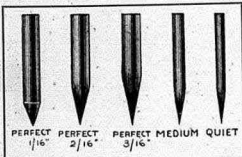
**NEEDLE SATISFACTION**

**IS WHAT WE ARE ALL LOOKING FOR**

**IF YOU WILL LET US FILL YOUR ORDERS WE CAN GIVE IT TO YOU**

**OUR DIFFERENT STYLES**

are shown to advantage in the accompanying cuts. They are all manufactured from the best steel obtainable and guaranteed to be the most satisfactory needle you have ever used. Our QUIET is a small needle, can be used 6 times without change and reproduces without scratch in a perfect manner, bringing out every detail although with less volume.



**OUR "PERFECT"**

is furnished in three tapers: The  $\frac{1}{16}$  inch TAPER is just right and gives universal satisfaction. If taper is not specified in order we always furnish  $\frac{1}{16}$  inch.

The  $\frac{2}{16}$  inch TAPER is a little louder but not generally satisfactory.

The  $\frac{3}{16}$  inch TAPER is the loudest needle made but wears records quickly. Any short taper will do this.

**NEEDLES**

Our "MEDIUM" is a very pleasing needle, with volume between the "PERFECT" and "QUIET." Can be used three times without changing. Very popular.

DON'T FORGET that we can furnish these needles to you quickly and at a low price for GOOD NEEDLES. REMEMBER that we can advertise your business for you. If a sufficient quantity of needles is ordered at one time we will put your Imprint on Boxes or Envelopes FREE OF CHARGE.

WE ARE THE ONLY NEEDLE HOUSE CARRYING A COMPLETE ASSORTMENT OF NEEDLES, SUCH AS SHOWN IN ABOVE CUT. OUR SPECIALTY IS NEEDLES. PLACE YOUR ORDER NOW FOR FALL DELIVERY, SO AS TO INSURE PROMPT SHIPMENT.

**AMERICAN TALKING MACHINE CO.**  
Largest Distributors of "Victor Goods" in the City.  
**586 FULTON STREET, BROOKLYN (N. Y. CITY.)**

CUT THIS OUT...

DEALERS

Send this slip with your name and address and we will send you 1000 Needles, Assorted, for 30 cents, postage prepaid.

## PRACTICAL SUGGESTIONS AND COMMENTS.

William F. Hunt, the well-known dealer of Wanatah, Ind., writes very pertinently on a subject to which we have referred quite frequently: "The demand for talking machines is increasing at a tremendous rate, and while I must say that the improvement in the quality of the machines is advancing at perhaps an equal rate, yet I candidly believe that the more people who have the better musical taste and knowledge of the art, could be interested in the talking machine if more attention was given to the putting on the market of only machines that are in every way mechanically perfect. Too little attention I find is given to the proper adjustment of reproducers. About two-thirds, or more, reproducers put on the market are of poor adjustment, and what is more discouraging to a possible buyer of good musical taste than a reproducer with a blast and various other mechanical noises that are unnatural and detract from the otherwise soothing and beautiful effects for which music is noted. The present product of the various manufacturers in this line, if properly adjusted, is wonderful in its naturalness to the true tone qualities of music, yet as aforesaid, but few machines placed on the market are of such qualities. It is unquestionably due to the carelessness of the manufacturer, for if some of the machines work well, all of them can be made to work in the same manner. Why such conditions? While yet many of these defective machines are giving entire satisfaction to the purchasers and are considered marvelous by them, yet, others of better musical taste are not so deeply impressed with their work, and thus the talking machine is not receiving its due credit for advancement. It is evident that the good working of a machine is of more interest to the manufacturer than anyone else, for if such a machine will sell others, while a poor one will discourage a possible purchaser, and the manufacturers should put forth every effort to eliminate defects."

## SUGGESTS PRINTING WORDS OF SONGS.

A suggestion that seems to be a good one comes from a large dealer to the effect that the public would greatly appreciate having the words of the songs reproduced by the disc records printed on a small slip and pasted on the reverse side of the record. There are many records in which it is impossible to distinguish all the words, and unless the purchaser is thoroughly familiar with them, they lose much of the pleasure in hearing the songs. For cylinder records the slip could be placed inside, but not attached to the record, and the purchaser could file it away in a scrapbook for reference. Words could also be furnished with the orchestrations of the popular songs, and translations of the Italian and other foreign songs could accompany the records. If necessary, a small additional charge could be made to defray the cost of publication, which would be nominal.

## A NEW SPEAKER.

The new maestro-phonograph is a speaker adaptable to any Edison phonograph, which will be ready for the market early in January. It is said to be a distinct improvement on the old style polyphone attachment, inasmuch as it does away with the necessity of carrying two speakers and a special arm. It is a reproducer similar in some respects to the Edison, excepting that it has two saphires, two sapphire arms, two links and two cross-heads in one, i. e., one long cross-head having two loops at each end. The weight pressure is supplied by small spiral springs at the front and at the back of the diaphragm. Both the saphires give an equal pressure on the record and thereby transmit twice the amount of vibration to diaphragm, giving a far greater volume and a much deeper and more natural sound. The wear on the record is no more than with the regular reproducer. The inventor, Arthur C. Messtaud, is a talking machine expert, well known to the fraternity for the past ten years, and has

contributed several useful improvements. He is now experimenting on a new form of cylinder record which promises good results.

## NICKEL IN THE SLOT DISC MACHINE.

E. Kluge, Jr. of the Curtin Music House, Helena, Mont., writes: "We would like to know if there is a disc talking machine on the market that has a nickel-in-the-slot attachment; or if there is such an attachment that can be applied to any disc machine?"

It appears the Universal Talking Machine Mfg. Co., New York, made a machine of this kind once upon a time, but it was not a commercial success. It was actually placed on the market in Berlin, Germany, through the company's agency, but proved impracticable. The point had to be changed every time, and both the record and sound-box were removed, and therefore its manufacture was abandoned. The company, however, still hold the patents for such an attachment.

## SOME COMMON CAUSES OF TROUBLE.

In answer to a number of inquiries and complaints, almost all similar in tenor if not in words, bearing upon structural and operating features of talking machines, it should be reiterated that attention to the needs of the machine are most essential if best results are always required. Some common causes of irregularity are faulty governors, which result often in bad motors, with improper tune and pitch reproduction. In this connection it may be well to see that the balls are of equal weight. Then after continued use inequality in the tension of members of the spring mechanism, which can be remedied most effectively by having a new set put in. The driving band should also be carefully examined. If too loose, shorten, but if lumpy through repair, it is best to secure a new one. Yet, shortening the band by overlapping the ends and gluing together with secotine or glue should not cause the mandrel to rotate unevenly. In order to get the best results the motion should be quite smooth. It is most important, however, that users of talking machines should see that all parts of the machines are properly oiled. The gears, pinions, cones, axles, bearings and bushings should be supplied with the desired lubricant. The use of plenty of graphite and oil will save much wear and tear and insure satisfactory results in the use of the machine.

## TONE AND ITS QUALITY.

In answer to an esteemed subscriber we would say that the word "quality" conveys, to the true musician, "refinement." Used in conjunction with the word tone, it suggests all that is entrancing in that wonderful element—sound. It is perfectly true that there are sounds of poor or bad quality emanating from the talking machine, nevertheless, in its musical application, quality means fitness.

## A NEW TONE REGULATOR.

A new tone regulator for talking machines which appears to mark a new departure in this field of invention, has just been perfected and placed on the market by Edward H. Uhl, manager of the Chicago branch of the Rudolph Wurlitzer Co., Chicago. The device is the invention of Mr. Robinson, the head draftsman of the Chicago & Northwestern Railway. Mr. Uhl's long experience in the talking machine line enabled him to appreciate the efficiency and value of the new device as soon as it was presented to him, but before placing it on the market he

spent some months in testing it and perfecting it and in taking every precaution in seeing that the patents were fully protected. It is being manufactured and placed on the market by the Tone Regulator Co., the offices of which are at 309 Wabash Ave., Chicago. A cut of the Tone regulator as applied to the Victor tapering arm machine is presented in the advertisement which appears elsewhere in this issue. The control of the tone of the machine by the use of this regulator, is absolute and is effected by simply turning the thumb-screw. The change in tone from loud to soft, or vice versa, is made instantly, and thus it enables the owner of a talking machine to actually interpret the selections rendered, giving to it the greatest expression and going away with the monotony of the record. The volume of tone can be reduced without impairing the quality; thus enabling one to hear with pleasure the loudest band piece in a very small room. Further, by reducing the tone in vocal selections the words become more distinct. The tone regulator is now made for Victor tapering arm and Edison machines, and in the near future will be adapted for every machine on the market. Some very substantial orders have been received from leading jobbers, and the reception being given it by the trade and the comments one hears from competent judges as to its merits, all point to a demand of remarkable proportions as soon as it becomes thoroughly introduced.

## FIRST REPRODUCTION OF HUMAN VOICE.

A subscriber writes: "In what year was the human voice first reproduced by mechanical device?" To the best of our belief Leon Scott is credited with this honor and the date is set as 1856.

## INVENTORS SOMETIMES WORK IN VAIN.

I heard the other day a good story of a distinguished talking machine inventor, says the technical expert of The Talking Machine News. He was endeavoring to devise some means for correcting or nullifying mistakes in dictation on the commercial machine, so that the typist might be warned in time to prevent the writing of matter only to find it followed by new matter to be substituted for it. Our inventor hit on the plan of pressing a button whenever a correction was needed, the button causing a little red mark to be made on the cylinder. His idea was, of course, that as soon as the typist should see the red mark she would be on her guard and write the corrected form, ignoring the error. In order that the mark might not be covered up by the reproducer disc when the sapphire reached the part of the record groove where the correction was made, it was arranged that the red should be marked a suitable distance to the right. A patent was applied for and granted, all fees and expenses paid, and the inventor and his friends were chuckling over the achievement when it was discovered that it was only a matter of a few seconds before the cutting stylus of the recorder would reach the spot and completely obliterate the warning signal!

## DIAPHRAGMS OF EARLIER MACHINES

"In the first phonographs and gramophones, that is to say, those in which a wax cylinder was used—as distinguished from the earlier tin-foil—the reproducers were so constructed that it was a difficult matter to get at the diaphragm, and if anything happened to it, a great deal of trouble was incurred before matters could be set right," says J. Lewis Young, in a London contemporary. "Edison, with his first wax cylinder phonograph, used a diaphragm made of silk covered with shellac, and in many of his later models this same diaphragm was used. It is an axiom in phonograph recording and reproducing that the diaphragm must remain flat, and must have

"B & R" Records

We have the latest song hits ready weeks ahead of other makes. Used exclusively by Phonograph Parlors. Write for catalog.

Manufactured by

Burke & Rous, 334 and 336 Fifth Avenue, N. Y. City.

100,000 RECORDS ALWAYS IN STOCK

JOBBERS

**EDISON**

PHONOGRAPHS  
RECORDS, ETC.

GENERAL SUPPLIES  
FOR  
CYLINDER MACHINES

**Douglas Phonograph Company**

MANUFACTURERS "PERFECTION" SUPPLIES, ETC.

RETAIL—WHOLESALE—EXPORT

Salesroom, 89 Chambers Street

Cable Address, Doughphone, N. Y.

New York

Largest Exclusive Talking Machine Jobbers in the World.

DISTRIBUTORS

**VICTOR**

TALKING MACHINES  
RECORDS, ETC.

GENERAL SUPPLIES  
FOR  
DISC MACHINES

Machine Carrying Case



Showing Case Closed

**Douglas**

**PERFECTION FIBRE CARRYING CASES**

FOR

TAPER ARM VICTOR MACHINES  
HORNS AND DISC RECORDS.

DURABLY CONSTRUCTED  
of  
HONEST MATERIAL.

"PERFECTION" STAMPED  
on  
EACH CASE.

Machine Carrying Case



Showing how Machine is Packed.

Perfection Cases are made of Imported Vulcanized Fibre, colored in process of manufacture.

Don't compare these cases with the painted or stained affairs, that crack, peel or rub off.

Colors, Black, Olive, Russet. Reinforced corners. Steel riveted throughout. Genuine Leather Handles and Straps.

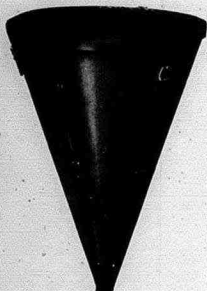
All Trimmings and Rivets same color as Case.

All Machine Cases are lined throughout; prevents scratching of Machine Cabinet.

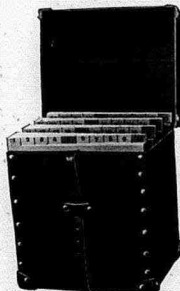
Disc Record Carrying Cases for 50 10-inch or 35 12-inch Records. Equipped with numbered divisions for separating Records and Eureka Index Card for listing content of case.

**PRICE LIST.**

RECORD CASES.		
No.	DESCRIPTION	Price
300.	For 50, 10-inch Records	\$2.50
301.	For 35 12-inch Records	2.75
MACHINE CASES.		
302.	For Victor 1st or 2nd.	4.50
303.	" " 2nd.	5.00
304.	" " 1H.	5.25
305.	" " 5th.	5.50
306.	" " 6th.	6.50
HORN CASES.		
310.	For Victor G.	2.50
311.	" " H.	3.00
312.	" " J.	3.50
313.	" " K.	5.00



Horn Carrying Case.



Record Carrying Case.

Dealers and Jobbers Supplied. Send for discounts.

sufficient spring in itself to bring it and its attachments to their normal position. The diaphragm has a function of its own, irrespective of its forced movement by the stylus, which is attached to it. Now, it was found that the silk diaphragm, though it gave a sweet and human reproduction, had when damaged a tendency to "invert," with the result that one felt inclined to take a screwdriver and dig it into the motor, or other parts of the machine, which actually had nothing to do with the reproduction. In short, the faulty reproduction was due to the diaphragm, though the damage was not obvious enough to let one see this.

#### PROGRESS TOWARD PERFECTION.

"In the end it was found that extremely thin glass, while not reproducing so perfectly as the silk, was preferable as a material for diaphragms, in that if it became damaged, the damage was at once obvious, and could then be repaired. In the present Edison C. reproducer, the fault is so arranged that there is a leverage or "pull" on the diaphragm that would cause one of glass to invert, even if it did not pull off the cross-head. So that it has been found necessary to use a built up diaphragm of mica. If the inversion were to be allowed for in a plain mica diaphragm, the latter would have to be a great deal thicker, and would be less sensitive as a consequence. The "pull" being from the horn side of the diaphragm, the built up side must face the horn.

#### DISC DIAPHRAGMS.

"In the graphophone style of reproducer, which is a floating weight, and in which the reproducing point carries the weight of the diaphragm, the built-up side must face the record. The thickness of the layers of the diaphragm must depend entirely upon the circumference of the reproducer and its weight. The nature of the record to be used must also be taken into consideration. It is not unlikely that some day one manufacturer's records will go well with his own machines alone, and, indeed, it is true to a certain extent at the present day. I may mention that common glue is an excellent adhesive for making built-up diaphragms. In the disc machine the diaphragm does not have to carry any weight, since the needle is fixed to the rim of the sound-box, and not to the diaphragm, and the sound waves to the diaphragm, plus the allowance for the weight of the sound-box. I believe a better reproduction could be obtained from the disc machine, and a more sensitive diaphragm used if the sound waves could be more directly transferred to the diaphragm. An improvement may be obtained by using different diaphragms for different records. One that reproduces a song well, does not necessarily do equal justice to a land piece."

#### A NEW DIAPHRAGM.

E. P. O'Neill, traveling for the Universal Talking Machine Mfg. Co., and who, by the way is a D. D. S., writes: "K. Myers, the telephone jobber for St. Louis, Mo., will shortly place upon the market a new diaphragm. This diaphragm is made of animal tissue treated with chlorides of barium and gold. The diaphragm is the invention of Dr. W. B. Outten, of St. Louis, and has been fully covered by patents in United States, Canada and Europe. Records will be recorded by the same principle and the ideal tonal effect should be the result."

Last week the Douglas Phonograph Co., New York, one of the largest jobbing houses in the country, placed an order for Victor goods amounting to \$60,000, in which 800 machines was an item. By the first they expect to increase this to even a larger figure.

T. P. Murray, Boston, Mass., a loyal Columbia man, was in New York last month making social calls on his many friends in the other companies. Mr. Murray has the distinction of having his cigarettes built to order under his own gold brand. He is a money-maker, the tale goes, and knows a real good thing when he sees it.

### A SWEEPING DECISION.

**Court Holds That a Full Knowledge of Certain Sale Conditions and Restrictions, Even When Agreement is Not Signed, is Binding on the Dealer and Therefore Should Not Sell Below Specified Price—Importance of Injunction Granted the Columbia Phonograph Co.**

A decision that will arouse much comment is that, rendered recently at Scranton, in the United States Circuit Court, middle district of Pennsylvania, in equity, perpetually enjoining William R. Manfield and his wife, dealers, from selling the goods of the Columbia Phonograph Co., General, excepting at the regular price. The peculiarity in this case arises from the fact that the defendants had not signed the company's agreement, but the court held they had full knowledge of the conditions and restrictions of the license, therefore the patents were infringed. After reciting the number of patents and other preliminary information concerning the license, the decree says:

"Complainant manufactures certain graphophones under the said letters patent in which they are known as 'Type G graphophones,' and which complainant licenses and sells through its sole agent, the Columbia Phonograph Co. (General), subject to conditions and restrictions as to the persons to and the prices at which they may be resold by any person into whose hands they come. Any violation of such conditions or restrictions makes the seller or user liable as an infringer of said patents. You purchased certain of these graphophones, either through said sales agent, or in the open market, without signing the Columbia Phonograph Co. (General's) price maintenance contract, but with full knowledge of said conditions and restrictions, or restricted license, and with full knowledge that the authorized price of said graphophones was \$7.50 each, below which price no sale was authorized, and that you, if you disposed of the same, should adhere strictly to the official list price of \$7.50 each, for said graphophones, and that such sale was made dependent upon the observing by you of such conditions and restrictions, and that to such extent only were you licensed to sell the said graphophones. That thereafter you, the said William R. Manfield, and you, the said

'Mary' Manfield, wife of the said William R. Manfield, and each of you, in violation of the terms of such conditions and restrictions or restricted license, and in infringement of the rights of complainant, within the said middle district of Pennsylvania, sold the said graphophones at a less price than \$7.50 each."

The order of injunction then followed.

### VICTOR MEN AT THE HELM.

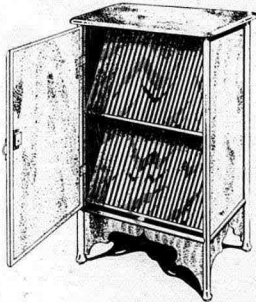
Leon F. Douglass has returned from his protracted stay in California, and again resumed the general management of the Victor Talking Machine Co., Camden, N. J., taking hold this week. He is in much better health than for a long time.

L. F. Geissler, for twenty years managing partner of Sherman, Clay & Co., San Francisco, who is to be the new sales manager of the Victor Co., is expected to assume the duties of the position about October 1, according to present figuring. Mr. Geissler will relieve Mr. Douglass of much harassing detail, and practically define and carry out the selling policy of the company. Unusual interest is attached to the return of Mr. Douglass, and the lines to be laid down by Mr. Geissler. The best informed are certain the Victor affairs, under this new arrangement, will be administered capably, progressively and profitably. The company is one of the great factors in talking machine matters here and abroad, and their product is considered a leader in the markets of the world.

Another bit of news widely discussed relates to the visit of Eldridge R. Johnson, president of the company, to Europe during the summer. The quidnuncs say he went, not to dispose of his talking machine interests, but to acquire a still larger field in which to operate. These trade talkers have been compared to their own records, and for reasons.

### INCORPORATED.

Articles of incorporation were filed at Springfield, Ill., last week by the Western Talking Machine Co. and the American Talking Machine Co., both of Chicago. In each instance the capital stock, \$2,500, and the incorporators, Gustavus Rabson, Ernest Gundlach and M. A. Hill are the same.



## Bettini Phonograph Co.

LIMITED

TELEPHONE, 3173 CHELSEA 156 W. 23rd St., City

The MOST Centrally Located  
JOBBERs of  
All Phonographs, Supplies and  
Accessories.

An Incomparable assortment of new and  
Adjustable Record Cabinets.

UNLESS YOU HAVE  
**IMPERIAL**  
RECORDS  
IN YOUR STOCK, YOU HAVE  
NOT THE BEST MADE

## DENHAM Phonographs and Phonographic NOVELTIES

# OUR TWO LEADERS: The Denham **CLARION** Phonograph AND The English Talking and Musical Post Cards

The Denham  
**CLARION**

Phonograph :: 1906

With Aluminum Horn.

**IT BEATS THE BAND**



Licensed under the U. S. Patents of  
The American Graphophone Co.

Sold under strict price maintenance  
contract, to bona fide dealers only.

**The Clarion is new.** It  
should not be confused with the  
German "Lyra" phonographs, for  
which a somewhat similar base is em-  
ployed.

**NOTE**—We import the Lyra Phonographs also. If you want a good but low priced machine for some local newspaper or premium concern it will pay you to remember that our Lyra phonographs are not only fully licensed and authorized, but are also the best and decidedly the cheapest machines on the market for premium purposes.

**The CLARION has come to stay.** It has met with the approval of every dealer in records to whom it has been submitted, and is offered in comparison with any other phonograph now on the market at double the price.

It is listed at a **remarkably low figure (\$5.50)**, and is sold to the trade at **exceptionally large discounts.** Your profit is about the same as on a \$10 phonograph. Your investment is comparatively insignificant.

**It is not sold by us at retail.** All retail orders and inquiries are referred to the nearest dealer in Denham phonographs.

**The horn** is one of the great points of The Clarion. It is a triumph, both as regards its acoustic properties and its appearance. **The horn is aluminum, spun in one piece.** It measures 9 inches at the bell.

Another unique point is our combined trumpet support and **anti-slipping device**—an important improvement which has already resulted in Europe in an unprecedented demand for our phonographs.

**The base and all the working parts are brightly nickeled.**

The Clarion is strongly built and simply constructed. **We will replace free of charge any part received in damaged condition.**

Place your orders **now.** The Clarion is turned out by our German factories at the rate of 15,000 a week, but owing to the popularity and success of our new **anti-slipping device** the European demand is so greatly in excess of that of previous years that we counsel our American customers to send in their orders **now**, in order to insure prompt deliveries.

## English Talking and Musical Post Cards

THE LATEST EUROPEAN NOVELTY.  
MANUFACTURED IN LONDON.



Highly artistic illustrated Souvenir  
Post Cards, each bearing a **trans-  
parent celluloid disc record** 3 1/2  
inches in diameter.

They can be played on any disc phono-  
graph.

**The Selections are exclusively English and American.**  
**Indestructible.** They can be played any number of times and can be mailed in the usual manner, without injury to the record.

The records are transparent—they do not detract in any way from the appearance of the Post Cards.

**Can be profitably retailed at low prices.**

# Edwin A. Denham, 31 Barclay St., New York

PHONE, 6924 CORTLANDT  
BERLIN

NEW YORK

LONDON



## THE BUSINESS OUTLOOK GOOD.

Talking Machine Men in All Departments of Trade Express Themselves Optimistically Regarding the Fall Outlook—Chats With Messrs. Wilson, Eckhart, Macnabb, Prescott, Hinkel and Lawrence—Some Interesting Views Expressed.

The past summer has been one of continuous surprises when business is being discussed. Never before in the history of the trade have more orders been booked, or the call for goods been more insistent. In former years July and August were rated dead ones in the lexicon of the talking machine people; but when the manufacturers commenced to figure on the usually quiet period they reckoned without their host. Jobbers have been particularly active, and this means dealers were moving their stocks promptly, expeditiously and profitably. Briefly, the volume of business makes a new high record, and sales are beyond precedent in which every branch of the trade participated.

One of the peculiar manifestations in this connection is the satisfaction with which every one referred to their own business, as if each individual concern or man believed he or they had been fortunate above their rivals. If you please, or competitors. As a matter of downright fact, the prosperity is general and pretty evenly distributed; of course, the larger portion going, as it always does, to the men keeping everlastingly at it, hustling the right way and exercising skill and judgment in the conduct of their enterprises.

Now, then, if the summer trade has exceeded all expectations, what will the harvest be from now on? Reports from reliable sources, in all parts of the country, and every branch of the business are more than optimistic—they are positively enthusiastic. Orders are now pouring in at a tremendous rate, and so great is the demand for machines, records, specialties and essential supplies that the manufacturers are not only being pushed to meet shipments promptly, but they are selecting their trade. In other words, the chronic kicker, slow pay or other delinquency in a customer, are blemishes that weigh in the balance when an order for goods is placed.

A review of the situation is contributed by the following gentlemen, all of whom are prominent figures in their respective spheres:

C. H. Wilson, general sales manager of the National Phonograph Co., said: "The company's business has never been better, and the record of sales since spring has shot beyond our highest previous mark. Every department of our factory is now being run full capacity, and so far as records are concerned, we are in some measure in a better position, but not a great

deal, as we are still oversold. Additions are now being made to our already extensive plant, but room is at a premium. The fall trade is already great, and if it keeps on increasing, in the same ratio the pressure for goods will be tremendous, to express it mildly."

Walter L. Eckhardt, manager Columbia Phonograph Co., general, said: "Our new line of cylinders and disc machines are now ready for the inspection of dealers and jobbers, and we are booking some great orders. Our business in this place alone has increased over 20 per cent., and this during the summer, and the current season promises to break all records on Columbia goods; in fact, trade is in splendid shape, not only with us, but everybody seems to talk the same way."

J. A. Macnabb, general manager of the Universal Talking Machine Manufacturing Co., said: "We find it almost impossible to catch up with orders—machines as well as records. The other day I ordered 800 boxes, and they are all gone, and immediately I placed an additional order for 500, and they never will be heard from. And this is only a single instance of how things are going. We are oversold on machines and records, and doing our level best to satisfy our jobbers and dealers. The other manufacturers, I understand, are in the same boat."

D. Mitchell, manager of the Victor Distributing & Export Co., said: "Business is very good, indeed, and it looks as if this fall would go beyond anything before known in the matter of sales. The demand for Victor goods is increasing by leaps and bounds, and I never knew our particular trade to be in better condition."

J. O. Prescott, manager of American Record Co., said: "We have caught up slightly on our orders, because we enlarged our plant at Springfield, Mass.; but we may all be swamped again before Christmas. These are certainly boom times for the talking machine business, and we have been not only very successful, but done even better, as the 'Blue Record' is undoubtedly one of the institutions of the business. Prices are being held up, for there is not the slightest reason for cutting."

C. V. Henkel, treasurer and general manager of the Douglas Phonograph Co., said: "We find the utmost difficulty in keeping our stock up to the mark, though we are undoubtedly one of the largest buyers among the jobbing houses in the country. Notwithstanding the recent remodeling

of our large store and utilizing every foot of space on the two floors and the gallery, we are still cramped for room. Our business has increased so rapidly that you may know trade is not only fine, but the best ever. If the dealers will only put a fair amount of sense in their business their profits would increase accordingly and the trade be on a better basis. There is hardly a line of which we can get enough stock, but we never let our trade suffer a minute."

W. A. Lawrence, of the Standard Metal Manufacturing Co., said: "Business with us is very fine—quite satisfactory. We never lack for orders, and it looks as if trade for the fall will keep on multiplying and increasing. Our new flower horn is evidently a winner. If we can judge from the way it is selling."

## FAMOUS NOVELIST ADMIRES

The Talking Machine and its Constantly for Purposes of Dictation.

The Rev. Cyrus Townsend Brady, the famous novelist, is a great admirer of the talking machine and was one of the first to employ it for purposes of dictation—in fact, his first accepted novel saw life through a talking machine. Speaking of his early attempts in the domain of literature, Mr. Brady said recently:

"I wrote three stories because I was convinced that I could write, sent them all over the United States, and had them returned, all except one, which I lost, and have never heard of since."

Then twelve years intervened before he regained his courage. Twelve busy years, reading, reviewing, attending to parochial duties, and writing for parochial publications.

"At the end of this time I decided that I would begin another novel, but being uncertain of my ability to dictate I got a talking machine, shut myself in my room, and leaning on my elbows, talked my first chapter into the machine," he said.

"It was tiresome, because one could not erase or correct, and sometimes in the middle of a sentence the cylinder gave out and the dialogue ended in a blurring buzz. When it was finished I got a young lady of moderate demands to transcribe this phonograph chapter on a type writer. Then I assembled the family and read it to them. It was received far from respectfully—some of my listeners jeered, literally jeered." He threw up his hands in memory of that horrible moment and then laughed, snapped his teeth, and looked serious.

"You finished it, and the book is still selling now," I said in the silent pause that followed. "I did finish it, and it is still selling very well," he said, quietly.

## THE RECORDING TELEPHONE.

This instrument, which is designed to legal-ize all transactions by telephone, may be connected with the ordinary Bell-Edison instrument. You ring up "Central," as usual, get your vis-a-vis, and go at him. Every word uttered by both speakers is recorded and can be utilized in court if necessary. If a member of the smart set telephones to his inamorata, his darling wife may slip into the office turn a lever and have the entire conversation repeated, recognizing the voices. If you telephone an order to your broker to buy 1000 shares of Steel preferred at ten, and he pretends you said 102, you can "nail" him by the record. Handy, isn't it?

We have just received a photograph of a window display made by the American Phonograph Co. E. P. Ashton, proprietor, 106 Woodward avenue, Detroit, Mich. It consists of a life-size figure of an Indian listening intently to the reproduction of a well-known make of record. His attitude illustrates the sentence: "Music hath charms," as he appears thoroughly appreciative. A tan-bark wigwag, with tripod, tent, lances and Indian accoutrements add to the primal attractiveness of the scene. If we were offering a prize for a window display advertisement, would feel inclined to cast a unanimous ballot for Mr. Ashton.

## No. 531 Holds 175 Records



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

MAKERS OF  
DISK  
AND  
CYLINDER  
RECORD CABINETS

Write for Booklets and Prices. They will interest you.

THE UDELL WORKS  
Indianapolis Indiana

Loud enough for Dancing

# Loud Enough for Dancing

Everybody has fun dancing with the *Victor Talking Machine*. No one complains that the music is dull or says, "You don't keep good time." *Victor* dance music is of the best and the time is right.

Send for new list of dance records.

# VICTOR

## New Records for October

*Victor Records* are mechanically perfect—the true living voices of the artists, and not the squawking you are so prejudiced against in talking machines.

It has cost us a fortune to bring this about.

*Victor* variety is immense—thousands of selections by the best-known artists, orchestras and bands of Europe and this country—and every month we add to this immense variety.

The following are ready at dealers' October 1st:

Numbers beginning with 4 are in 10 inch size, \$1.00 each, \$10.00 per dozen. Numbers beginning with 51 are in 12 inch size, \$1.50 each, \$ 5.00 per dozen.

- |   |   |
|---|---|
| 4152. "Aurora"<br>4153. "Favourite Songs of Canada"<br>4154. "Valse for Me" Amouroux Berger<br>4159. "Die Meistersinger" Pils Song<br>Wagner, <i>Opera Solo by M. Stransky</i><br>P. Lafaly (acc. by Sousa's Band)<br>4160. "The Little Boats" Danmore<br>Coral Trio by Taylor, Rogers and Bellard<br>4161. "The Three Sisters" Herbert<br>4162. "The Three Sisters"<br>4163. "Dance of the Hours"<br>Puccini's <i>Giocunda</i><br>Bell Solo by Chris Chapman (orch. acc.)<br>4164. "The Little Boat"<br>Harp Solo by Leo L. Osmond (orch. acc.)<br>4165. "Valse for Me"<br>Tenor Solo by Byron G. Harlan<br>4166. "Bright Eyes" J. H. Van Alstyne<br>Harp Solo by Harry Macdonough (orch. acc.)<br>4167. "All the Way My Sweetest Look"<br>4168. "The Three Sisters"<br>Harp Solo by Emilio de Gogorza<br>4169. "Prologue" Puccini's <i>Lesbovallo</i> | 4169. "Cavalry"<br>Hymn by Frank C. Stanley (orch. acc.)<br>4170. "Hosanna for the Visitation"<br>Hymn by Mardounagh and Stanley<br>4171. "All of Me Beyond the River"<br>Harp Solo by Mardounagh & Hering (orch. acc.)<br>4172. "Lost Before the Battle" Shaker<br>Tenor Solo by Billy Murray with<br>Haydn Quartet (orch. acc.)<br>4173. "The Three Sisters"<br>Male Quartet by Haydn Quartet<br>(orch. acc.)<br>4174. "Leaf by Leaf the Leaves Fall"<br>4175. "Grandfather's Clock"<br>4176. "Simple Songs by Billy Murray" (orch. acc.)<br>4177. "Friedrich Schlegel and Friedrich Schlegel"<br>4178. "In My Merry Oldenbottle"<br>4179. "Tomb Song by Frank Kernell" (orch. acc.)<br>4180. "Girl of the Year"<br>4181. "Kathrin's Valentine"<br>4182. "An Evening Call in Jas Vivaldi's"<br>4183. "The Handkerchief"<br>4184. "The Handkerchief" |
|---|---|

Twelve wonderful records of women's voices by artists of Imperial Opera House, St. Petersburg

Price \$1.00 each

- |  |   |   |
|--|---|---|
| Mrs. Michalowna, soprano and<br>Mme. Tuzantoff, Contralto<br>4112. "The Birds are Tally Singing"<br>4113. "In Silence"<br>4116. Duet—"Pigeon"<br>4117. "The Hawk"<br>Mme. Michalowna and M. Davidson,<br>tenor (orchestra acc.)<br>4118. Duet—"La Traviata"<br>Verdi | Mrs. Michalowna, soprano<br>4119. "Mendelssohn's Adagio"<br>4122. "Cradle Song"<br>4123. "The Fair-Headed Sun"<br>Mme. Michalowna (violin obbligato)<br>4124. "Ave Maria"<br>Mme. Michalowna; (flute obbligato)<br>4125. "The Bird"<br>4126. "The Bird"<br>4127. "The Bird"<br>4128. "The Bird"<br>4129. "The Bird"<br>4130. "The Bird"<br>4131. "The Bird"<br>4132. "The Bird"<br>4133. "The Bird"<br>4134. "The Bird" | Mrs. Michalowna; (piano acc.)<br>4135. "The Bird"<br>4136. "The Bird"<br>4137. "The Bird"<br>4138. "The Bird"<br>4139. "The Bird"<br>4140. "The Bird"<br>4141. "The Bird"<br>4142. "The Bird"<br>4143. "The Bird"<br>4144. "The Bird"<br>4145. "The Bird"<br>4146. "The Bird"<br>4147. "The Bird"<br>4148. "The Bird"<br>4149. "The Bird"<br>4150. "The Bird" |
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Victor Talking Machine Co. Camden, N. J.

Look for the Dog



# Victor the Fifth \$60

with tapering arm

Black-japaned steel horn with large brass bell. Simple but beautiful, highly polished quarter-oak cabinet, with hinge top. Motor has true tandem spring, can be wound while playing, and plays several records with one winding. Motor last a lifetime and requires oiling but once a year. Turntable 12-inch and can be used for all sized records. Concert sound box, but Exhibition sound box will be furnished if preferred. 200 needles—separate plates for new and old.

This fine large *Victor the Fifth* makes the *Victor Records* give forth their sweetest and most melodious tone. It plays loud enough for dancing and brings before you the living voices of great singers in all their delicacy, as well as power.

"Victor Quality" is the full, large, clear musical tone found only in the *Victor Talking Machine* with the *Victor Records*.

## Hearing is Believing

Any dealer will be glad to play for you any *Victor Record* on any *Victor Talking Machine*. That is the way for you to find out for yourself that the *Victor* is the greatest musical instrument in the world.



Victor Talking Machine Co., Camden, N. J.

Two more full-page advertisements in the October magazines. *Victor* advertising goes merrily along, month after month, and so does the sale of *Victor Talking Machines* and *Victor Records*. The easiest kind of selling and the same bright opportunity is wide open to every individual dealer. It's all up to you!

## TIMELY TALKS ON TIMELY TOPICS.

Whether records are issued too frequently seems to be a question for each company to settle for itself, as there is far from a unanimity of opinion on the subject. Consideration has been given to the complaint that the monthly installment of new records comes so closely on the heels of the preceding lot that sales are greatly interfered with just about the time when the merits, or worth, or popularity of certain numbers are beginning to be felt. On the other hand it is held that at the present day popular numbers—vocal, instrumental and otherwise—are the controlling factor in the business from a strictly commercial standpoint, and profits are what everybody is looking for first, last and all the time. Consequently the more frequently—not under a month of course—records of this description are furnished the better.

Record manufacturers, like in other lines of trade, cater to the demand, and endeavor to supply what is called for; but at the same time they are not unmindful of the higher class of records, at least so far as music is concerned, and a fair assortment of this grade is also listed. Talking machine men of the broader stripe hold the belief they are fulfilling a mission in educating the public to the appreciation of standard music as distinguished from the merely popular airs of the passing moment; and the day must come, they contend, when the classical will take precedence of the lighter composition. In other words, it is an application of the same maxim that you should take men as you find them, and not as you want them. The choice between the two policies spells either success or failure. Something of the same kind of philosophy is doubtless applied as to the business advisability of monthly record bulletins or at less frequent intervals.

The group were discussing Thomas A. Edison from a strictly trade point of view, and what has been or might yet be said by competitors in the talking machine business, when one, who has known this world-wide celebrity well, and is, in a sense, a business rival, remarked: "They can say what they please about the 'old man'—his is his popular title with his associates, but there is no getting away from the fact that he originated the phonograph. His invention was the first attempt to record sound for reproduction, and scientific men give him the full credit, because it is the truth, and deserving. Then let

me tell you another thing: Edison has not given much personal attention to the phonograph in recent years, though it is a pet hobby with him, because he has been engaged in a new storage battery; but should he now take up the matter in earnest, as is his wont, he would, in a short time, give the world something that would make us all look silly. And, further, I am not alone in this opinion."

Export business is developing as never before. To be sure, the Spanish-American countries to the south of us is the field chiefly, if not solely, controlled, as the other parts of the world are handled from the European end; yet the returns are assuming vast proportions. The best of it all is that prices are so satisfactory, the American manufacturers of machines, records, etc., being almost absolute masters of the situation, hence their happy frame of mind.

Those directly interested are keeping a watchful eye on that combination that is said to be slowly but surely getting closer together in Toledo, O. Big things are expected from this working arrangement of German and American concerns, which insiders state must soon come to the front or lose the entire fall trade—a no mean consideration.

The follow-up systems adopted by the respective manufacturers for the benefit of their jobbers is thorough and effective. The traveling is the practical part of the never-ending promotion from the office, and one helps the other. To be sure the road men are instructed to call on every dealer and jobber in their territory—the dealer to ascertain if any complaints are held against the line, or other "kicks," and the jobber to see if he carries an adequate stock of everything. Should the latter be lacking then inquiries for goods received from the trade are transmitted to another who is sufficiently wide-awake to his opportunities and acts accordingly. It is the opinion of the best informed, however, that dealers have too many advantages over the jobber, and this may lead to the enforcement of a new rule requiring a larger initial stock.

In the course of an address on Natural History Museums in London recently a very excellent suggestion was made by the speaker in which he said: "Professor Anton Fritsch, of Prague, has playfully suggested that the day may

come when a visitor, standing in front of some interesting specimen, will have simply to drop a coin into a slot connected with a talking machine and forthwith he will hear a short discourse on the specimen in the very words, nay, even in the very voice, of some distinguished professor."

I commend this idea to our curator, who happens to be much interested in talking machines. We already have in the Essex Museum, for the use of the public, a microscope and a spintharoscope. Why not a talking machine?

This is a suggestion which might be taken to heart by our museum in New York. A great many people can't afford to pay fifty cents or a dollar for a catalogue, neither are they desirous of being entirely without information regarding the various exhibits. Some such means as suggested above, is not entirely improbable. Leading institutions in this country would do well to pay a little closer attention to the possibilities of the talking machine along the lines of public usefulness. It is easy to write of it as a "nuisance," and declaim on its bad influences, but there are hundreds of channels where the talking machine can be helpful and in time invaluable.

An expert in the line, who has traveled the country over, and makes it his business to look out for choice openings, recently declared that in his judgment the best locations and opportunities for a live, progressive dealer, with ideas, enterprise and industry, of course, were in Pittsburg, Pa., Kansas City, Chicago and St. Louis. From his observations and the general reports, taken together with what was already being accomplished at these points, they were the best places in the country to "make a pot of money in no time." No charge for the tip, though it is possible the local people may not relish The World giving away their snags.

The talking machine is apparently sounding the death knell of the stenographer. In the West-Ingouise works at Pittsburg, Pa., and in many other large plants throughout the country, as well as in the offices of the great railroads, such as the Union Pacific, and Southern railroads, the talking machine for dictation is almost entirely superseding the work of the stenographer, and the opportunity which has been seized by thousands of young women and many men during the past couple of decades for earning a livelihood or as a step toward a more ambitious goal is being taken away by this recent scientific invention. Whether in the next decades, with further improvements in its mechanism, it will be able to usurp the place of the typewriter as well, remains to be seen.

At first talking machines were used as an experiment, but as their utility in facilitating correspondence and in lessening the manual labor of both officials, heads of departments and clerks, was proved, the number in use has been increased.

Burton Holmes, the lecturer, says that the Indians of Alaska regard white men and canned goods as so closely associated that they are nearly synonymous. Wherever the white man is seen canned meats, fruits and vegetables are found. When Mr. Holmes visited Alaska recently he carried with him a talking machine, and it was exhibited to an old chief who had never seen a talking machine before. When the machine was started and the sound of a human voice came from the trumpet the Indian was much interested. He listened gravely for a time, then approached and peered into the trumpet. When the machine finished its cylinder and stopped the Indian pointed at it, smiled an expansive smile, and remarked: "Huh! Him canned white man."

The Rudolph Wurlitzer Co., of 298 Wabash avenue, Chicago (E. H. Uhl, manager), have recently been appointed jobbers and distributors for American records. The decision of this representative concern to catalogue American records is a guarantee of their quality. The Wurlitzer Co. will carry a very complete stock.

## BUY FROM A WHITE MAN

"BLACKMAN IS A WHITE MAN"

I have been treating TALKING MACHINE dealers WHITE ever since I started in the business in 1898.

**ARE YOU SATISFIED, MR. DEALER,** that your JOBBER is giving you the best service possible. Don't you think in many cases orders are not filled as promptly or complete as they should be? Don't you remember times when you have lost a number of sales because he did not send goods ordered?

**YOU OWE IT TO YOUR CUSTOMERS** to order EDISON and VICTOR goods from the JOBBER who will give you the BEST TREATMENT. I carry a FULL STOCK of ALL EDISON and VICTOR goods and you will save time and money by sending orders for BOTH to me.

**IF I DON'T MAKE GOOD, I LOSE**  
"If you believe in IMPROVEMENTS, try BLACKMAN."

Ask About the Gilbert Repeating Attachment. Best Out.

**BLACKMAN TALKING MACHINE CO.**

J. NEWCOMB BLACKMAN, Proprietor

"THE WHITE BLACKMAN"

97 CHAMBERS ST.,

NEW YORK

# A Free Language Demonstrating Outfit

The study of languages with the aid of the phonograph is daily becoming more popular. People are realizing the many advantages to be gained through the knowledge of a foreign language, and dealers are receiving increased demands for language outfits. Those representing "double service" are increasing their sales from ten to thirty per cent. It won't cost YOU anything to find out whether or not you can thus increase YOUR business through the

## I.C.S. LANGUAGE SYSTEM

WITH  
Thomas A. Edison  
PHONOGRAPH

If you will fill out and mail the coupon below, we will send, without any expense to you, a demonstrating record containing words in four languages, and a set of pamphlets giving the translation of the words and sentences reproduced by this record. These records are made by the gold mould process from perfect masters; the pronunciation is guaranteed to be absolutely correct.

Will you let us help you boom your sales?

**MAIL THIS TO-DAY**  
Not Good After October 15, 1905

I. C. S. Language Dept.,  
Scranton, Pa.

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

Name   
Address

## BOSTON MAKES GOOD SHOWING.

Happenings of the Month Show a Further Expansion of Talking Machine Business in the City of Culture.

(Speech to The Talking Machine World.)

Boston, Mass., Sept. 11, 1905.

The business of handling and selling talking machines in Boston has a very interesting feature about it. It is the fact that the business is good all the year around. There seem to be no long dull spells, such as there is in many other musical lines, but in winter there is the demand for machines and records for the home or lodge meeting, and in summer it is the proper thing to have a machine on the piazza, and entertain your neighbors as well as your own family. So the talking-machine business is always good in Boston.

There's been, all through the present year, a steady increase in the demand for high-grade goods, and there have been numerous exchanges of low-priced instruments for those of better grade.

It was suggested by one of the dealers this week, that The Talking Machine World establish a department for the criticism of window decorations. The idea is to have the dealers photograph their windows when they have some particularly attractive display, send it to The Talking Machine World, and have a competent decorator criticize it, to show where it could have been improved. If the photograph was published with the criticism it would be of great benefit to all the trade.

The extension and alterations to the store of the Eastern Talking Machine Co., Edison representatives, are now nearly completed and, about the middle of this month, Manager Taft will have a store to be proud of. The frame for the front has now been put up and shows that the front will be one of the most attractive on Tremont street. The arch over the top adds much to the attractiveness. Despite the general "up-in-arm" state of things in the store this summer, business with the Eastern Talking Machine Co. has been steadily increasing, particularly on the Edison line.

A big jobbing and retail business is being done on the Edison machines in Boston by the Eastern Talking Machine Co., C. E. Osgood Co., Boston Cycle and Sundry Co., Iver Johnson Sporting Goods Co., and by Reed & Reed.

At the local warehouses of the Columbia Phonograph Co., the \$100 disc machine is having a big call now and will be the chief feature of the trade this winter. The loud-tone 20th Century Graphophone is also creating a good clientele for itself. Manager F. E. Winchell is now enjoying a vacation with his family at Diamond Ponds, N. H.

At Oliver Ditson's, the Victor is being pushed by Manager Bohzin with great avidity. "There's nothing like it," he declared this week, just after disposing of a \$100 instrument. Mr. Bohzin has found that there is a ready response to his monthly list of records, etc., which he sends out. He has just sent out a list of the song records in German, Spanish, and Italian, with good results. A new feature in the list of records is the Gregorian Hith Mass, as executed at St. Peter's, in Rome.

The Boston Musical Instrument House, J. H. Ormsby, manager, is having a run on the 20th Century machine, and the new \$100 loud-tone disc Columbia. "We can't get all we can sell," he says. Mr. Ormsby sold this week a fine No. 50 Reginaldophone with penny slot attachment to a man who had been to another store in Boston and had left, disgusted with the treatment he received at the hands of one of the salesmen. "We believe in making friends, not enemies, of the people who come into our store," said Mr. Ormsby, as he showed the cash slips for the sale. Mr. Ormsby has recently added a line of cameras and camera supplies, with which he is having excellent success. He says that camera lovers are music lovers in nearly all cases and the two departments go well together.

WE MANUFACTURE THE LATEST AND BEST  
**SOUND MODIFIER**  
for all kinds of  
**TALKING MACHINES**



It adds a wonderful improvement to the sound. It produces a soft, natural tone and eradicates all shrill notes.  
This Modifier can regulate the sound as coming from a few or a near distance.  
It is placed between the reproducer and the horn.  
No talking machine is complete without this Modifier.  
The sound can be lowered so that it will not be heard outside the room in which it is used, and yet the tone will be perfect. It is simplicity itself.  
You will find this readily indispensable in your business. Price, 75c. Write the makers.

LIND & WOLF MFG. CO.  
44 FULTON STREET NEW YORK

## The Nova Phono Horn Co.

No. 2 Manhattan St.,  
New York.

MANUFACTURERS OF

## Fibre Flower Horns

Cheapest, Strongest and Lightest  
Horn on the Market.

Write for Interesting Prices.

## ILLUMINATED TRANSPARENT WINDOW DISPLAY SIGNS.

ONE FOR EACH MONTH OF THE YEAR.  
Three Colors—Red, Gold and White.  
Dimensions 24 X 12.

JANUARY  
**EDISON**  
GOLD MOULDED  
RECORDS  
IN STOCK

Can easily be read at a distance of 100 feet. Made for Edison, Victor and Columbia. Mailed to any part of the United States or Canada on receipt of \$1.25.  
S. B. DAVEGA, 32 E. 14th St., New York.

## Talking Machines

Have you Seen and Heard

## The Imperial

THE TALK OF THE TRADE  
PRICE \$10.00 NET

Cabinet 12½ x 10 inches; Turn Table 10 inches; a Sound Box that is a Sound Box; Horn 24 inch; 1½ inch Bell. Sent Subject to examination. Exclusive Territory given.

ROGERS MFG. CO.

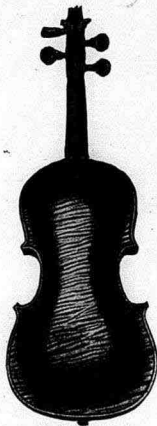
147 W. 23d St. New York City

## Do you wish to increase your income?

We can tell you how it can be done with but little expense or effort on your part. If your stock consists wholly of talking machines you will find that a well-selected line of musical instruments will add to the attractiveness of your store. If you have the capability

## Durro

Violins, Bows, Strings, etc., you will find that your musical friends know at once of their high standing. Artists prefer them.



Then we have all kinds of Accordeons, Mandolins, Guitars and Harmonicas, at lesser prices, but which are superior to any on the market at the same price.

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

Write for catalogue.

**BUEGELEISEN**  
&  
**JACOBSON**  
113-115 University Place  
Corner 13th Street, NEW YORK

### VISETTI'S INTERESTING REMARKS

On the Value of a Talking Machine as an Aid to the Vocal Teacher and Student—Great Field of Usefulness.

The value of the talking machine to vocal teachers and singers has been referred to before in these columns, and our remarks receive additional support from Albert Visetti, the eminent maestro of London, who says:

"In company with a great many of my confreres, I was, until a short time ago, entirely skeptical as to the value of a talking machine as an aid to vocal teaching. Then one day, out of curiosity, I procured one of these machines and took careful note of the effect upon my pupils. "The great difficulty in training a voice is to make the owner of it realize its defects. The natural production may be throaty, nasal, what you will. You see what is wrong in a moment, but the pupil in his ignorance, cannot be made to listen intelligently to his own faulty emission. But let him sing into a machine, and the oft-repeated reproduction of his shortcomings, carefully emphasized by the teacher, will do more to make him thoroughly realize his defects than any the natural conceit of your young student is colossal, and his face as he listens to the reproduction of his own tones from one of these delicate machines is a study. More than anything it seems to spur him on towards perfection. It is hopeless to mimic a pupil's faults oneself. He invariably imagines exaggeration. But the talking machine, like the camera, does not lie.

"While on the subject of the unerring truth of this wonderful little invention, the following episode might prove of interest: I took a record of a pupil of mine, a bass. Some months afterwards, in his presence, I placed the record on the instrument, and transposed it an octave higher. When my boss heard it he exclaimed, 'That is my sister's voice.' The voice was reproduced as a high soprano—which the girl was—but the timbre, which, to an ordinary person was not recognizable, became obvious when the alteration of pitch occurred, and the talking machine had brought this to light.

"This was very interesting to me, as a demonstration of the possibility of what one might call a vocal 'family likeness,' hitherto unsuspected—and the more remarkable as existing between the people of the opposite sex.

"For myself I am convinced that there is a great future in a good instrument as an aid to the professor."

### "TWINKAH LITTLE STAH."

I remember, years ago, traveling a railway journey from one town to another on purpose to see and hear a talking machine, says a contributor to the Aberdeen Weekly Journal. It cost us a shilling each to see the world's wonder. There was no "touch the button" about the old Edison machine. The operator worked on the same principle as the apprentice carpenter at the grindstone, and "ca'd" it by the handle. He was a Cockney, and made his own records in tinfoil. It was very amusing to see him turning the machine and speaking into it at the same time. His topic on the occasion of my visit was an old classic—

"Twinkah, twinkah, little stah,  
"Ow I wondah wot you ah;  
Up above the wall-I'd so 'igh,  
Like a diamond in the sky."

When he had finished mangling his record—and the poetry—the perforated tinfoil was sent back through the machine, the man at the wheel "ca'in" his handle the opposite way. If it was funny to hear the Cockney reciting into the talking machine, it was no less funny to hear his voice repeated from the tinfoil. His hand was not a steady one, and the words came out in jerks according as the wheel was turned. This was the new reading: "Twinkah twink. Ah lit- the star 'ow. I wondah wot you ah up. Above the wall-I'd so. 'igh like a diamond. In the sky."

## Friendly

This month we are not going to talk, further than to introduce you to five of the enthusiastic users of

## Syracuse Wire Record Racks

Their words tell the story in a way to interest you.

The Columbia Phonograph Co., say: "The wire Record Racks ordered from you for 10 in. Disc Records have arrived, are set up and in operation. . . . They are more than satisfactory; we are more than pleased and wonder how we ever got along under the old system. We wish you great success along this new line."

The Theo. F. Bentle Co., of Pittsburg, write under date of June 9, 1906: "You will recall that you shipped us 12 of your 2 1/2" Racks made special. Later you shipped us three additional, which with the two installed at the start, makes 17 of this particular rack alone that we are using.

"From the above you will see that we certainly consider your racks the best method of showing and handling disc records and take pleasure in so advising you."

The Wells Phonograph Co., of Philadelphia, Pa., who installed our Racks in the early part of the current year, write:

"We are pleased to advise you that after having installed your wire rack system in the retail department of our store-room they have proved to be everything claimed for them. . . . We think this system of keeping Records is without doubt the best any retail dealer could use."

The Rinker Music Co., of Lafayette, Ind., after their purchase of a single rack, wrote: "We take pleasure in stating that we have found your Wire Record Rack to be the best and most satisfactory rack we have ever seen for convenience and for the simple method of keeping stock in shape and quickly finding the Records wanted.

"We thank you and congratulate the firm who can manufacture such articles as this, for it is certainly 'just the thing' for a retail record dealer."

Messrs. C. H. Yaring & Co., Youngstown, Ohio, large dealers in records, say: "We are using several of your Racks for our Edison Records and two for our Disc Records. Could not do without them."

Words of ours are futile in the face of testimony of this sort; we need only point you to the evidence of people of the character of the above—and we can give you equally strong endorsements by the score—to show that Syracuse Wire Record Racks can be classed among the necessary equipment of the up-to-date Phonograph supply house.

GET IN LINE

Syracuse Wire Works  
SYRACUSE, N. Y.

# "Twentieth Century" Graphophone

16 TIMES LOUDER  
THAN ALL OTHER  
TALKING MACHINES



WONDERFUL !!  
SENSATIONAL !!

EPOCH  
MAKING !!

**STYLE PREMIER, \$100.00**

**THE MOST MARVELOUS TALKING MACHINE EVER CONSTRUCTED**

OUR GUARANTEE: "It reproduces the Human Voice with all the Volume of the Original."

**ABSOLUTELY NEW PRINCIPLES**

**THE LATEST INVENTION**

PATENTED IN ALL CIVILIZED COUNTRIES.

Reproduces Columbia and all other Cylinder Records.

New! Twentieth Century Cylinder Records HALF FOOT LONG.

**SPLENDID FOR DANCING PARTIES.**

**A PERFECT SUBSTITUTE FOR THE ORCHESTRA**

**ASTONISHING RESULTS. MUST BE HEARD TO BE APPRECIATED**

**SOLD BY ALL UP-TO-DATE DEALERS**

## COLUMBIA PHONOGRAPH COMPANY, Gen'l

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

Grand Prix, Paris, 1900. Double Grand Prize, St. Louis, 1904

**OUT OUT COUPON AND MAIL TO-DAY**

**COLUMBIA PHONOGRAPH CO., Gen'l**  
90-92 W. BROADWAY, NEW YORK

Please send me Twentieth Century Graphophone records.  
Name.....  
Address.....  
City or Town.....  
State.....

## CHICAGO'S BUDGET OF NEWS.

Edison Managers Visit Factory—Columbia News—Busy Times With Lyon & Healy—Longley Tells a Story—C. W. Noyes Opens Chicago Quarters—Other Items of Interest.

(Special to The Talking Machine World.)

Talking Machine World Office,  
1362 Monadnock Block.

Chicago, Ill., Sept. 13, 1905.

G. N. Nisbett, Western manager of the National Phonograph Co., returned on Saturday, September 2, from his visit to the factory, and the seven salesmen of the Chicago office who also attended the annual conference at Orange, came back happy and enthusiastic the following week. Particularly proud were they of the fact that they had been photographed in a group, which included not only Messrs. Chesney, Gilmore and Wilson, but Mr. Edison himself. It is hardly necessary to state that those photos, when received, will be cherished and handed down from generation to generation in the families of the elect. C. H. Wilson, general manager of sales, arrived in Chicago Saturday, the 9th, and after a few days with Mr. Nisbett, left for the Coast. Mr. Nisbett has just left for an extended trip among the Western jobbers, which will take him as far as Denver. He will also visit before returning principal points in Ohio. He will be gone six or seven weeks. In speaking of his visit to the factory, Mr. Nisbett said he never knew the big plant to be busier. It is full of orders for the fall and winter.

The Chicago office of the Columbia Phonograph Co. has been attracting unusual crowds at their salesroom at No. 88 Wabash avenue for the past two weeks, where daily demonstrations of record-making have been made. They have secured the services of C. H. Hart, formerly singing with the "Royal Chef," whose clear, sweet tenor voice has delighted customers and visitors. This is a departure that is thoroughly appreciated by customers, as is apparent from a substantially increased sale in blanks and records. Many persons buying a talking machine overlook the fact that it may be talked or sung to as well as to talk or sing to you.

That the talking machine has entered a field heretofore conceded as belonging exclusively to that time-honored instrument of the mechanical type—the hand-organ—and bids fair to displace same as a means of transferring the pennies from the pockets of the public into the pockets of the "poor blind" and otherwise variously disabled, was evidenced the other day, when, at the intersection of two busy thoroughfares in Chicago, and within 200 feet of one of the Columbia branch stores, an old blind man was discovered dispensing "In the Shade of the Old Apple Tree"

and a dozen other popular selections to the passing multitudes by means of a Columbia graphophone, type A H, and Columbia disc records.

The Columbia people secured permission from the Public Park Commissioners to give a "musical" at Ellis Park, on the South Side, on the evening of August 16. The B C graphophone furnished entertainment to a crowd of 500 enthusiastic listeners, and the concert was repeated with equal success on Friday of the same week.

C. H. Wyatt, resident manager of the Talk-Phone Co., has opened up several new accounts within the past week or so. Among them are the Moore, Evans & Co., the wholesale jewelers of 152 Wabash avenue, and the Schreffler Piano House, Joliet.

A. L. Irish, president of the Talk-Phone Co., Toledo, O., was in the city early in September on his return from his trip to the Coast.

Matters are progressing very smoothly and satisfactorily at Lyon & Healy's. The "Soft-tone" attachments and needles for Victor exhibition and concert, Columbia and Zonophone sound boxes, are steadily increasing in demand and are giving excellent satisfaction. Manager C. E. Goodwin is well satisfied with the way the fall trade is already opening up. The general accomplishments of T. H. Longley, the Victor agent at Malta, Ill., Longley was recently in Chicago after a vacation spent in Wisconsin. The man from Malta couldn't break the habit of long years' standing and even while fishing persuaded several of his brother Waltonians to purchase Victor machines. Longley tells a story about a Victor crank in Malta whose house was recently burned. The place was on the outskirts of the town, and when the fire department got out and reached it the house was a bundle of embers, and all that the occupant had saved from the flames was himself, the wife and baby and his Victor talker, which was stationed in the orchard merrily hitting up the strain of "In the Shade," etc. There was a sequel. The man was not flush in the "mazuma," and his lodge dug down and presented him with \$25. The bulk of it went for Victor records.

Marc A. Healy, of the talking machine department at Lyon & Healy, has returned from a month's vacation spent at the Healy home at Lake Geneva.

August brought with it another surprise to Manager J. H. Dorian, of the Chicago office of the Columbia Phonograph Co. It was the largest August in the history of the office, and the same applies to the general business of the company.

C. W. Noyes has just opened a Chicago office at room 350, 189 LaSalle street, where he will carry a full line of the product of the Hawthorne & Shellee Mfg. Co., including horns, cases, cabinets, stands and supplies, and also a full sample

line, of course, of the American Records. Mr. Noyes is very enthusiastic about the new American Indian talking machine being brought out by the Hawthorne & Shellee Mfg. Co., and which will be ready for the trade about October 1. There will be a premium machine with large flower horn and rigid arm, and three "tone arm" machines, the Delaware selling at \$25, the Mohawk at \$50 and the Hiawatha at \$75. The company have secured the services of Gus. Kramer, recognized as one of the best spring motor men in the world. He has designed for them a motor operated by worms and gears and something radically different from any talking machine motor now on the market. The claims made for it are that it is absolutely noiseless, winds easily, has few wearing parts, and is so arranged that the wear can be taken up. The larger model spring motor for the \$75 machine operates five to ten records at a winding. In this motor the old form of winding ratchet and pawl is entirely done away with, the spring being retained by a friction clutch arrangement. The sound-box is constructed on an entirely new principle, and is so arranged that it can be adjusted to suit the record, and the tone may be moderated to suit the ear. The cabinets will be in oak and mahogany, piano polished, of massive design, with heavy curved base resting on heavy feet. All of the three models will be equipped with brass flower horns.

The report has it that F. K. and Gustavus Babson are to withdraw from the Talking Machine Co. here, and will start a jobbing business of their own.

## THE VICTOR DOG A LA DOUGLAS.

Mention was made in a previous issue of The World about the appearance of a new Victor dog. It was sculptured to the order of the Douglas



THE DOUGLAS VICTOR DOG.

Phonograph Co., New York, and a cut of which is herewith presented. The Douglas dog is intended for display purposes in an admirable model from every point of view. It is 25 inches high on a 19 x 29 inch base, and comes in gold and ivory.

## WE CONTROL THE TONE

## The Tone Regulator



PRICE  
\$3.00 EACH

When We Claim We Control the Tone of Talking Machines.

WE MEAN JUST WHAT WE SAY

And would be very thankful for the opportunity to prove to you our claim.

**We claim that our Tone Regulator is the only successful device ever invented that absolutely controls the Tone.**

With this Tone Regulator one can change the tone of a talking machine from very loud to very soft by simply turning the thumb screw, which is shown in the cut, and marked letter A.

To be convinced that the Tone Regulator is all we claim for it. Ask Your Dealer for It.

Manufactured by **The TONE REGULATOR COMPANY**, 300 WABASH AVENUE CHICAGO, ILL.

2<sup>d</sup> P. S.—This Tone Regulator is for Victor Tapering Arm Machines, but we have in course of construction Tone Regulators for every style and make of talking machines.

You Should Handle Our Tone Regulators for the Following Reasons

## FIRST

It does away with the soft tone needles which are detrimental to the records.

## SECOND

The volume of tone can be reduced without impairing the quality of same thus enabling one to hear with pleasure the loudest toned piece in a very small room.

## THIRD

With the Tone Regulator one can give expression to the selection, thus doing away with the monotony of the record.

## FOURTH

By reducing the tone in vocal selections the words are more distinct. This can only be done by the Tone Regulator.



EDWARD LYMAN BILL, Editor and Proprietor.

J. B. SPILLANE, Managing Editor.

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Philadelphia Office: MINNEAPOLIS and St. Paul: R. W. KAUFMAN.  
St. Louis Office: E. C. TORRES.  
San Francisco Office: CHAS. N. VAN BUREN.  
ALBANY, N. Y. 426-427 Front St.

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SUBSCRIPTION (including postage), United States, Mexico and Canada, 50 cents per year; all other countries, \$1.00.

ADVERTISEMENTS, \$2.00 per inch, single column, per insertion. On quarterly or yearly contracts a special discount is allowed. Advertising Pages, \$25.00; opposite reading matter, \$75.00.

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

IMPORTANT.—ADVERTISEMENTS or changes should be forwarded to reach this office not later than the 10th of the month and, where proofs are required, by the 7th. To this rule we can make no exception. Copy must be in type or too late for insertion in the current issue will, in the absence of any instructions to the contrary, be inserted in the succeeding issue.

Long Distance Telephone—Number 1745 Gramercy.

NEW YORK, SEPTEMBER 15, 1905.

JUDGING from present indications the fall business in talking machines will be unprecedentedly large. The World representatives in the various cities throughout the Union report a peculiarly gratifying condition, and they state that the local dealers are most optimistic regarding fall trade in talkers.

Many of the dealers have been compelled to enlarge their facilities, and, perhaps nothing more significantly emphasizes the wonderful growth of the talking machine industry than the necessity which is continually arising for increased space accommodation on the part of those engaged in the trade.

THIS is not alone confined to America, but extends to all of the principal countries in the world. The talking machine industry is steadily growing to be a more and more important one. Some dealers in different countries have sent on to New York, London and Paris special leading artists of their respective countries for the purpose of making records of their own popular songs, in order to meet the enlarged public demand for these specialties at home.

There is no denying the fact that the talking machine business is one capable of considerable expansion, and the general opinion of the talking machine dealers, and jobbers is that this is going to be a year which will furnish opportunities and prospects which will make for a material enlargement of trade.

TALKING MACHINES are now sold on the installment plan, thus widening their avenues of distribution. The business itself is attracting brainy and progressive men as something which is safe, conservative and paying.

The financial and trade reports which we have received from all sections of the country are most encouraging. The basic conditions of the country never were better to assist the retail distribution of novelties like talking machines. Good promises of crops prevail in almost all parts of the country; and as the larger portion of the year 1905 has now passed into history, we

may say that the volume of business has been pleasing, and the talking machine men express satisfaction and surprise with the lively conditions of trade which prevailed even in the summer.

THE necessity of having sound-proof rooms in which the records can be tested is becoming more and more obvious. In order to pay well, the talking machine business requires just as careful treatment as other special lines of trade, and when it receives it, it will show just as gratifying returns. The business cannot be treated indifferently and allowed away in some obscure portion of an establishment and expect that it will pay well. It is more than could be expected of any other line, and the sale of talking machines requires just as correct treatment as other trade specialties. It is pretty sure to respond to progressive environment and return dealers excellent results for any legitimate outlay.

IN former issues we have urged the necessity of salesmen becoming acquainted with the machines, and too great a knowledge cannot be gained of this great question. An intimate knowledge of any business is necessary to achieve success, for better results can be obtained. We have discovered that dull seasons do not exist for the man who understands his business. He places a stronger emphasis upon business during periods which are more than ordinarily dull than at other times, and as a result he secures advantages which are far beyond those men who sit by and say that the season is dull and there is no necessity for any special exertion. When a man says that business is dull it usually means that he has not a correct knowledge of his local environments. Some seasons may be better than others, but there should not be dull times in any well-regulated enterprise.

THERE is an augmenting demand for coin-operating machines which is evidenced in the growth of vaudeville parlors in almost every town in the country. Coin-operated piano players and talking machines are features of these places, and here in New York there is one establishment which pays a greater rent than is paid by any piano merchant on Fifth avenue. This serves to illustrate the growing demand for automatic instruments, and dealers in small towns can largely increase their income by securing desirable agencies for coin-operating machines.

WE receive many inquiries from retail purchasers of talking machines regarding the use of needles. We would say the cost of needles is infinitesimal, therefore they never should be used more than once. The tapering point of the needle naturally becomes broader, or blunted, after very little use, and this not only wears off the impressions made by the recorder, but is liable to spread and break the threads, in which case the disc is useless. Better by far use a new needle each time than to attempt to use the same one over again and run the risk of ruining a disc.

IT is surprising how many novelties can be worked in conjunction with the talking machine business. It will pay every dealer in talkers to look over the lines which may be handled harmoniously in connection with talking ma-

chines. This is a business age, and no point which can assist a business should be overlooked.

THE TALKING MACHINE WORLD is only a few months old, yet during the brief period of its existence it has given such evidence of usefulness that a lengthy career for it is predicted. The publication was started in a modest way, and from present indications it would seem to have met with substantial encouragement. Rarely, indeed, do subscribers to journals ever take the pains to write letters to the editor praising his work, but we have received hundreds of letters monthly from admirers of The World from almost every country on earth, showing that the publication is filling a sphere of usefulness. It is educational in character and thoroughly independent in its utterances, allied to no firm or corporation, but serves the interests of all alike.

WHILE chatting with a prominent representative of the trade recently, he predicted that there would be a considerable shortage in manufactured goods this fall. He stated that usually the business was quiet in the summer, but the customary summer dulness did not materialize. The call for goods was insistent during the heated term, thus rendering it impossible for the manufacturers to create a reserve stock. There are now a great many orders unfilled, particularly for some of the recently improved creations, and it seems to be imperative that there be a material increase in the manufacturing forces within the near future, because they seem to be wholly unable to supply the demand, this, notwithstanding the large factory additions which have been made so recently.

SOME of the music dealers have handled the talking machines with success, but there are others who have placed a few on exhibition and have not been able to reap substantial results from their indifferent work. Whether the music trade is the natural avenue of distribution for the talking machine is a question which may be open for discussion, but broadly speaking, there are more machines sold outside of the music trade emporiums than there are in them. There need be, however, no fear that the talkers will remove the piano from its present vantage-ground as the king of musical instruments. They do not, of course, enter into competition with the piano, but they fit in where no pianos would ever be sold. In the first place they cost much less. They represent a smaller outlay, and music dealers could with advantage handle a goodly number of talking machines. But as we have emphasized, they should be handled in an entirely separate department and not in a piano wareroom.

The piano player business did not thrive until it was treated wholly different from the piano. This is the age of specialization, and to succeed in any line we must specialize the product so that it has a prominence and an environment all its own.

THE commercial use of the talking machine is becoming more and more emphasized daily. Institutions throughout the land are making use of the talkers as instructors. In the short-hand department of a number of business colleges may be found machines which are used to dictate business letters at a high rate of speed to advanced students. This is great work for the future of the commercial machines,



because it will assist their introduction into business offices, and as soon as the position of indifference to them is overcome and men really understand their advantages, there will be a tremendous expansion of business in the commercial branch—just as much as there has been in the study of languages. The institutions which are supplying the language outfits have a steadily growing call for their products.

**A**s a language instructor the talking machine has already become a recognized power the world over. There are many who claim that it is the greatest influence in drawing countries closer to each other, and, of course, it is destined to make the English language the great language of the world. A good many writers have ceased making fun of the talking machine because their silly puns only serve to bring out their ignorance of its marvelous development. The propagation, however, of these ridiculous puns has a tendency to damage the talkers in the estimation of those who have not become acquainted with its marvelous developments.

Recently, while in a large talking machine wareroom, a gentleman expressed his astonishment at the results obtained from one of the recent creations. He had not listened to a machine for years, and he said that there had been as great an evolution in that particular line as there had been from the old spinet day to the present grand piano.

The talking machine is now being used to great advantage by secret society lodges, particularly in small cities and towns. The records of music for the various ceremonies can easily be arranged, and thus an interesting feature introduced. It will "travel East" just as well as any old timer.

### MAKING BUSINESS A SUCCESS.

Some Valuable Pointers from a Practical Talking Machine Man That Will Interest Youngsters in the Business.

In a recent talk with J. Ensign Ogden, of New York, regarding the best way of making the talking machine business a success, he said: "One of the first things in starting a retail store is for the owner to have an attractive window display. His capital may only allow him to have a limited number of records and machines, but he must place them so that the public is aware that he has them, and that they are inviting enough to look at. Then he must study the selections that he has in stock, and pick out a number that give the best results. This is the secret of making sales. In showing records, it is the part of wisdom not to put on the latest selection from the catalogue, but to take some familiar air, a ballad or a hymn with which every one is familiar, and let them hear that. A good band or orchestra selection will also interest them. But above all things, the dealer must know more about his machine than his customer.

"Another point that will make the business a success is to keep the name and address of all customers continually on the desk, and never let a month go by without seeing them. If they do not call on the dealer, the dealer must call on them, and he can state that he wanted to see how the machine was working, and incidentally he had some records that they might like to hear, and he had brought them along. If he leaves without selling one or more records he is no salesman, and had better quit the business.

Calling on customers shows them that the dealer is interested in having their machine successful, and will get them in the habit of returning the call, and the consequent sale of records. The matter of selling on credit depends greatly on the dealer's capital, and a dealer must be careful that he does not do too much business for his resources. In selling on credit, judgment, and a

considerable amount of firmness, must be used, and it is a great mistake to sell on credit, where the dealer has a moral certainty that he will have to take the talking machine back. The buyer will harbor ill feelings toward him, and may influence some cash customer to go elsewhere.

"In small towns I would not advise dealers to purchase large stocks of the latest metropolitan hits, but rather pick out the selections that have stood the test of time, and which will be as popular in a year's time as when they were written. Another essential point is, 'Subscribe to The Talking Machine World and advise your customers to do the same.'" Mr. Ogden was one of the owners of the old Excelsior Phonograph Co., and first started selling talking machines in 1895. He has been with the Columbia Graphophone Co. for the past three years, the last two of which he has been connected with their retail department.

### RECORD EXCHANGE IN SCRANTON.

(Special to The Talking Machine World.)

Scranton, Pa., Sept. 12, 1905.  
A brand new scheme has just been placed in operation in this city. The Scranton Record Exchange, which opened at 437 Spruce street, have arranged to, afford a change of records for owners of graphophones and other talking machines. By paying a membership fee of \$10 per year the subscriber secures twelve records and the privilege of exchanging them once a day for twelve other records. Under this plan the subscriber will be enabled to have a constant change of records from one year's end to the other by the payment of only \$10.

Charles K. Bennett, in the patent department of the Victor Talking Machine Co., and Robert L. Gibson, one of the best known figures in the trade for special reasons, and a man of wealth, both of Philadelphia, enjoyed the courtesies of New York a couple of weeks back. Mr. Gibson is an inventor and an adept in the business.

# TALKING MACHINE SUPPLIES



The above trade mark is a guarantee of quality—you will see it on our Flower Horns, Horn Stands, Cranes and Record Cases.

Send for our new booklet on Flower Horns: it contains many new styles. We manufacture all kinds of Talking Machine Supplies.

## Hawthorne & Sheble Manufacturing Company

MASCHER AND OXFORD STREETS.

PHILADELPHIA, PA.

## TRADE NOTES FROM PITTSBURG.

Talking Machine Co.'s New Quarters—Carnegie's Organs—Bentel Co. Enlarge—Handling American Record Co.'s Goods—Rapid Work With Commercial Machines—Smith to Open in Allegheny—New Disc Machine—Other Items.

(Special to The Talking Machine World.)

Pittsburg, Pa., Sept. 12, 1905.

The opening week of September in Pittsburg talking machine circles in the year 1905 bids fair to become red letter week so far as this particular business is concerned. This is true not alone when the volume of business is considered, but when one looks over the field and notes the changes that have been made in the management in this district, the new stores which have been opened, and the general air of renewed activity that seems to pervade the entire trade.

The most important event, perhaps, was the visit to Pittsburg of General Manager Lyle, of the Columbia Co., on the 6th inst., bringing with him E. A. McMurry, the former manager of the Columbia office in Kansas City, who succeeds W. E. Henry in the management of the Pittsburg office.

Mr. Henry, in connection with Patrick Powers, the well-known talking machine man of Buffalo and New York has opened a large wholesale and retail talking machine store at 619 Penn avenue, under the title of the Talking Machine Co. of Pittsburg. They will handle all lines of goods: Victors, Edison's, as well as Columbia, and will be both retailers and jobbers. They have fitted up their large store room in handsome style, and cannot help but make a favorable impression upon the trade.

The fact that Andrew Carnegie, without doubt the best known Pittsburg in the world, has ordered several equipments of Columbia commercial graphophones for use in his private offices in Skibo Castle, Scotland, is one of the best cards that the machines could have had in Pittsburg. Carnegie has made many men in Pittsburg. He

has made them financially and in a social sense, so that his example in adopting and using the commercial graphophone for facilitating his correspondence in far-off Scotland cannot help but be imitated by many here who might not otherwise have thought of the matter. The manager of the Pittsburg Commercial office, J. W. Binder, is having a small booklet prepared, embodying the Laird's views on the commercial graphophone, together with a photographic reproduction of his letter ordering the outfit. This will be widely distributed among well-known Pittsburg firms.

The Theodore F. Bentel Co. have been appointed Pittsburg wholesalers and distributors for the product of the Hawthorne & Shibley Mfg. Co. and the American Record Co. In order to make room for the additional stock that will be required under this new arrangement, Mr. Bentel has added to his present storeroom another immediately adjacent, so that he will have just double the floor space which he formerly had. The partition between the two rooms has been removed and the store will be fitted up in the finest style. There will be a retiring room in the rear for ladies, which will be fitted up in a Finnish oak and furnished with a writing table, pens and paper for their convenience. Aside from this there will be several sound-proof rooms added, in which the records can be played without conflicting the one with the other. Mr. Bentel's formal opening was noted for a window display which was decidedly novel. There was an Indian teepee, beside which sat a tall-blooded Indian in native costume, and a United States army officer paroled the front of the window.

One of the enterprising feats accomplished at the recent meeting of the National Shorthand Reporters' Association at Chautauqua was done by the Pittsburg representative of the Columbia commercial graphophone and his transcriber, Stanley M. Langdon. This was the preparation of three complete copies of the report of the proceedings, dictated to and transcribed from the commercial graphophone, bound and forwarded to the Royal Stenographic Societies of England,

Germany and France. The secretaries of these societies had contributed a great mass of their literature to the secretary of the National Association, and the convention felt that it was only right to reciprocate in some manner. The completed reports were in the hands of Dr. Bridges, the secretary of the National Association, within two days after the close of the session, and have by this time reached their destination. Such rapidity in getting out completed reports will doubtless be an eye-opener to our friends across the pond.

W. J. Smith, who for the past eight years has been an attaché of the well-known Hamilton Music House of this city, has severed his connection with that concern and will, about the 20th of September, launch into the talking machine business at 121 Federal street, Allegheny, under the firm name of Smith & Bitner. Mr. Smith is a competent talking machine man and one who, with the energy which he has displayed in the past, cannot fail but make good.

The representative of The Talking Machine World was shown a photograph of the new disc machine which the Hawthorne-Shibley people will put on the market in the very near future. There are two types of this machine about ready for delivery: one an elaborate mahogany finished affair, the other a cheaper machine. The features which are claimed for the new-comer are a new device for attaching the rigid arm to the supporting arm, and a new style sound-box, which, it is claimed, will largely increase the volume of sound, and produce a more mellow tone.

Michael Bird, who for the past three years has been in the service of the Columbia Phonograph Co., in Pittsburg, Buffalo and elsewhere, has announced his retirement from the services of the company to-date from the 15th instant. He will open a distinctive talking machine store in connection with his brother William in Wheeling, W. Va. The preliminary advertising news that this young firm of hustlers intends to get a good share if not all of the talking machine business in and about Wheeling. They will handle all lines of standard machines.

*Four of the Best Musical Instruments on the Market.*

## NEW TAPERING ARM ZON-O-PHONES

**\$27.<sup>50</sup>   \$35.<sup>00</sup>   \$45.<sup>00</sup>   \$55.<sup>00</sup>**



Don't take our word for it. Try them, and if you are not more than satisfied, return for full credit. Most music dealers sell Talking Machines and are making money. Are you selling Zon-o-phones and Zon-o-phone Records? We offer the best inducements to the trade. Send for our discounts. We can make money for you. Our Records are the best. Why? The grooves are much finer, thus making our Records play longer than any others of the same size. Our material is harder and there is no scratching on Zon-o-phone Records. Order the August list of 10-inch Records for comparison with any list of 25 records issued by any other company. If you do not think they are better, return them and we will refund your money.

## Universal Talking Machine Mfg. Co.

28 WARREN STREET, NEW YORK

RECORD BULLETINS FOR OCTOBER, 1905.

NEW EDISON GOLD MOULDED RECORDS.

Edison Gold Moulded Records are made only in standard sizes. Each standard size may be ordered from this list. Order by number, not title. If correct records are wanted, give the number and letter of the record.

LATEST VICTOR RECORDS.

Numbers beginning with 1 in 10th size; numbers beginning with 21 are in 12th size.

4409 Twilight Shadows. Tolan
4410 Bright Eyes. (orch. accom.)
4411 Myrtle Land. Hoffman
4412 Myrtle Land. Hoffman
4413 Myrtle Land. Hoffman
4414 Myrtle Land. Hoffman
4415 Myrtle Land. Hoffman
4416 Myrtle Land. Hoffman
4417 Myrtle Land. Hoffman
4418 Myrtle Land. Hoffman
4419 Myrtle Land. Hoffman
4420 Myrtle Land. Hoffman

NEW COLUMBIA "XP" CYLINDER RECORDS

22960 25 Regiments Conventional March.
22961 My Irish Molly O' - Medley.
22962 My Irish Molly O' - Medley.
22963 My Irish Molly O' - Medley.
22964 My Irish Molly O' - Medley.

32753 In Sweet Loveland. C. F. Stanley.
32754 In Sweet Loveland. C. F. Stanley.
32755 In Sweet Loveland. C. F. Stanley.
32756 In Sweet Loveland. C. F. Stanley.
32757 In Sweet Loveland. C. F. Stanley.

NEW COLUMBIA DISC RECORDS.

Star #1 preceding number indicates 10 in. only.
Star #2 preceding number indicates 7 in. only.
32428 S. L. Lark.
32429 S. L. Lark.
32430 S. L. Lark.
32431 S. L. Lark.
32432 S. L. Lark.

IMPERIAL RECORDS (Leeds & Catlin Co.)

44562 The Hand of Fate.
44563 The Hand of Fate.
44564 The Hand of Fate.
44565 The Hand of Fate.
44566 The Hand of Fate.

Advertisement for Standard Graphophone Co. featuring an image of a gramophone and text: 'S. STANDARD G. CO. MANUFACTURERS OF PHONOGRAPH HORNS AND SUPPLIES. Our Horns, as our name implies, are "Standard" in every respect. We make all the different styles and sizes in any metals or colors, including the new Morning Glory Horn, which is cut on a new plan to distribute sound more evenly. FACTORY: Jefferson, Chestnut and Malvern Sts., NEWARK, N. J. NEW YORK OFFICE AND SAMPLE ROOM: 10 WARREN STREET'

AMERICAN RECORD CO'S BULLETIN NUMBER 1.

601185 Mounlight.
601186 Mounlight.
601187 The Thunder March.
601188 The Thunder March.
601189 The Thunder March.

- 031192 Hevvene from Jeerlyn. This record was made by Signor Albert on his famous old Cremona violin.  
 031193 Vienna Solo (Orch. accom.) by Maurice Chabrier.  
 031194 Chansons sans Paroles—Songs without words—One of Pachelbel's best compositions.  
 031195 Tenor Solo (Orch. accom.) by Harry Barr.  
 031196 11 Big Tug Songs of Andy. This well known English ballad now has description.  
 031197 World Yodeling—The latest in the increasing popular love-songs by Chas. K. Harris.  
 031198 Comic Songs (Orch. accom.) by Arthur Tiltzer.  
 031199 Soloist—The latest by Bert Williams.  
 031197 Hefek Esther Johnson Brown, or What You're going to do When the Rent Comes Round.  
 031198 A topical Song—By Frank Danie's.  
 031199 Making Eyes—As sung by Virginia Dale.  
 031200 In the Garden—Lifting the veil.  
 031201 My Yankee High Girl.  
 031201 Some of These Days. One of the better rag time songs.  
 031202 Harrison Solo (Orch. accom.) Eric Farr.  
 031203 In Happy Moments—By Arthur Tiltzer.  
 031204 Camps Dialogue by Harlan and Stanley.  
 031205 Scene in a Country Store. A comic rube sketch.  
 031206 Harrison Solo (orch. accom.) J. F. Harrison.  
 031207 I'm Longing for My Old Kentucky Home. Contralto and Harrison (Orch. accom.) Nelson and Stanley.  
 031208 Has Your Mother Any More Like You? Tell Me Pretty Maiden, Not Only You're loved, but surpassed.  
 031209 Harrison Solo (Orch. accom.) Frank C. Stanley.  
 031206 In Sweet Liverpool. One of the prettiest sentimental ballads of the year.  
 031207 The Girl Who Cares for Me. A catchy "girl" song.  
 031208 Xylophone Solo. (Orchestra accompaniment).  
 031208 A Hit of Harney. Played with snap and spirit.

- 5168 1 The Prettiest Gal in Barneo—Song—E. R. Ball  
 2 Her Name is Maid—Song—Leo Johnson  
 3 Trolley Girls—Song—From "Robin Poly"  
 4 What are You Goin' To Do When the Rent Comes 'Round—Song—H. Von Tiltzer  
 5 Walkright—Intermezzo—F. L. Simpson, \$3.75  
 5167 1 Won't You Fondle Me?—Song—Kendall & Kelly  
 2 Good Bye, Goodbye—Song—Leo Johnson  
 3 Fishing Song—Solo & Johnson

4 There's a Lady bug A-Waitin' for Me—Song—Frederick Chapin  
 5 Paddy's Day—Song—R. Mullen, \$3.75  
 "Bert" Middleton, Philadelphia, and one of the chief officials of the Victor Talking Machine Co., Camden, N. J., had a visit from the store a fortnight since. It is a girl, and a little baby.



The Records manufactured by the United Hebrew Record Company are pronounced by all the Phonograph dealers of the United States to be

**The Loudest, Clearest Records Ever Manufactured.**

Thirty numbers are ready for shipment. You will make no mistake by ordering them in advance. Send for September, October and November supplements. All the thirty numbers are positively the latest, most popular songs of the Jewish stage.

**THE UNITED HEBREW RECORD CO.,**  
 257-61 GRAND STREET, NEW YORK.

- UNITED HEBREW D. & C. RECORD CO.  
 By Mr. Stimulwitz.  
 1155 Frog not kein Katzene.  
 1156 Der man will der nedel on der shoy.  
 1157 Country pleasure.  
 1158 Herke kum zu dein serke room.  
 1158 Der Tans.  
 1159 Elches chall.  
 1160 Shnorake besishes.  
 1161 Tantz bruder tantz.  
 1162 Der shanter.  
 1163 Shpinzies Heit besishes.  
 The following Hebrew concert selections are sung by the famous Harney Quartet:  
 1165 Shuff lies kind.  
 1166 Der Avetler in der Fribling.  
 1167 Klodes Tom.  
 1168 Die 4 Chasidim.  
 1169 Sien Weisheit.  
 1169 Sien Weisheit (phonetic Hebrew).  
 1170 Die 4 Tels Lekeles rooms.  
 1171 Jersulick kum sheim.  
 1172 Girt an sein mishpach to gericht.  
 1173 Die 4 Hebrews tanz.  
 1174 Zofe Besakes Tansim.  
 Mr. Bremer.  
 1199 Die Helman.  
 1191 Kinder Kinder.  
 1192 Die Schlach Mendel.  
 1194 Sicut Inyusim.  
 1195 Die Alte Shof Marids.  
 1196 Die Tredim (on Antiochenen Soldat).  
 1197 Off Inner Sell.  
 1198 Ich Biele Abscheu.

- ROTH & ENGELHARDT'S LATEST MUSIC.  
 For Style 44 Without Keys.  
 6105 1 The Prettiest Gal in Barneo—Song—E. R. Ball  
 2 Won't You Fondle Me—Song—Kendall & Kelly  
 3 Meet Me Under the Wistaria—Song—F. L. Simpson  
 4 I Like You—Song—Wm. F. Peters  
 5 From the Mayor of Tohio—Song—E. K. Logan, \$3.75  
 6106 1 Ever Thine—Waltzes—Antony J. March  
 2 The Panned Knit—March—F. J. St. Clair  
 3 Inside Inn—Waltzes—Chas. Gilbert  
 4 In Tokyo—March—F. J. St. Clair  
 5 The Front Prince—Waltz—M. Klein, \$3.75  
 6107 1 There's a Lady bug A-Waitin' for Me—Song—Frederick Chapin  
 2 My Compire Maid—Song—Leo Johnson  
 3 Walkright—Intermezzo—F. L. Simpson  
 4 What the Harney Moon is Shining on—Solo & Johnson  
 5 The River—Waltz—S. R. Henry  
 6 Arabella—Song—Harry Armstrong, \$3.75  
 6108 1 Dixie Doodle—Two-step—Wm. C. Powell  
 2 Trombone Johnson—Two Step—E. J. Stark  
 3 What are You Goin' To Do When the Rent Comes 'Round—Song—H. Von Tiltzer  
 4 Happy Music—Two Step—Chas. Gilbert  
 5 Kountown Koffee Klatsch—Two Step—F. J. St. Clair, \$3.75  
 6109 1 Every Dollar Carries Trouble of Its Own—Song—Lightfoot & Lightfoot  
 2 Cleopatra Flamingo—Novelty—Neil Mought  
 3 Just Because I'm from Missouri—Song—Percy Wenrich  
 4 Take a Trip to the Front—Song—Brod & Snyder  
 5 Through Combat to Victory—March—F. J. St. Clair  
 6110 1 Pansy—Song—From "Hans & Nix"—H. Webster  
 2 Would You Care?—Song—Chas. K. Harris  
 3 When the Moon is in the Sky—Song—W. W. Branson  
 4 In Dear Old Georgia—Song—Williams & Van Alstyne  
 5 Bonnie—Song—From "The Land of Nod"—Will Gaston, \$3.75

- For Style D With Keys.  
 5163 1 Garry Owen.  
 2 Miss McLeod's Row.  
 3 Rocky Road to Dublin.  
 4 Reel.  
 5 Irish Waterwoman.  
 6 Rose O'More—March—W. C. Powell, \$3.75  
 5164 1 Dixie Doodle—March—Wm. C. Powell  
 2 The Front Prince—Waltz—Manned Kiehn  
 3 In Tokyo—March—S. Hirohara  
 4 Inside Inn—Waltzes—Chas. Gilbert  
 5 The Panned Knit—March—F. J. St. Clair  
 6 Ever Thine—Waltzes—Chas. K. Harris, \$3.00  
 5165 1 Happy Music—Two Step—Chas. Gilbert  
 2 The Rose of Mexico—Waltzes—John Johnson  
 3 Kountown Koffee Klatsch—Two Step.  
 4 David Harum—Waltzes—Neil Harper  
 5 Trombone Johnson—Two Step—E. J. Stark  
 6 The Panning Girl—Waltzes—F. T. Abbott, \$3.00

**JUST OUT**

**The K. G. Repeating Attachment**  
 For Edison STANDARD Phonographs

**SIMPLE** enough for a child to attach.  
**CHEAP** enough for everybody to buy.  
 The **first** and **only** repeating Attachment which operates **successfully** on a **Standard** Phonograph.

Now ready for the market.  
**Price \$3.50**  
 Special styles made for the Home and Triumph machines.

MANUFACTURED BY  
**THE K. C. NOVELTY COMPANY**  
 27 South Meridian Street, Indianapolis, Ind.  
 FOR SALE BY ALL EDISON JOBBERS

**TONE IMPROVER AND MUTE**  
 ATTACHMENT FOR PHONOGRAPHS

**No More Buzzing, Inharmonious Nasal Tones**

But natural voice and instrumental selections to perfection.

Plays loud or soft without changing speed of Phonograph.

**Price \$1.00 each.**

**J. O. HOUSER MFG. CO., 306 Shady Ave., Pittsburg, Pa.**



Patented in U. S. and Canada.

## The Case of the English Ambassador's Daughter.

A TALE OF THE NEW JERSEY COAST.

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

The weather in New York City during the week ending August 17, 190—had been almost unbearable. Not only was the temperature very high, but the humidity was exceedingly intense, making life scarcely worth the living. It reached a climax on Saturday afternoon, when I arrived home to find our flat a veritable nurce, and my wife suffering with a sick headache.

"My dear, business or no business, I positively refuse to be baked alive," I exclaimed. "Pack up what things we will need, and we will take the evening train for Atlantic City."

My wife acquiesced with alacrity, and we were soon rummaging through drawers and boxes in a frantic effort to escape from the torrid metropolis as soon as possible.

I could leave with a clear conscience, for there was nothing of a particularly urgent nature to require my presence in town. My last big case, Gray Shingles, had terminated very satisfactorily to me financially, and I assured myself that we could afford to "live off the fat of the land," or, rather, of the city by the sea, for some time to come.

We arrived at our hotel in good season, and after a bath and good dinner had made a new

ink on board the daughter of the English Ambassador, Lady Bancroft."

I nodded, having read an account of the event in the evening papers.

He poured himself another drink, quaffed it, and springing to his feet, rushed to my side of the table, gasping, "She's dead! Murdered—do you understand? 'Foully murdered, and we haven't the shadow of a clue. O! my God, what will become of me? Why, man, it may mean war!" He reeled and would have fallen had I not caught him in my arms. He recovered himself almost immediately, and I hastened to tell him that I was entirely at his disposal, and that all might yet be well. He thanked me, and asked eagerly if I could find it convenient to go off with him to the Sylph at once.

"I have a tender at the Inlet pier," he said. "My yacht is lying about ten miles off shore; you can see her lights from the window." I looked as he directed, and distinguished a faint gleam, like a sweet, faint, most appealing, now vanishing in the darkness. Excusing myself, I entered the bedroom of our suite, where my wife was still busily engaged in bringing order out of chaos, as only a woman can, and hurriedly explained to her the situation; then assuring the Lieutenant that I was ready, we ordered a carriage, and were soon speeding towards the Inlet as fast as a somewhat cumbersome hotel vehicle could take us. We found a little white-headed vessel manned by a crew of immaculately-clad jacksies awaiting us. We leaped on board, the lines were cast off, and away we glided, out past the white-winged craft that lay at anchor inside the bar, until the open sea confronted us, and the lights of the city grew dim in the distance.

Ahead of us lay a mystery that might bring grim war swooping down on two countries who were now most friendly; such is cruel fate. A fair and innocent woman, the flower of her native land, had been murdered while under the personal protection of the commander of the man-of-war upon which she was an honored guest. When the investigation came, what excuse would Uncle Sam have to offer for such an outrage? None. The situation was extremely grave, to say the least.

As we rushed onward through the night, the foam, as it came dancing over the bow, showed yellowish white in the glare of the lanterns, while beyond the margin of light a great black pall enveloped us.

We spent the time in a discussion of the case, or, rather, of the meager thread that existed, but I could gain positively no information that would tend to supply a motive for the crime or a suspicion as to the guilty person.

The case summed up as follows: The torpedo boat destroyer Sylph, at the command of the Secretary of War, had been ordered to convey the daughter of the English ambassador on a cruise that she might determine the conditions that existed on an American war vessel, as compared with one flying the British flag. She had embarked the day before and had at once won the hearts of officers and men alike by her pleasant manners and good fellowship.

In answer to my question as to when the crime was discovered, the Lieutenant said: "This morning about six o'clock I noticed Lady Bancroft's door ajar as I passed on my way to the bridge. It was much too soon for the ladies to be astir, and something, I know not what, prompted me to peep inside. The sight that met my eyes turned my heart to stone. The body of a woman lay across the rugs just inside the door. As I bent over her I saw that it was Lady Bancroft, and that she was past human aid. I immediately called my second officer, and ordered a wireless message sent off at once to New York City for you, realizing that you, and you alone, were the man for the occasion." I bowed my appreciation. "In the course of an hour," he continued, "the answer came back that

you were at the Blank Hotel, Atlantic City, and as we were cruising in that vicinity at the time the tragedy occurred, I determined to find you. Manning the launch, I embarked, and you know the rest."

As he finished speaking, a rim of light appeared on the horizon, and the big full moon rose out of the sea, throwing a path of molten silver across the water, and silhouetted against the white sphere stood out the rakish destroyer, her masts and funnels showing ink black in contrast to the milky radiance surrounding them. We were soon alongside, and as the boarding ladder touched the launch, we scrambled to the deck of the larger vessel. The sailors saluted us as we hurried aft, where Second Lieutenant Baird was waiting to receive us.

"Everything is just as you left it, sir. I have not even allowed Mrs. Boyer, Lady Bancroft's chaperon, to move the body," he said, as we approached.

I was introduced to him, then we three entered the chamber of death. Lying just as she had fallen, with a dark cloud of beautiful hair surrounding her shapely head, was the murdered woman. Her low-cut evening gown displayed her white neck and shoulders to advantage, and a faint smile beside her, I noticed finger prints upon her slender throat. She had evidently been surprised from behind and choked to death. But no, the fact was not black, nor were the features distorted. A smile of peace rested upon the sweet, placid face; in fact, she lay as though asleep; her color was good, and she looked like a person in the pink of robust health, rather than a corpse; yet a corpse she was, for there was no heart beat. Certainly this was a strange, strange case.

"Lieutenant, have you a good camera on board?" I asked. It was my idea to photograph the finger marks and endeavor to fit them to the hand of some one in the crew, after making a life-size enlargement from the negative; an experiment that had often aided me in the past.

He replied that he would inquire immediately, and left the room. His under officer took his departure also upon a like errand, leaving me alone with the dead. I left the body and proceeded to examine the apartment. On a little dressing-table of antique design I discovered a talking machine. It had been working very recently, for there was a wax cylinder upon the mandrel covered with fluffy shavings, such as are thrown off when a record is made. I approached and blew sharply against the machine, sending the particles of loose wax flying in every direction. The cylinder, relieved of its fuzzy coat, looked black and gleaming. Carrying it to the electric bulb that served to illuminate the place, I discovered that it had been partially recorded when an interruption had occurred, as from the center of the little cylinder to the end there was nothing but the clean, even cut of the sapphire stylus. The first half, however, was covered with indentations made by the human voice. I at once looked about for a reproducer; finding one near the machine, I inserted it, and placed the record, which I removed, wound up the instrument, replaced the record, and waited for what I hoped might prove a solution of the mystery. After pressing the starting lever, only a whirring sound issued from the horn, then loud and clear rang out a woman's voice.

Torpedo Boat Destroyer Sylph,

Off Atlantic City, N. J.

United States of America, August 17, 190—.

Dearest Father—I am having a lovely time. Lieutenant Dunberry is kindness itself and has shown me every courtesy. I embarked yesterday from New York City, and am already in touch with the general routine on an American man-of-war. My chaperon, Mrs. Boyer, is a very nice lady, and you must thank the Secretary for me. He certainly could not have supplied a more congenial companion.

I am talking this to you tonight before turning in, and will mail it to you to-morrow, when the Lieutenant assures me we will come in contact with a mail steamer en route for dear old England. The machine into which I am speak-



"AGAINST THE WHITE SPHERE STOOD OUT THE RAKISH DESTROYER."

man of me, I strolled off to the boardwalk to enjoy a cigar, while my wife finished unpacking. I had just mingled with the throng, so to speak, when a bellboy came running up to me with the information that a gentleman wished to see me at the hotel. Disconsolately I retraced my steps, feeling sure that something had occurred which would necessitate my returning to the city, and rebelling strenuously against that feeling. As I walked along I decided to ignore the whole business, no matter how great the importance thereof. I was at the seashore for a well-earned rest and recreation—and there I would remain. By the time my abiding-place hove in view I was in a far from pleasant mood, and prepared to give my caller a frigid reception. Mounting the steps of the veranda, I noticed the clerk in conversation with a man in a white duck uniform—a naval officer, apparently.

"Mr. Shackelford, this is Lieutenant Dunberry," explained the former, and left us together. As we shook hands I noticed that my companion was greatly excited, and realizing at once that he must have something of great moment to impart to me, I escorted him to my rooms, where we could be alone. I rang for refreshments, and as soon as the cigars and liquor were before us, I poured out a stiff drink and urged the Lieutenant to imbibe, assuring him that it would prove effective in pulling him together for the ordeal he was about to undergo. I knew that something of a desperate character was looming up ahead for him, it being part of a detective's profession to read from the actions and conversation of his client the thoughts that are passing through his mind. He drank it off at a gulp, and setting his empty glass on the table, began:

"Mr. Shackelford, I am in a horrible position. You are aware, I presume, since our introduction, that I am in command of the United States torpedo boat destroyer Sylph, and that as a matter of international courtesy I am entertain-

Incorporated under the Laws of New York.

Capital, \$2,500,000.

## NEW YORK PHONOGRAPH COMPANY.

BOARD OF TRUSTEES:  
 DANIEL F. LEWIS,  
 JAMES SLATER,  
 FREDERICK G. BOURKE,  
 JOHN P. HAINES,  
 WILLIAM FAHNESTOCK,  
 H. M. FUNSTON,  
 JAMES L. ANDEM

Exclusive Licensees under the Phonograph Patents  
of Thomas A. Edison for the State of New York

Organized under authority of The North  
American Phonograph Company and  
Jesse H. Lippincott, Sole Licensee of  
The American Graphophone Company

OFFICERS:

JOHN P. HAINES, President.  
 H. M. FUNSTON, Vice President.  
 WILLIAM FAHNESTOCK, Treasurer.  
 JAMES L. ANDEM, Secretary.

No. 140 Nassau Street, New York, May 5, 1905.

**NOTICE to all Dealers in Edison Phonographs and phonograph supplies:**

Attention of the Trade is called to the following Decree of the United States Circuit Court for the Southern District of New York, Granting an Injunction.

Restraint of the National Phonograph Company and its Agents and Dealers (from selling or leasing phonographs and supplies therefor within the State of New York, excepting through the New York Phonograph Company, sole licensee, and awarding to the National Phonograph Company profits and damages arising from violation by the National Phonograph Company of the New York Phonograph Company's exclusive contracts.

In the Circuit Court of the United States for the Southern District of New York, held in the court room in the Post Office Building in the County of New York, on the 2nd day of May, 1905.

Present—HON. JOHN R. HAZEL, U.S. Judge.

New York Phonograph Company, Complainant.

Thomas A. Edison, Edison Phonograph Company, Edison Phonograph Works, and the National Phonograph Company,

Defendants. **DECREE.**

This cause came on to be heard upon the bill, answer, replication and evidence, and was argued on May 31 and June 1, 2 and 3, 1904, by Lewis Hicks and John C. Tomlinson, Esqs., counsel, on behalf of complainant, and by C. L. Buckingham and C. M. Hough, Esqs., counsel on behalf of defendant, National Phonograph Company, and was further heard and argued by said counsel on February 27, 1905, and thereupon upon consideration thereof, it was and hereby is ORDERED, ADJUDGED AND DECREED as follows:

First.—That the defendant, National Phonograph Company, has trespassed and infringed upon and wrongfully invaded the rights of complainant, New York Phonograph Company, by selling and by using, and by causing to be sold and by causing to be used by others than complainant, within the State of New York, phonographs and supplies therefor, and by selling for use, and by licensing for use, by others than complainant, within the State of New York, phonographs and supplies therefor in violation of the provisions of said of the rights of the complainant under certain contracts as extended bearing date October 12, 1888, between the North American Phonograph Company and the Metropolitan Phonograph Company and also between Thomas A. Edison, the Edison Phonograph Works, the Edison Phonograph Works, The North American Phonograph Company and Jesse H. Lippincott, and a contract bearing date the 6th day of February, 1889, between the North American Phonograph Company and John P. Haines, and a contract bearing date July 1, 1893, between complainant and the North American Phonograph Company.

Second.—That complainant, New York Phonograph Company, recover from defendant, National Phonograph Company, the profits, gains and advantages which the said defendant has received or made, or which have arisen or accrued to it, by reason of its said trespass, infringement and wrongful invasion, together with the damages which the complainant has sustained by reason thereof. And since it does not appear to the Court what such profits and damages are, it is further ORDERED, ADJUDGED AND DECREED, for special reasons shown, to wit: the concurrence of the parties to the appointment and the long experience in such matters of the appointee, that this cause be referred to John A. Shields, Esq., a standing examiner of this Court, to take, state and report to the Court, an account of the said profits which the said defendant, National Phonograph Company, has received or made, or which have arisen or accrued to it, by reason of said trespass, infringement and wrongful invasion of complainant's rights, and also to assess the damages which the complainant has sustained by reason thereof, as above stated.

Third.—That the complainant on such accounting have the right to cause the said defendant, National Phonograph Company, by its officers, agents, clerks and employees to be examined *ore tenus* or otherwise, upon oath, touching all matters contained in said reference; and also to require the production of all books, papers, writings, vouchers and other documents applicable thereto, and in the possession of said defendant or under the control of said defendant or its officers; and the said defendant by its officers, agents, clerks and employees shall attend for such purpose before the said master, John A. Shields, Esq., at such times and place as he, the said master, shall or may require.

Fourth.—That complainant, New York Phonograph Company, recover from defendant, National Phonograph Company, the costs herein to be taxed by the Clerk of this Court.

Fifth.—It is further ORDERED, ADJUDGED AND DECREED that a Writ of Injunction issue out of and under the seal of this Court, as prayed for in the bill of complaint herein, directed to said defendant, National Phonograph Company, and enjoining and restraining said defendant, National Phonograph Company, its officers, Agents, clerks, servants, employees, attorneys, successors, assigns, associates, Dealers, confederates and all persons in privity with said defendant, National Phonograph Company, from directly or indirectly selling or leasing within the State of New York, phonographs and supplies therefor, to others than complainant and from using within the State of New York, phonographs and supplies therefor, and from causing to be sold or causing to be leased or causing to be used, within the State of New York, phonographs and supplies therefor, by others than complainant, and from selling for use or licensing for use within the State of New York, phonographs and supplies therefor, by others than complainant, in violation of the provisions of and of the rights of the complainant under certain contracts as extended, bearing date October 12, 1888, between The North American Phonograph Company and the Metropolitan Phonograph Company, and also between Thomas A. Edison, The Edison Phonograph Works, the Edison Phonograph Works, The North American Phonograph Company and Jesse H. Lippincott, and a contract bearing date the 6th day of February, 1889, between The North American Phonograph Company and John P. Haines, and a contract bearing date July 1, 1893, between complainant and The North American Phonograph Company.

(Sgd.) JOHN R. HAZEL, United States Judge.

That portion of the foregoing Decree relating to the Injunction is stayed pending an appeal, but New York Phonograph Company will hold all Dealers in Edison Phonographs and Supplies liable for damages and profits for infringement of its exclusive contracts when the same is affirmed by the United States Circuit Court of Appeals.

NEW YORK PHONOGRAPH COMPANY,  
 No. 140 Nassau Street, New York City.

The New England Phonograph Company,  
 Principal Office, Gardiner, Maine.

Office of the Secretary, No. 140 Nassau Street, New York City, May 20, 1905.

Notice to all Dealers in Edison Phonographs and Supplies within the States of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut.

Attention of the Trade is called to the foregoing Decree of the United States Circuit Court for the Southern District of New York. The New England Phonograph Company is the owner of exclusive contracts for the New England States similar in character to those of the New York Phonograph Company, referred to in the foregoing Decree, and has brought suit in the United States Court, which is now pending, for injunction and damages against the National Phonograph Company and its Agents and Dealers, for infringement and violation thereof.

Should the Injunction prayed for be granted, The New England Phonograph Company will hold all Dealers in Edison Phonographs and Supplies within the New England States liable for damages and profits for infringement of its exclusive contracts.

Attest: JAMES L. ANDEM, Secretary.

FREDERICK L. HOLMQUIST, President.

ing is a commercial talking machine used in the office here on board, and I know you will be more delighted to hear my voice than to receive just an ordinary, everyday letter, will you not? You can take the record down to the Unique Phonograph Co.'s store at No. 89 Great Western street, E. C. London, and have it played for you. Tell mother— Here came an abrupt ending, then a stifled shriek, followed by the words, "Don't, please don't; you're choking me. What do you want? If it is money, I will give it to you, only don't kill me!" This was followed by a growl and a brutal laugh. "I'll fix you—you alive same dead—get big money bring lady lack life"; another smothered shriek, a groan, another laugh, then silence.

I almost shouted aloud with relief and pure, unalloyed gladness. The deal should close again and there would be no war. Dashing open the door, I called to the Lieutenant. A sailor took up the cry, and in a moment both he and Baird came running into the stateroom.

"Have you a Jap or Chinaman on board? Every war vessel has a Jap steward. Tell me you have one, and that he is within reach. Do not stand there staring, but bring him to me, quick, both of you!"

They took no notice of my rudeness, but fairly flew for the galley, returning in a very short time with a little yellow man in white between them, the Jap chef.

"Are you a Japanese or Chinaman?" I yelled at him, at the same time pulling him into the room.

"Me mother Japanese woman; me flader Chinese man."

"All right, I want you, Gentleman," I continued, turning to the officers, I would like you to leave us together for a while. We wish to discuss the subject of Jiu-jitsu, Mr.—pardon me, your name?"

"Me? My name, Yang Tong."

"Well, as I said before, Mr. Yang Tong and I wish to discuss Jiu-jitsu, and we desire to be alone," and I pushed them through the doorway. They evidently doubted my sanity, but nevertheless withdrew. The moment the door closed I started the machine. The little yellow-skinned man of Japan and China understood the situation at once, and turned as near white as is possible with one of his race. He fell on his knees at my feet, begging me to "kill the horned devil come to kill poor Yang Tong."

"I bring lady lack life; no kill lady, only make devil stop talkin' Yang Tong." Ignoring his request and drawing a forty-four caliber revolver, I crouched him as he crouched on the floor, and ordered him on pain of instant death to make good his promise. He knelt by the body, and feeling very carefully along the back of the head and down the neck towards the shoulders, struck a sharp, quick blow. Then he arose and remarked, "Lady, wake up."

In a few moments, hours it seemed to me, she did show signs of life, and as I lifted her to a

divan, a sigh issued from her parted lips. I invited the Lieutenants in to behold the miracle and to take down Yang Tong's confession.

"It is simply a very strenuous case of Jiu-jitsu, gentlemen," I assured them as they entered open-mouthed.

"Well, I'll be d—ned," they muttered in unison. Yang was placed in irons to be dealt with later and the surgeon, sent for to attend Lady Bancroft.

"Now that the mystery is solved and all danger over, will it be possible for me to return to Atlantic City to-night?" I asked.

"God bless you, yes, if it takes the whole United States navy to get you there. Baird, the honor is yours." The Second Lieutenant touched his cap to his superior officer, and bowed to me. I followed him out on deck and into the waiting launch.

Just two hours and thirty minutes from the time I had said good-bye to my wife in our rooms at the hotel, I was back again, telling her the story.

A few days later I received at my New York office the following letter, which speaks for itself:

Torpedo Boat Destroyer Sylph,  
Newport News, Va., Aug. 25, 1906.  
Mr. John Shackelford, No. 727 C—, 104½ New York.  
Dear Sir— I hardly know how to thank you for the very great service you have rendered Lady Bancroft, your country and myself. I am your debt for life. Soon after you had taken your departure, I put our Japo-Chinese through the sweating process, and he made a very full and elaborate confession. It seems he strayed into Lady Bancroft's state room late in the evening, and finding her sitting with her back to him, promptly availed his knowledge of Jiu-jitsu upon her, causing a state of "suspended animation," temporary from our learned surgeon's latest report. He reported her dead at first, too, the idea.

Yang swore he did not mean to kill her, and was awaiting a favorable opportunity to offer to receive her upon payment to him of a large sum of money, enough to transport him to the Flowery Kingdom, most likely. He never realized, of course, the possibility of the crime being brought to his door.

As this is a matter that reflects directly on me, I wonder if I may ask you to treat the affair as forgotten? The crew have just ceased to respect me, and I can count on them keeping my secret forever. Therefore, with due precaution, I think we can consider the incident as closed.

Lady Bancroft sends her regards and her sincere and heartfelt congratulations, etc., and calls you her preserver. Accept my congratulations.

Enclosed please find check for \$—, and while it is entirely inadequate, I beg of you to accept the will for the deed. Again thanking you, sir, I am

Your obedient servant,

ROBERT DUNBERRY, Lieutenant-Commander.

The following day I dispatched this telegram in answer to the above:

New York, Aug. 29th, 1906.  
Lieut. Comdr. Robert Dunberry, Torpedo Boat Destroyer Sylph, Newport News, Va.

Letter received. An returning check by mail. Please use all mine. Could not think of accepting remuneration.

JOHN SHACKLEFORD.  
In the few hours I had known the head officer of the Sylph I had grown to admire him immensely, and I always make it a point in my profession never to accept money from a friend.

When I arrived home from the office that evening, I showed my wife the letter. "She read it through, then coming over to my Morris chair and seating herself on the arm, she asked, searching my face the while, "Did you send that check back, Jack, dear?"

"Yes, why?"  
"Oh, nothing; but it was nice of you," and she kissed me.

After dinner she told me in a burst of confidence that Bob Dunberry had been a very dear friend of hers before she met me.

Strange how things come around, is it not?

The End.  
Editor's Note.—This is the second of a series of three detective stories by Mr. Taylor. The third will follow next month.

## A RECORD OF A KISS.

Its Nationality and Quality Identified—The Philosophy of the Subject Discussed.

Our London contemporary, The Talking Machine News, in its last issue says: "We cast some doubts last month upon the possibility of securing a record of a kiss which could be absolutely identified. What we meant, of course—we were referring to an alleged record of a kiss in an alleged breach of promise case—was that evidence, other than the record of the kiss itself, would have to be furnished that it was signed, sealed, and delivered by the particular person involved in the transaction. We were in fact suggesting that the kiss on the record might just as well have been the property—before it was given away—of anyone as of the defendant in the case. Since then, by the courtesy of the National Phonograph Co., we have been enabled to go into the matter in a scientific manner, and have arrived at least one further stage in the investigation. An official of the company, whose interest in the philosophy of the subject is of the deepest, draws our special attention to record 9016, 'Every Little Bit Helps.' This record enables one to identify without a shadow of doubt whatever what we may call 'The Coon Kiss,' as distinguished from other kisses. It is a record of a duet between a lady and a gentleman coon with a bad attack of spring fever, and the sound their lips produce when they come together made a deep impression upon us. It was as much like a dish of 'bubble and squeak' on the boil as we ever heard. Certainly, the possibility of reproducing the coon kiss in its entirety and to absolute perfection is now well established. We hope that the official of the National Phonograph Co. will continue to pursue the path of scientific investigation upon which he has set out, and we congratulate him upon what he has already accomplished. He has, by the way, added another field for the collector of records. Why not a collection of kiss records? Cleverly classified it should prove of immense interest."

The talking machine is king this year.



Two Great Favorites!  
Seen Them?  
They are Splendid Sellers!

Herzog Art Furniture Co.  
Saginaw, Mich.

## TRADE NOTES FROM GERMANY.

Great Activity in the Inventive Field.—Making Records by Photographic Processes—Endeavoring to Construct a Magazine Slot Machine.

There is a great deal of activity in Germany in the talking machine line just now. Many practical men are giving serious attention to the development of the industry, and the German patent office is issuing an increasing number of patents for improvements in machines and the construction of processes of manufacture.

One line of effort has for its object the perfecting of the art of making records by photographic processes. Experts are endeavoring to discover a way to catch the sound waves and transfer them to cylinders and discs by photography instead of by the engraving method now universally employed. This was the principle of the Cervenka photo-photograph. It is generally conceded that the stumbling block up to the present is the inability of the experimenters to find a developer sufficiently strong to bring out the discs formed by the sound waves so that they can be recorded. But it is quite conceivable that if, and when, the process is perfected, a revolution may be wrought in present methods and results. For it seems reasonable to suppose that a record so made will reproduce with absolute fidelity the original sound, conforming to every shade of expression and tone of voice with the same accurate exactness that characterizes all photographic reproductions. And if these results are approximately achieved experimentally, it may be taken for granted that the great minds that are constantly wrestling

with talking machine problems will not rest until a method is evolved for actually securing them commercially.

Another object which the German inventive mind has in view is the perfecting of the magazine slot machine. Several new patents have recently been taken out for coin-slot phonographs arranged with as many as 18 and 24 different selections, any one of which the person operating the instrument may choose. It does not appear that the inventors to effort in this direction are as powerful as in the other, for it is believed that the popularity of coin-operated automatic talking machines, in this country at least, is steadily on the decline. There was a time when they were one of the most popular types of phonograph. They were a prominent feature at nearly every shop where talking machines were exhibited and sold. "Slot parlors" as they were termed, were a recognized and important part of the equipment of a phonograph shop. In the largest ones, as many as 50 or 100 automatic machines were placed along the walls of an extensively and attractively fitted out shop in a prominent location. A varied programme of popular selections was maintained, and frequent changes made. These shops were visited by great crowds, principally in the evening, when the premises were brilliantly lighted by hundreds of incandescent lamps, and the takings amounted to astonishing sums, especially when it is remembered that they were made up of pennies only. It was not an unusual thing to see people standing in line waiting their turn to pay a penny and hear a tune.

All that is changed now. And why? Because the novelty of the talking machine has worn off and it is now a more or less well-known house-

hold entertainer. The slot machine was in the heyday of its popularity when the phonograph was still a wonder and regarded with some feeling of awe. Very few persons will now pay a penny to hear it reproduce a record. At least those who formerly catered to that sort of trade must have reached that conclusion, for where would you find a "slot parlor" in the British Isles to-day? In some places in America it is expected that business in this line is brisk, but the American managers fit up their places with a most lavish hand and apparent disregard of expense, and besides phonographs there are all sorts of automatic kitescopes and cinematographs and other attractions, so that the place becomes a veritable palace of entertainment. On the Continent they still maintain public rooms, where promenaders along the boulevards stroll in, take a comfortable chair, look up the catalogue and call for any selection they like. A lay down in the velvet hants on an air record, and as soon as the coin is paid, he starts the machine, to which the customer listens through hearing tubes. But however fascinating the inventor of improvements to automatic slot machines may find his work, there seems to be a much more attractive financial prospect before the inventor who first places at the disposal of the manufacturers a process for successfully making good records by photography.

Talking Machine News, London.

The W. R. Nulton Twentieth Century Graphophone Co. have been giving very successful concerts in the principal hotels in Richfield Springs, Cooperstown and other leading centers during the past two months, receiving flattering press notices.

## Leading Jobbers of Talking Machines in America

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

PITTSBURG'S HEADQUARTERS for  
**EDISON and VICTOR**  
and every other kind of Talking Machines, Records and Supplies  
75,000 Edison Records in stock  
50,000 Victor Records  
The Theo. F. Bentel Co., 632-634 Liberty Street,  
Pittsburg, Pa.

**TEXAS PHONOGRAPH COMPANY**  
1019 Capitol Ave., 618 Fannin St., HOUSTON, TEXAS

Cover the Southwest. Cheap transportation point, and supply leading dealers west of Mississippi with Talking Machines, Records, Brass, Flower and More Horns, Cranos, Cabinets, Accessories and side lines of Mexican specialties.

**CURIOS AND DRAWN WORK.**

**KLEIN & HEFFELMAN CO.**  
Canton, OHIO.

**Edison & Victor**  
MACHINES, RECORDS AND SUPPLIES  
quickest service and most complete stock in Ohio

**EDISON ZONOPHONE JOBBERS**  
"Wellor" stands for "Melody"  
Everying Musical Made in the Best  
319-321 Fifth Ave. Pittsburgh

**Sherman, Clay & Co.,** San Francisco, California.  
PACIFIC COAST DISTRIBUTORS  
**VICTOR TALKING MACHINES**  
**REGINA MUSIC BOXES**  
"Reliable" "Self-Playing" "Tino"  
(ENDLESS ROLL, NICKEL DROP)  
Send for Catalogue and Prices

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

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

**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.**

**Minnesota Phonograph Co.**  
37 E. 7th St., St. Paul, 518 Nicollet Ave., Minn.  
THE BIG TWIN STORES, JOBBERS IN  
Phonographs, Edison Records and  
all kinds of machines and records.  
49 different style horns. Orders filled same day as received. Try us NOW!

**Jacot Music Box Co.,**  
39 Union Sq., New York.

**Mira and Stella Music Boxes.**  
Edison and Victor Machines and Records.

PERRY B. WHITSET L. M. WELLES  
**PERRY B. WHITSET CO.**  
213 South High Street, Columbus, Ohio.  
Edison Phonographs **JOBBERS** Victor Talking  
and Records Machines and Records  
Most complete line of Talking Machines,  
Records and Supplies in the west. Orders filled promptly.

**Atlanta Phonograph Co., Inc.**  
J. P. RILEY, Mgr., ATLANTA, GA.  
**Edison—That's All.**  
Get our prices on Horns and Supplies.

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

**PITTSBURGH PHONOGRAPH CO.**  
**VICTOR JOBBERS and EDISON JOBBERS**  
Largest and most complete stock of Talking Machines and Records in Western Pennsylvania.  
Only authorized Victor Jobbers in Pittsburgh.  
Write for Catalogue.

**Northwestern Dealers**  
who buy their Edison Goods from us get quick service and close to 100% of the records ordered. We carry the stock and take good care of our dealers. Try us.  
**McGREGAL BROS., Milwaukee, Wis.**

**PRICE PHONOGRAPH CO.,**  
EDISON JOBBERS  
Phonographs, Records and Supplies  
Dealers hear any of our stores can get what they want quick. No order too small or too large to have our attention.  
Main Brooklyn Store, 1260 Broadway, Brooklyn, N. Y.  
Other Stores: 20th Ave., 600 Grand St., 129 Greenwood Ave., 1st State Headquarters: 20 Main St., Poughkeepsie.

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 October list.



## L. F. GEISSLER HONORED

By His Old Associates—Address by L. S. Sherman—Gets Loving Cup and Testimonial.

(Special to The Talking Machine World.)

San Francisco, Cal., Sept. 2, 1905. The directors of the firm of Sherman, Clay & Co. tendered a banquet to Louis F. Geissler prior to his departure from this city to become general sales manager of the Victor Talking Machine Co., Philadelphia. At this banquet Mr. Geissler was presented with a beautiful silver loving cup upon which the following inscription is engraved: "To our highly esteemed friend and business associate, Louis F. Geissler, in grateful appreciation of the sterling qualities that have endeared him to us; 1889-1905. 'All Hell,' L. S. Sherman, C. C. Clay, P. T. Clay, F. R. Sherman, F. W. Stephenson, L. Georges, Directors Sherman, Clay & Co."

On this occasion L. S. Sherman made the following address: "Gentlemen—We now come to a place in these proceedings where, though it is a privilege and a pleasure to participate in it, I feel that it is hardly possible for me to do the subject justice.

"The time is soon approaching, Mr. Geissler, when you will leave us to attend to other duties in a large corporation in another city, and as-



LOVING CUP PRESENTED MR. GEISSLER.

some with our present responsible position which we all believe you are well qualified to fill. That this position of honor and great responsibility has sought you is a reward of merit which we also believe you richly deserve.

"Your long-continued, faithful efforts with our house are indelibly stamped upon our memory and recorded in the results obtained from them, and while we keenly feel the loss of your continuance with us, strange to say, we hear no lamentation to the good people who take you from us. If Sherman, Clay & Co. have proved a stepping stone assisting you to rise higher in the commercial world, we cheerfully contribute our loss as a grateful recognition of your years of devotion to the interests of our house.

"The fact that you came to us many years ago, a very young man, upon a salary of \$1,500 a year, and rapidly rose to confidence and partnership, until your income reached as many thousands, and that you voluntarily resign your position as an officer and director of our corporation, to assume a more lucrative and responsible one with a larger concern, this fact, I say, is a very strong endorsement of your ability and energy, worthy of emulation by every young man in the music trade of this country, and a well-deserved compliment to yourself that speaks louder than words.

"As a slight recognition of our unqualified esteem and well wishes for your continued success, we, the board of directors of Sherman, Clay & Co., some of us your working partners for fully half your life, desire to present you with this 'loving cup' and may the beautiful sentiment it expresses abide with you for all time.

"With all my heart, Mr. Geissler, I wish you and the corporation you are to assist in managing, all the success it is possible to attain in this life." RESOLUTIONS SPREAD UPON MINUTES OF DIRECTORS' MEETING OF SHERMAN, CLAY & CO., AUG. 14, 1905.

Whereas, Louis F. Geissler has tendered to the board of directors of Sherman, Clay & Co. his resignation as secretary and member thereof; be it

Resolved, That the directors of this company accept the same reluctantly and with the deepest regrets, recognizing that we are losing a mem-

ber of more than ordinary business ability, a zealous and indefatigable worker for the success of Sherman, Clay & Co., a loyal friend and gentleman. The board of directors of Sherman, Clay & Co. extends to him its best wishes that continued success may follow him in any field into which he may be called; be it further

Resolved, That these resolutions be spread in full upon the minutes of the company and an engrossed copy thereof delivered to Mr. Geissler.

The invited guests on this occasion were: L. F. Douglas, of the Victor Talking Machine Co.; George E. Griswold, of Lyon & Healy, and a few other gentlemen.

## COLUMBIA CO. IN ROCHESTER.

New Store Opened Under Agreeable Auspices—Siegel-Cooper Handle Columbia Goods.

On the first of the Columbia Phonograph Co.'s new store at Rochester, N. Y., was opened for business. This enterprise is the property of Walter L. Eckhardt, manager of the general company's Eastern end, with headquarters in New York. It is needless to add, perhaps, that the place has been furnished and decorated in a tasteful, in which figures Antwerp oak as to the woodwork, steel ceiling of cream, soft-toned colorings, metal trimmings of brass, etc. To hear Mr. E. describe the store in his inimitable manner is like listening to a chapter from the "House Beautiful."

Commencing next week, Siegel, Cooper & Co., New York, will carry a complete line of the Columbia Co.'s goods. The order is said to be one of the largest on record.

## TWO NEW SALESMEN

For the Victor Distributing & Export Co.

Two new salesmen have been added to the traveling corps of the Victor Distributing & Export Co., New York, namely, R. S. Pribyl, who is now calling on the trade in Pennsylvania and New York State, and G. W. Meinrath, with territory to be assigned by D. Mitchell, the vice-president and general manager. The indefatigable Doty still pursues the even tenor of his way.

The company are sending out a strong circular letter to the trade dealing with the merits of their products.

## RISE IN THE PRICE OF ALUMINUM.

On account of the heavy deliveries of aluminum to Japan and Russia, for war purposes, there is now an unprecedentedly small quantity of that metal obtainable in the open market. Prices have gone up over 50 per cent., and quick deliveries cannot be obtained under any circumstances. Most firms decline to bind themselves to make any deliveries whatever within six months of date of order. This matter has greatly disturbed the phonographic trade, as it is inevitable that prices will rise still higher, which will result in buyers of phonographs having to accept brass or nicked horns as a substitute for aluminum.—Phonographische-Zeitschrift.

## FRED KRAMER'S EXHIBIT.

Fred F. Kramer, one of the best-known music dealers of Allentown, Pa., is to have his special exhibit at the Allentown Fair, which comes off the latter end of September. Mr. Kramer will show a full line of Victors and Edison's. Fred W. Luck, the efficient manager of the department, will have charge, and no one doubts but what it will be a big success. "Fritz" has developed his department from little of nothing to one of the best paying in the establishment, and always takes great pride in showing the increase in sales.

The talking machine is now considered an absolute requisite to the equipment of the explorer. Only recently we related how Peary, on his latest trip to discover the North Pole, took along a talking machine and a great number of records in which his impressions will be recorded.

## SNAP-SHOTS IN A FACTORY.

Where Records Are Made—The Desire of the Various Bandmen to Have Their "Star" Parts Come Out.

A semi-circle of a dozen coolies, colorless, perspiring men faced the flaring brass mouth of the talking machine receiver in the factory. Directly in front of the megaphone shaped contrivance stood the first violinist. To the left were the flute players perched on platforms that brought them on a level with the receiver, to the right were the second violinist and the other musicians were grouped behind the first violinist. The most noticeable among them was a blond and bald-headed Teuton who manipulated an enormous tuba.

An athletic individual stopped in front of the receiver and spoke: "Where had you heard that voice before?"—that hollow so resonant, so Jovial, so supremely confident of itself and of that of which it spoke?—that masterful compelling voice that you had heard echoing over moonlit lakes and summer hotel piazzas and through darkened auditoriums when the moving pictures were about to begin! And here was the reality, a workman in his shirt-sleeves with damp hair falling into his eyes. This was what he announced in that awe-compelling roar:

"The Forget-Me-Not Waltz," played by the Empty-Ump Symphony Orchestra."

Down came the baton of the leader, who stood upon a stool behind the talking machine. And away went the violins and the horns and flutes and, most of all, the big-voiced tuba on the mazy waltz that during the summer at many a lonely retreat in the mountains or by the lakes or the shore will doubtless call up in the minds of the impressionable and ingenious visions of a dazzling concert hall and a great bank of musicians and rows of shirt fronts shining in the promiscuous lights.

A moment later the band had played through the "Forget-Me-Not Waltz"; they adjourned to the testing-room where the cylinder was promptly run through a talking machine while the hard-worked orchestra listened in front, each one every now and then heaving a deep sigh or cursing behind his beard when the machine failed to ring out his star part. When the cylinder was run through the tuba man jumped up. He had worked harder than anybody during the playing of the mazy "Forget-Me-Not" and he had a right to feel aggrieved.

"Der dooba doand gone owid all, all," he moaned. "Der dooba isn't in it, ain't it?" "Der bass is all owid," put in the bass viol man. "Des is too much of der horns already."

"Vere as der second violins!" cried a third member of the band; "I doand make der obbligato owid. Der dreble iss too loud already." The first violinist and the cornetist had a right to be satisfied and they said nothing.

"It sounds loose to me," said the record tester. "You'd better play it all over again." The band mopped its brow and returned to the band room.

G. Babson, assistant manager of the Talking Machine Co., Chicago, was married Sept. 7, at Seward, Neb., to Miss Ethel Norval, of that city.

T. E. Osburn, of Belfast, recently gave a very interesting talking machine recital, which came in for extended notice in all the leading papers in Ireland and England.

## RETAIL SALESMAN WANTED.

Must be experienced Phonograph man, of neat appearance and steady habits. Apply by letter or in person. Applications treated confidentially. Douglas Phonograph Company, New York.

## WANTED.

A Salesman to carry our Line of Phonograph Record Cabinets, as a Side Line. Write us for Information. Feige Desk Co., Saginaw, Mich.

## LEEDS &amp; CATLIN CO.'S PLANT

At Middletown, Conn., and New York—Splendid Facilities For a Big Business in Disc and Cylinder Records.

Brief mention of the Leeds & Catlin Co.'s new factory at Middletown, Conn., was made in last month's World, when the property was purchased. A good view of the plant is herewith given, together with that of their laboratory

## TRADE NEWS BOILED DOWN.

The Philadelphia store of the Musical Echo Co. is tasked of as being one of the handsomest in the country. They handle both Victor and Edison goods, the latter a recent addition sold them by A. P. Petit, sales manager of the Douglas Phonograph Co. H. H. Enders is in charge of the entire chain of Musical Echo Co.'s establishments.

The Polyphon Supply Co. who carry a comprehensive stock, including the Edison, Columbia, Pathé, and Edison-Bell records, as well as a full line of talking machines, in London, has branched out into the sale of pianos and piano players. The latter are named the-Symphonista.

Hartman & Lunshe, Allentown, Pa., report their talking machine department as a winner, and are well pleased with the increase over this time last year. Both the gentlemen are well known throughout the section, having been piano salesmen for years before entering in business, and are building up quite a trade.

P. A. Powers, Pittsburg, Pa., was on a buying trip to New York last week, leaving some nice orders behind as souvenirs of the occasion.

The Columbia Phonograph Co., general, are now all playing at their New York warehouses, 353 Broadway, their new line of cylinder and disc machines. The cylinders are B E, having a handsome cabinet, new in design, perfectly in-

B G has a solid mahogany cabinet, full nickel-plated frame, so has the B C machine. The disc line includes B H, with tapering arm; B I, B J, and B D, in prices ranging from \$30 to \$100, all having many new and novel features. A distinct jobbing policy has been adopted by the company, and is now in full force and effect.

An innovation has been made in catalogues by the American Record Co., Hawthorne, Shelb & Prescott, sales managers. A copy of their latest edition lies before us. It contains a complete list of every record made in both the 10's, and 7 inch. The index is so arranged as to show at a glance how many records of each character are listed in the catalogue—77 bands, 19 orchestra, 124 songs, etc. On page 12 a complete numerical list has been compiled so that the catalogue can be used as a stock book. On the left of the catalogue number is a caption heading, "On Hand," and over the right of the number is another heading, "Required." The practical use of such an arrangement is obvious to the trade. The work of compiling the catalogue and new ideas embodied are largely due to the labors of Wm. McArdle and F. H. Stewart. Copies of the catalogue will be mailed on application.

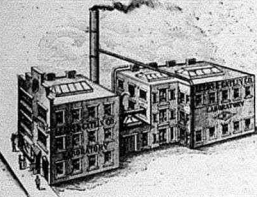
The talking machine outfit of the H. W. Schreiber Co., the latest addition to the department store phalanx of Brooklyn, N. Y., which is to be opened October 1, is of the Victor brand, and was sold them by A. D. Doty, with the Victor Distributing and Export Co., New York. This section, under direct management of the store, will occupy about 400 square feet.

Lorin Leeds of the Leeds & Catlin Co., record manufacturers, New York, recently returned from a western trip, going as far as St. Louis. His looking of orders is reported to have been marvellously large. At any rate a better satisfied gentleman could scarcely be met than Mr. Leeds when discussing business in hand and prospectively.

Reuben A. Bagley, a prominent specialist in phonograph record cases, boxes and other talking machine supplies, Washington, D. C., recently left on a Western trip, which will carry him as far as the Pacific Coast. Dealers and manufacturers alike will be interested in his line.

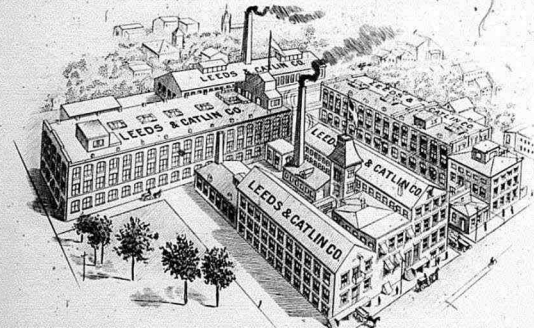
There are various reports to the effect that the Victor Talking Machine Co. have bought the entire stock in the Talking Machine Co., of Chicago; the Talking Machine Co., of St. Louis; the Pittsburg (Pa.) Phonograph Co., and the Victor Distributing & Export Co., of New York, and will wholesale direct, eliminating the retail feature altogether.

The Charles H. Hickok Music Co., Poughkeepsie, N. Y., will have a full exhibit of both Victor and Edison lines at the local fair. According to Mr. Hickok's plans this will be the most striking exhibit in the main building.



LABORATORY OF LEEDS & CATLIN CO., NEW YORK.

and general offices at 53-55, 11th St., New York. The latter place, long occupied by the company, had proven inadequate for carrying on their business on the scale desired, hence the acquisition of the premises in Connecticut. The la-



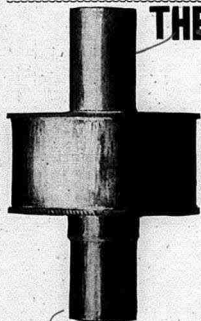
LEEDS & CATLIN CO.'S FACTORY AND PRESSING PLANT, MIDDLETOWN, CONN.

boratory, where master records only will be made, of which the frontage gives no fair conception, is practically in three buildings, the accompanying cut furnishing a side view that gives a proper idea of their size, being 50 x 150 feet, three stories high. The factory at Middletown, Conn., has floor space of 34,000 square feet, contained in five buildings, equipped with new machinery throughout, and is now about ready for operating in all departments. With the acquisition of this plant the company have again resumed the manufacture of cylinder records, and their output will be large. Their disc product will not be lessened in quantity, but will be increased and the quality vastly improved. They expect to eventually employ 400 people, and probably more.

Ered C. MacLean, with the Douglas Phonograph Co., after a resting period of three weeks in the North woods, started on the road August 28, going over his territory. He reports doing a splendid business with his old friends and getting new trade every day.

Mrs. Gilbert, Portland, Ore., whose husband is the inventor of a repeating device, was in the East recently, visiting the trade, taking the place of Mr. Gilbert, who is a victim of ill health, and calling at every town.

ulated motor, triple spring, and a special feature is a new locking device on the reproducers that is claimed to be the most secure attachment on the market; also a unique oiling device for the motor. The B F machine is similar to the B E, but is made to carry a six inch model record;



## THE PHONO-CONSONATOR

Sold by all wide awake dealers and jobbers of phonographs and used by all who desire perfection as near as it is possible to obtain by the phonograph.

## A Satisfied Customer.

LYONS, Pa., July 18, 1905.  
LEWIS MFG. CO., New York.  
Gentlemen: I received the Phono-Consonator in first class condition, and I am well pleased with it, and so are all my friends that have heard it. All songs, choruses, bells and talking records are perfect. Send me a catalogue of all you manufacture for the phonograph. Yours truly,  
SAMUEL R. CLARKE.

## A Progressive Dealer Writes:

DIVISION, Pa., July 18, 1905.  
LEWIS MFG. CO., New York.  
Gentlemen: The Lewis Phono-Consonator now is in daily use on our machines, justifies all your claims. It seems to insure to each and every voice and instrument its natural quality and proper volume. We are well pleased with it; it is new here and a full exhibit of both Victor and Edison lines that has ever been produced for any phonograph or graphophone.  
DEWLESTON TWISING MACHINE CO.

SEND FOR DESCRIPTIVE CIRCULAR.

LEWIS MFG. COMPANY  
379 6th Avenue, NEW YORK

## Some News in The Novelty World

Specialties which may be carried as a side line by dealers

A large number of dealers throughout the country are now successfully handling side lines in connection with their talking machine department. Many, however, hold off, believing that there is more money in specializing. There, sometimes is, but the attitude referred to often results from a narrowness of vision or lack of energy, or ambition. There are many arguments to prove this, speaking from the talking machine point of view. There are plenty of retail purchasers who have a wrong idea of the talking machine—they consider it a toy, a nuisance, in fact—simply because they have never investigated it. These people would never enter your store in answer to an advertisement of sales. "Why should we?" they say. "It carries nothing but talking machines, and I wouldn't have one of those in my house." But if you were to feature in your ad, sporting goods, cameras and general novelties, many of these people would certainly come. Then you might lay aside a selection of effective records and have your salesman (but one who knows how) play them over for visitors. Though you may not make a sale the first day, you will have established in your customer's mind a different idea of the powers of a talking machine.

So far we have only mentioned these side lines as drawing cards, not considering the large profit derived from their sales. These, of course, vary but all are worthy of consideration. It is now time to throw off the lethargy which comes with summer months and idle hours. We are on the verge of the busiest fall on record. Are you prepared? If not, get ready. Lay out your campaign with care and shrewdness, for on it depends your success.

### PAINTOGRAPHY.

The novelty world is ever receiving some new attraction to keep the idle but ambitious busy, and keep up the interest of that class of people who buy freely of any useful article which they can transform into a thing of beauty. Paintography is new, and will certainly experience a very large sale from the fact that the work is very simple, each article has some purpose, and when finished resembles much more expensive work. The material composition of the articles is a certain class of pottery, which is made into steins, vases, dinner plates, pin trays, card receivers and a hundred other articles. Numerous beautiful designs are imprinted thereon, and the finish is produced by painting within the design, in various colors, a color sheet being shown for the purpose of instruction. After the painting is complete a lacquer is added, which produces a finish just like a fine hand painted piece of china, fired, and which gives the best return on the investment of any novelty shown for some time. The articles retail from 10 cents to \$2 each.

### SPORTING GOODS.

The old saying that a wet spring and summer are followed by a dry fall would seem to promise a favorable season for all descriptions of sports this autumn. We can safely anticipate a more than ordinarily heavy demand for guns and rifles, camping equipment and sports men's wear. The time of foot-ball is now at hand, and the golfer and cyclist will be in evidence until the coming of winter weather. The winter of 1944-5 is generally conceded to have been the best the trade has ever known as regards the demand for seasonable goods, and there seems no valid reason why next winter's business should not prove as good or better.

That the manufacturers anticipate a brisk demand is evidenced by their activity in erecting new plants and increasing their output facilities. Throughout the business world the prevailing tone is healthful and encouraging, and in this general prosperity the sporting goods trade will share.

### THE SLOT MACHINE TRADE.

The growth of the slot machine business in the past few years has been remarkable, for men of means have begun to realize the enormous profit derived from the "Penny Arcades," and are opening these miniature theatres all over the country. The cost of opening one is too large, however, for a single man of moderate circumstances, many of them costing \$60,000 to fit up. It would seem to one not knowing, poor policy to place so much money in an investment of this kind, but when you consider that it is by no means uncommon to take in \$1,500 in a single day, the aspect changes. Manufacturers all over the country are busy turning out new machines of every description, and all indications point to a steady increase in this business.

### ILLUSTRATED POST CARDS.

A noticeable change for the better in the public taste for illustrated post-cards is gradually weeding out the old ridiculous ones, and giving place to the newer finely reproduced copies of celebrated paintings, the "Oilette" series of Raphael Tuck & Sons, Ltd. ranking among the best in this line. One only has to glance over their list of some 10,000 designs to see that what started as a fad has now become an art, but one not wholly appreciated as yet by the general run of trade. Perhaps the greatest recommendation for the collecting of these cards is that it familiarizes the public with the many noted places and varied studies in high art, thereby broadening their ideas beyond the narrow rut of life, into which so many fall.

From a business standpoint, they are a good investment, for the profit derived from their sale is large, and a steady one. We therefore recommend this line to any talking machine

dealer who is anxious to put in an attractive side issue in connection with his business.

### CAMERAS AND PHOTO SUPPLIES.

Jobbers in this city are having all they can do to supply the demand for these goods, in fact, there seems to be one predominant kick from all, that "too cramped quarters to handle the large thrush of business," showing that this summer and early fall is way ahead of last year's trade. Manufacturers everywhere are extending and building large additions to their factories, in anticipation of big business in the spring. Those who are now handling this line, are reaping an immense reward for their far-sightedness.

Profit by their example and place your orders early, for there is business to be had wherever you may be located, and it rests with you whether you get it or someone else.

### ATTRACTIVE SHOWROOMS WILL PAY.

Many dealers and jobbers lay too little stress on the importance of a clean, attractive show or salesroom. No matter what the stock consists of the heads of the house cannot expect to get the greatest possible returns unless they are constantly jangling or conching their assistants into the best manner of arranging and presenting the stock. It is an absolute fact that greater profits and greater business fall to the lot of the talking machine dealers where the greatest stock interest is displayed. The salesperson who looks closely after a stock or part of it is bound to think several times better of it than if allowed to neglect it. Then when a customer confronts that salesperson, the feeling which the latter has concerning the goods is imparted to the former. Get the people to your store by good advertising, then hold them by your clean, attractive display and obliging service.

## FOUNTAIN PENS

as a Side Line for Talking Machine Dealers our Specialty

A Solid Gold Fountain Pen, made of best quality hard rubber, complete with box, filler and directions, usually sold for \$2.00, our price, \$1.00 each.

Dealers' discount in quantities same as on Phonographs.

**Lind & Wolf Mfg. Co.**  
44 FULTON ST. NEW YORK CITY



### Puss in Boots Vending of Fortune Telling Machine

COIN CONTROLLED

Lifelike motions. Dressed in satin; like all our machines carefully made. Can be used outdoors.



### The Roovers Model 4 Name Plate Machine

COIN CONTROLLED

On this machine, beautiful colored name plates can be produced, with letters standing out in relief in aluminum.



### The Roovers Muscle Power Testing Machine

COIN CONTROLLED

Built of iron and steel and is beautifully enameled in colors. Like all our machines, a money maker.

# ROOVERS BROTHERS,

100 SCHERMERHORN STREET  
BROOKLYN, N. Y.



(Special to The Talking Machine World.)

London, Eng., Sept. 1, 1905.  
The Microphonograph Co. of this city, are putting out what they claim to be an indestructible record, made of a new material. A smoother surface than any other permanent record is claimed for it. Another new record material called the "Empelite" has been perfected by the Olson Co. and which they claim is from its greater density more durable than the old record material.

Cassels & Co., of Buenos Ayres, Argentine Republic, are sending artists to this city, and also to Paris for the purpose of making special records of native Argentine songs and music. This has been found necessary in order to meet the demands of their business. There is a great call for the records of the Argentine National Anthem, and they expect an immense volume of trade when they get a complete list of their old songs.

At the recent music trades exhibition held at Agricultural Hall, there was not a very large showing of talking machine companies, only the Gramophone, Lambert and Neophone concerns being in evidence. Nevertheless, the music dealers of this country are steadily seeing the value of the talking machine as a side line, and those who have taken it up are having very good results.

The talking machine scored in a recent case heard at the Birmingham County Court in the suit being brought to cover the cost of a gramophone, the defendant claiming it failed to pronounce the words distinctly. After the judge had heard one of the records, "The Bay of Biscay," he ruled in favor of the plaintiffs, and thus the talking machine adds one other to its many victories.

An old form of swindle has just been discovered in Berlin, with some slight touches of novelty attached. A self-styled representative of a talking machine company made known by well distributed advertisements in the provincial press that the writer of every tenth letter received by him concerning his business would receive a talking machine and a dozen records for nothing. This apparently was a unique method of exploiting his wares. But every letter was treated as a tenth, and ten times as many people got the pleasing news of their good luck as should have received it had the strict letter of the offer been adhered to.

Of course, at the same time the sum of 50 cents was requested for freight and packing, and very many were the postal orders sent in return. The other day, however, the representative of the company was away when the postman called, and on going to the postoffice for his letters he failed to satisfy the officials, and they were withheld from him. He has now left Berlin, and letters with money which still arrive have to be returned to their senders.

What a volume is comprised in the single word "Advertising." Successful advertising is what every man in business is striving to do. One of the most attractive advertisements that has been brought to our attention are the illuminated electrical devices that are being furnished to the trade by the American Record Co., Hawthorne, Shelbe & Prescott, sales managers, of Springfield and New York; they comprise a large standard lantern 20 x 42 inches, with fac-simile records and appropriate reading matter, a window easel similar to the lantern, and handsome bevel glass hangers for interior decoration. The comments of the trade bear testimony to their effectiveness.

### EDISON BUSINESS PHONOGRAPH.

The Edison business phonograph, which is making phenomenal strides in the commercial world, has been adopted in all the departments of the following concerns: Wanamaker's (New York and Philadelphia); Siegel & Cooper Co., east and west; Metropolitan Insurance Co., New York; Wells, Fargo & Co., everywhere; Marshall Field & Co., wholesale and retail. As a matter of fact, these are only a few of the principal firms and corporations throughout the country that are using what everyone states is the perfection of invention and general utility. Manager Durand is earning fresh laurels every day for his eminently successful management of this very important department of the National Phonograph Co.

### DENHAM'S NOVELTIES.

Edwin A. Denham, who is importing German and Swiss phonographs under the license granted by the American Graphophone Co., is paying special attention to the appearance of his machines, as may be judged from the illustration given herewith. The base is in bronze and copper finish, the effect being decidedly artistic. Other Denham phonographs now in process of manufacture have equally artistic metal bases, one of

### LOUIS JAY GERSON PROMOTED.

Louis Jay Gerson, traveling salesman for the past year in Pennsylvania, New Jersey and Delaware for the Columbia Phonograph Co., and one of the best-known talking machine men in the



LOUIS JAY GERSON.

business, was appointed assistant manager of the Philadelphia office on September 1. He is one of the "oldtimers" on the road, and many remember his "smile that never comes off," he having taken the first line of talking-machines through the country back in 1897, when, as he says, "his coming was announced to 'bersers' by the mailing of hundreds of postal cards stating that he would arrive at such an hotel, and at such a date, and would receive them in his room and show the latest yellow wax records. In those days eight or ten new records a month was an event, and users looked to hear them. Very few dealers existed at first when I traveled all over the country. The company furnished two or three slot machines to travelers those days, and one could expect to make some of his expenses by setting them up in the hotel where he stopped."

The Columbia Phonograph Co. announces the following changes: Walter L. Eckhardt, manager of New York office, and John H. Dorian, manager of Chicago office, assigned to duty at the executive office in New York. Mr. Eckhardt to assume duties in connection with the development of the wholesale business, Mr. Dorian similar duties in connection with the retail department. S. S. B. Campbell, manager instalment department, New York office, appointed manager in charge of the Greater New York retail stores.



which appealed to us particularly, introducing a song-bird in the act of alighting on a branch. Another is in the form of a dragon, a subject affording the artist considerable latitude both in designing and in coloring.

Theodore F. Bentel, wife and daughter have just returned to their Pittsburg home after a visit of several weeks "down East." Part of their time was given to enjoying the beauties of the country around Springfield, Mass., where they were the guests of E. A. Hawthorne, of the American Record Co.

## THE SOFTERTONE ATTACHMENTS AND NEEDLES

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



The SOFTERTONE ATTACHMENT is an invention to hold a special needle known as the SOFTERTONE. The purpose of this needle is to reduce the over-tone in the reproduction of Records.

SOFTERTONE NEEDLES are particularly well adapted for use in homes and small apartments where the full volume of tone is not desirable.

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

#### PLAYS SIX RECORDS

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

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

The attachment for the Victor Exhibition is the Columbia and Zonophone Sound Boxes. Price, Softertone Needles, in packages of 200, 25 cents. Price, Softertone Attachments, each 25 cents. Dealers' discount same as on machines.

FOR SALE BY

## LYON & HEALY CHICAGO

## LATEST PATENTS RELATING TO TALKING MACHINES AND RECORDS

(Specially prepared for The Talking Machine World.)

Washington, D. C. Sept. 5, 1905.

PHONOGRAPH. Enoch J. Reetoh, Parkersburg, W. Va. Patent No. 797,020.

One object of the present invention is to attach a phonograph to and operate the same by the driving-belt of the ordinary sewing machine or the like. Another object is to simplify and improve the construction and operation and to reduce the cost of manufacture of the phonograph!

One form of the invention is illustrated in the accompanying drawings. Figure 1 is an end elevation of a sewing machine and phonograph attached thereto. Fig. 2 is a plan view, partly in

section, of the phonograph. Fig. 3 is an end elevation of the same, partly broken away to show more clearly certain parts; and Fig. 4 is a front elevation of the same, also partly broken away.

PAID MECHANISM. John C. Danton, Grand Rapids, Mich. Patent No. 797,102.

This invention relates to improvements in feed-screws; and its special object is to provide a feed-screw that will at stated distances operate

largely plan of the feed-screw, the reverse-screw, the rocker-shaft, and the lever in connection with a section of a compound record-roller. Fig. 4 is the same turned up edgewise to show the action of the feed-screw upon the lever. Fig. 5 is an end elevation of the pawl and the hub of the actuating lever; and Fig. 6 is a side elevation of the machine disassembled of everything except the rocker-shaft and its attachments, the tripod, the pawl, and the ratchet-wheel.

SOUSD-REPRODUCER. Albert L. Irish, Toledo, O., assignor to the Talk-o-Phone Co., same place. Patent No. 797,516.

This invention has reference to a sound-reproducer for talking machines; and it has particular reference to improvements in the details of construction whereby the various parts may be assembled with increased facility and with a greater degree of precision than has been attained heretofore in the art.

In carrying out the invention means are provided whereby the pivoted arm of the reproducer, adapted to connect with the diaphragm of the instrument, may be turned upon its pivotal connections completely out of the way of the operator while the diaphragm is being placed in position or is being removed therefrom for the purpose of effecting repairs. By means of this improved construction the pivoted arm may be effectively adjusted upon its pivots and its proper alignment for connection with the diaphragm insured before its final connection therewith is accomplished.

In the construction of the reproducer the employment of springs of any character whatever is entirely eliminated, the resulting construction comprising a minimum number of parts and combining simplicity, durability, and effectiveness.

PHONIC APPARATUS. Thomas H. Macdonald, Bridgeport, Conn., assignor to American Graphophone Co., same place. Patent No. 796,742.

This invention relates to means for recording and reproducing sounds, and particularly to means of the kind wherein frictional force is employed to actuate a diaphragm or other secondary vibrating means, the sonorous vibrations being employed to modify such frictional force and to mold it, so to speak, into sound-waves. Apparatus of this type is described in United States Patent No. 678,566, granted July 16, 1901, to Daniel Higham, and in the pending United States application Serial No. 237,857, filed December 21, 1904.

The object of the present invention is to fur-

nish mechanism for carrying out in a practical way the invention set forth in the patent to said Higham and constitutes an improvement upon the structure described and claimed.

The improvements constituting the invention will be understood from the following description and drawings accompanying this application.

The improvements constituting the invention are shown in Figs. 1 and 2. Fig. 1 is an enlarged sectional view of a detail thereof. Fig. 2 is a cross-section on the line 3-3 of Fig. 1. Fig. 3 is a broken sectional detail. Fig. 4 is a transverse section on the line 5-5 of Fig. 1, showing in the dotted outlines some of the operating parts of the machine; and Fig. 5 is a sectional detail showing a different position of the parts from that shown in Figs. 1 and 2.

MACHINE FOR SHAVING SOUND-RECORDS. John E. Ott, Orange, N. J., assignor to New Jersey Patent Co., same place. Patent No. 796,857.

This invention relates to machines for shaving phonographic cylinders or other sound-records; and the objects are to provide a simple and compact device for the purpose, one capable of efficient, rapid, and perfect operation and wherein

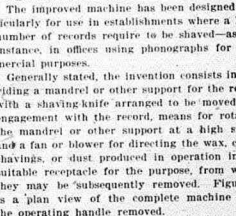
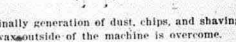
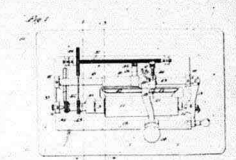
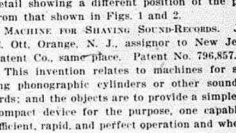
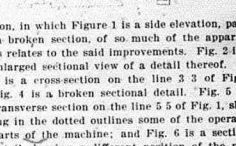
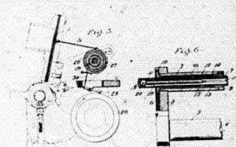
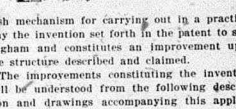
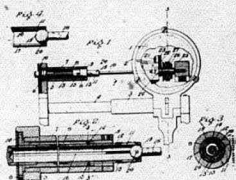
finally generation of dust, chips, and shavings of wax outside of the machine is overcome.

The improved machine has been designed particularly for use in establishments where a large number of records require to be shaved—as, for instance, in offices using phonographs for commercial purposes.

Generally stated, the invention consists in providing a mandrel or other support for the record with a shaving knife arranged to be moved into engagement with the record, means for rotating the mandrel or other support at a high speed, and a fan or blower for directing the wax, chips, shavings, or dust produced in operation into a suitable receptacle for the purpose, from which they may be subsequently removed. Figure 1 is a plan view of the complete machine with the operating handle removed.

TABLET-CARRIER FOR TALKING MACHINES. Geo. W. Gumber, Conyngham, Pa., assignor to Hulda Gumber, same place. Patent No. 798,024.

This invention relates to phonographs, and more particularly to a tablet-carrier for talking machines whereby a plurality of tablets or mandrels are grouped together in one machine so that any preferred one of said tablets may be



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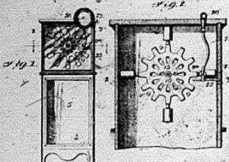
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readily moved into co-operation with the reproducer.

The main object of the invention, among others, is to provide a simple form of carrier adapted to hold any preferred number of tablets



or tablet-receiving mandrels within a minimum amount of space.

Figure 1 shows a front elevation of the talking machine complete. Fig. 2 is a similar view, on



a slightly-enlarged scale, a portion of the casing being shown in section. Fig. 3 is a horizontal section of the machine, taken on the median line of the tablet-carrier. Fig. 4 is a perspective detail view of one of the mandrel-carrying arms of my magazine.

**AMPLIFYING HORN.** Chas. J. Eichhorn, Newark, N. J., assignor to the Tea Tray Co., same place. Patent No. 797,725.

The objects of this invention are to secure greater strength and rigidity at the large end of the horn, more particularly in what are known as "flower-horns," whereby said horns will be better able to maintain their flower shape while in transportation and in use.

Heretofore flower-shaped horns have had their projecting petals at the large end of the horn project beyond the termination of the ribs by



which the sections of the horn have been held together. Thus the said petals, made from thin sheet material, were lacking in stiffness and were very easily bent, particularly when the horn stood upon its large end, as indicated in Figure 1 of the drawings, the bending and indenting of the weak petals greatly marring the appearance of the horn, so that it became unmarketable in the hands of the retail dealer. By this construction a flower-shaped horn is secured which is materially stronger to resist downward pressure.

Referring to the accompanying drawings, in which like numerals of reference indicate corresponding parts in each of the several figures, Fig. 1 is a side elevation of my improved horn, and Fig. 2 is a plan of one of the longitudinal sections thereof, and Fig. 3 is an enlarged section of the same taken at line x, Fig. 1.

**PHONOGRAPH.** Herbert S. Mills, Chicago, Ill. Patent No. 797,813.

This invention relates more particularly to



means for supporting the stylus proper in the form of an attenuate length of wire on the reproducer of the type of phono-graph or analogous

instrument under different names, employing for the record a rotary disc, the degree of attenuation of the wire, which is of uniform or substantially uniform thickness throughout, being such as to cause it to present always to the record grooves an adequately fine point, as it wears away with use by frictional contact with the grooves. This fine wire, is too yielding to adapt it for use without support, since by undue bending in traversing the record it mars the reproduction and renders it indistinct. For supporting the wire there is provided a species of rigid clamp on the reproducer, the function of which is to hold the wire in a manner to permit protrusion thereof at one end to the desired short distance beyond the clamp for engagement with the record and to hold the wire throughout the remainder of its extent so firmly and uniformly as to render it practically an integral part of the rigidly stable clamp, and thus prevent any independent vibration or movement of the wire which would tend to mar or destroy its stylus action.

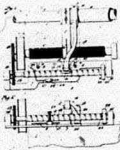
In the accompanying drawings, Figure 1 is a broken view showing in side elevation the reproducer of the class of instrument heretofore specified equipped with the improvement and in operative position relative to the record disc; Fig. 2, a perspective view showing one of the improved clamps projecting from the bracket of the reproducer which carries the vibration-transmitting finger; Fig. 3, a similar view of the other jaw of the clamp, and Fig. 4 a section taken at the line 4 on Fig. 1 and viewed in the direction of the arrow.

**REPEATING ATTACHMENT FOR PHONOGRAPHS.** Edward L. Aiken, East Orange, N. J.; assignor to New Jersey Patent Co., same place. Patent No. 798,087.

This invention relates to improvements in repeating attachments for phonographs or other talking machines, adapted either for the purpose of repeating a selection indefinitely or for use in combination with any appropriate form of coin-operated mechanism for controlling the motor, whereby when the selection has been once reproduced by the prepayment of a coin the reproducer will be returned to the starting position to permit successive reproductions.

The object of the invention is to provide a

device for the purpose which shall be effective and positive in its operation, of but few parts, capable of being readily attached to standard types of phonographs and other talking machines, and which when applied will not in any way affect the operation of the device or prevent the



reproduced from being fully raised to permit the records to be changed or the reproducer to be repaired or removed. At the same time the device provides for simple and effective adjustment whereby the reproducer may be caused to engage or be disengaged

from the record immediately before and after the selection has been reproduced.

This invention has more particularly for its object the provision of means whereby the members which co-operate to raise the reproducer or diaphragm carrier may obtain a broad bearing or contact surface for the lifting operation.

In the accompanying drawings, Figure 1 is a plan view showing a part of the main shaft, feed-screw, of the back rod, sleeve, spring arm, and feed-out of a phono-graph with the present improvements applied thereto; Fig. 2, a front view of the same.

In yachting circles Henry B. Babson, president of the Universal Talking Machine Mfg. Co., and other enterprises in the same line, is cutting something of a swath this season with his boat, "Another Old Maid." Eight silver cups are to the credit of his double-center board and fin craft, which seems to sail at a smart clip in any old breeze, even when it dies out. The club at Seaside Park, N. J., to which Mr. Babson's yacht is accredited, includes in its membership such notable men as Mayor Weaver of Philadelphia, and the Governor of New Jersey, the latter of whom is the Admiral. At the last election, "Henry," as the trade are fond of calling this very clever gentleman, was elected Rear-Admiral, after making a neat speech—an unusual departure.

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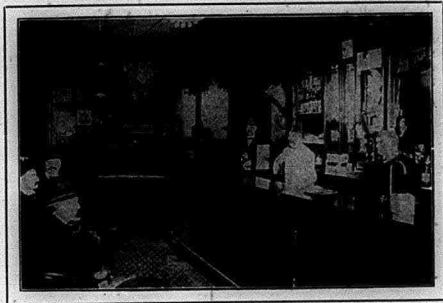
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