

JUN 5 1899

THE PHONOSCOPE

A Monthly Journal Devoted to
SCIENTIFIC AND AMUSEMENT INVENTIONS
APPERTAINING TO
SOVND & SIGHT.

ENTERED AS SECOND-CLASS MATTER AT THE NEW YORK, N. Y., POST-OFFICE.

Vol. III

No. 3

New York, March, 1899



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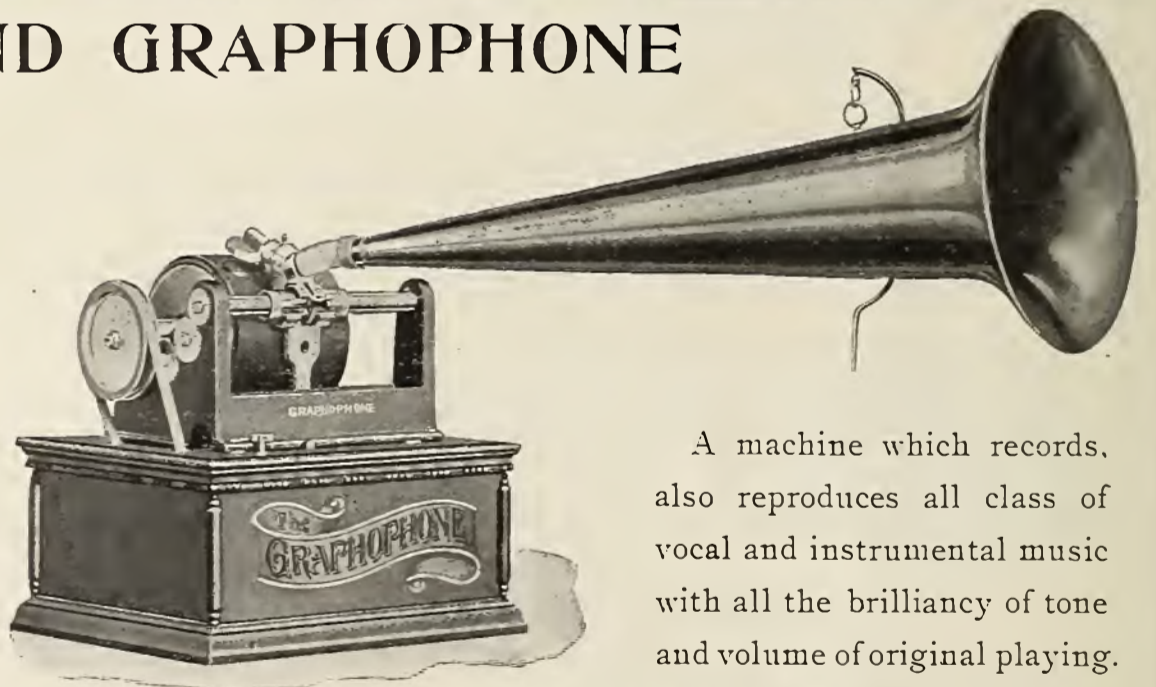
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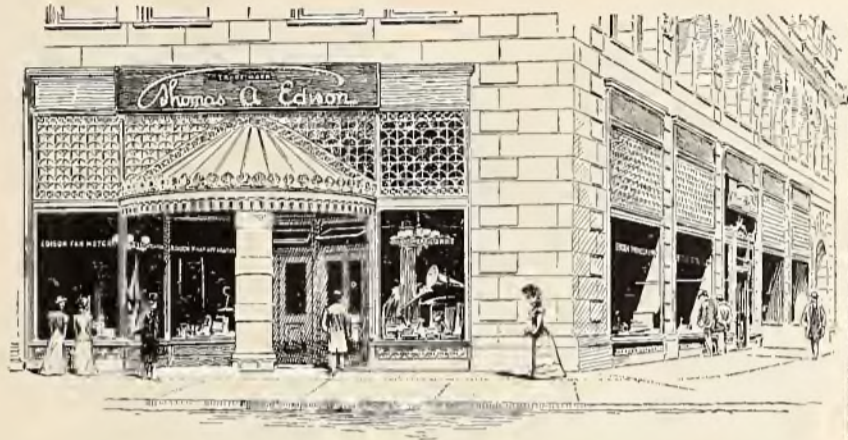
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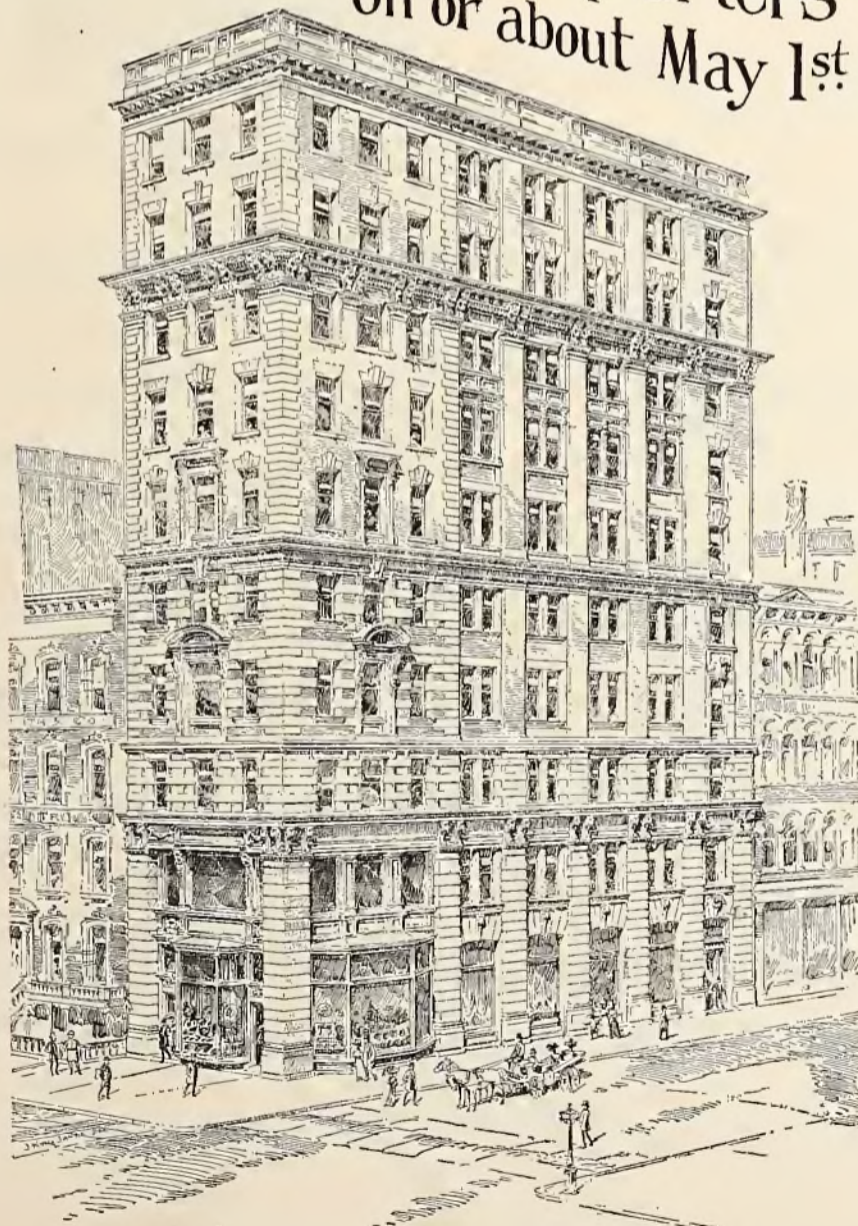
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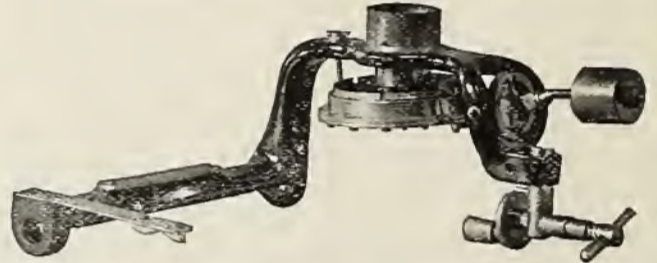
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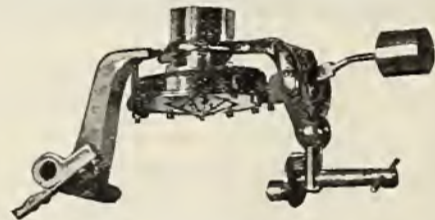


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The Phonoscope

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A Monthly Journal Devoted to Scientific and Amusement Inventions Appertaining to Sound and Sight

Vol. III.

NEW YORK, MARCH, 1899

No. 3

American Graphophone Company vs. National Gramophone Company

UNITED STATES CIRCUIT COURT,
FOR THE SOUTHERN DISTRICT OF NEW YORK.

AMERICAN GRAPHOPHONE COM-
PANY, Complainant,

vs.

THE NATIONAL GRAMOPHONE COM-
PANY and FRANK SEAMANN.

In
Equity

DEFENDANT'S BRIEF ON MOTION FOR
PRELIMINARY INJUNCTION.
BY MR. GUSTAV BISSING.
(Concluded)

But we must here point out that, although the Ecophone happens to have features capable of being used either with a Gramophone tablet and other features capable of being used with a Graphophone cylinder, that this double adaptability is by no means true, either of the reproducer construction actually used in the Gramophone or of the reproducer construction used in the Graphophone. That is to say, it is not possible to take the mounting for the diaphragm and stylus of the Graphophone and use it efficiently on the Gramophone. Neither is it possible to take the diaphragm and stylus mounting from the Gramophone and use the same efficiently on the Graphophone. The reason for this lies in the fact that both the Gramophone and the Graphophone use a diaphragm to increase the volume of sound. In the Graphophone the diaphragm must be perpendicular to the stylus, and, therefore, parallel to the surface of the wax cylinders. This follows from the fact that the record is in the bottom of the record groove. In the Gramophone the diaphragm is parallel to the stylus and is perpendicular to the surface of the hard-rubber tablet. This is necessary by reason of the fact that the sound undulations in the Gramophone are found in the side walls of the record groove. If, then, the Graphophone mounting were used on the Gramophone tablet, the lateral undulations which would be imparted to the stylus would tend to move the diaphragm in its own plane, and not perpendicular to this plane, as it ought to do in order that the diaphragm may operate efficiently. If, however, the Gramophone diaphragm and stylus were used on the Graphophone wax cylinder, then again the movements of the stylus imparted to it by the bottom of the record groove would tend to move the diaphragm in its own plane, and not perpendicular thereto. We see, then, that the presence of the diaphragm makes it impossible to use the Gramophone reproducer with the Graphophone tablet or the Graphophone reproducer with the Gramophone tablet. In the Ecophone this diaphragm has been omitted, and, therefore, the Ecophone has the dual adaptability of being usable either with a Gramophone tablet or with a Graphophone wax cylinder. But we repeat that, when the Ecophone reproducer is used on a Gramophone tablet, it has no function of laterally adjusting itself within a single groove, or of automatically selecting between two adjacent grooves, and no function of automatically pressing against the undulating record.

How utterly impossible it would be for Bell & Tainter to draw a claim, much less to sustain it, which should cover the swinging arm of Berliner's Gramophone when used in connection with his hard rubber record tablet abundantly appears from Figs. 1 and 2 of Edison's English Patent, A. D. 1878, No. 1644, which is explained in the Lyons affidavit. These figures were not referred to in Judge SHIPMAN'S decision. Here we have a swinging arm carrying the stylus of just such shape, length and relation to the flat record tablet as is found in the Gramophone. The first point which the complainants may urge against the reference is that, by reason of the inner spiral 3, the stylus may not adjust itself within the width of a single record groove. That is to say, while Edison has a mounting which carries the stylus across all the record grooves, the smooth inner spiral would prevent the lateral adjustment within the purview of a single groove. But Berliner does not adjust his stylus within a single record groove and he does carry it across a number of grooves. That is, so far as we are now concerned, Berliner does what Edison does and does not do what Bell & Tainter do. The second and last point which the complainants may urge against the Edison reference is that it does not disclose a gravity pressure of the stylus against the record. If so, the answer is that Berliner's Gramophone uses no gravity or other pressure between his stylus and record which is at the side walls of the groove. Besides the idea of having the reproducing stylus rest by yielding pressure against the record was old in the Cros article quoted in Brownell's affidavit.

In this second section of the brief, then, we have shown that the complainants, in this motion for a preliminary injunction, are not content with the construction of their claims which the Courts have heretofore given to them, but are attempting to set up a much broader construction than they have ever received by any Court. We have, furthermore, shown that, even under such broader construction, it is necessary to assume that Bell & Tainter have covered ideas which are old and common in the arts, such as a loose adjustment for its old and general purposes, and not for any purpose specific to sound reproduction, in order to even attempt to make out a case of infringement. We have further shown, by a brief examination of their claims, that Bell & Tainter have not even pretended to cover such broad and general ideas and functions, but that each of their claims is limited to some feature of construction or operation not found in the Gramophone. We have finally shown that the attempt to use the Ecophone construction as a basis for making out a case of infringement of the Gramophone structure is based upon a manifest misunderstanding of the facts.

SECTION 3.

But there is another ground—and one which rests on broader consideration than any specific question of infringement—which, as we contend, is fatal to complainants' motion for a preliminary injunction. This will appear from the following consideration.

Mr. Berliner spent a number of years in his experiments for creating and perfecting his Gramophone. He made no secret of his operations, but as early as 1888 published an account of such results, as he had at that time, in a paper read before the Franklin Institute, a copy of which forms one of defendants' exhibits. Mr. Berliner, also, took out a number of United States Patents for his invention, of which these complainants must be presumed to have had knowledge. Copies thereof are attached to defendants' affidavits.

Furthermore, before undertaking to launch the business of selling Gramophones on the market, Mr. Berliner, in order to discover whether his machine was an infringement of any existing patent rights, took his Gramophone to a gentleman of wide knowledge, skill and experience in the art of sound reproduction, and asked for his professional opinion on this question. The gentleman happened to be one who had been intimately connected with prosecuting the application for the Bell & Tainter patent in suit, and who is now the general counsel for the complainant corporation. The opinion which this gentleman gave was placed on very high ground, and was conclusive to the effect that the Gramophone infringed no existing patent rights, and, in particular, that it infringed no patent right of Bell & Tainter. Perusal of this extremely logical and lucid opinion convinced Mr. Berliner and all who claimed under him, as we believe it will convince this Court, of the correctness of the conclusion of non-infringement expressed in the opinion. A copy of the opinion is attached to Mr. Berliner's affidavit.

On the basis of that opinion, Mr. Berliner went ahead to organize a company and this company went ahead to build up a large business. As early as 1894, over a thousand Gramophone machines and over 25,000 Gramophone records had been sold openly and publicly and in direct competition with the machines of the Graphophone Company. That business has been constantly increasing and in this present year its extent is measured by over half a million of dollars, for Gramophone machines fill a want not filled by other sound reproducing machines, being particularly adapted and exclusively intended for amusement purposes. Their great volume of sound, their freedom from liability to injury or wear, makes them far superior to any other type of sound reproducing machinery for such purposes and this is well proved by the fact that the price of a Gramophone is still kept at twenty-five dollars, whereas other sound reproducing machines are sold as low as ten dollars, and yet the sale of Gramophone machinery is constantly increasing. All this is so fully pointed out in defendants' affidavits that we need not enlarge upon the matter here.

Now, what has been the course of these complainants in view of these operations of Mr. Berliner? Here was a machine sold in open competition with their machine, and known by them to operate on a different principle. Their own counsel knew that. Whether these differences are great or small, whether they are important or unimportant, no one can pretend that the American

Graphophone Company and its agents were not aware of the fact that the differences existed. No one can pretend that the American Graphophone Company did not know that before it could succeed in holding the Gramophone machine as an infringement of the Graphophone patent, the question of the materiality of these differences, be they great or small, between the Gramophone and the Graphophone, would have to be litigated, contested and adjudicated.

Did, then, these complainants bring their bill against these defendants during all these years in which the defendants' business has been growing up? Did they even notify by letter or otherwise any person or persons connected with these defendants that the operations of the defendants were considered an infringement of the plaintiffs' rights? The answer is no.

But what did these complainants do? The answer is simple. They brought suit against people who were using Graphophone machines, not against parties who were using Gramophone machines. They sued parties who were using machines built as closely as possible in imitation of the Graphophone. They sued people all of whom were using wax or wax-like cylinders with shallow sound grooves having the undulations in the bottom, and it was in a suit brought against such machines that they have obtained the decrees which they are now urging in the case at bar.

Broadly speaking, defendants have no quarrel with complainants on this account. The complainants may have done what was wisest and best to protect their interests by testing their patent rights upon machines which were constructed in direct infringement of their own, so as to make certain, in the first place, to sustain their patents upon any construction of their claims, however narrow. The second step, that of attempting to broaden the construction of their claims so as to reach a larger and larger range of infringing devices might follow later on. Complainants' course may perhaps have been a wise course and one which they had a lawful right to take.

But in taking this course they must not forget that there are questions to be litigated in the present cause which never have been litigated before; that they knew that such questions existed and were not in litigation in their former suits, and that their failure to attempt to litigate them during four years of active and public work on the part of defendants, resulting in the construction of a large business, would certainly deprive these complainants of the right to a preliminary injunction.

We understand perfectly that the activity of complainants in bringing suits on their patents on devices which fall within the scope of their claims on a particular construction of them was sufficient diligence to entitle them to an injunction, at least on final hearing, against all future infringers who used the same device as those used by the prior infringers against whom suits had been brought, and which device also comes within the same scope of the claims. But we insist that just as soon as these complainants attempt to give to their claims a broader construction and one embracing devices not embraced by the narrow construction, which they alone were obliged to enforce in their prior suits, just so soon does their laches count against them when they attempt to enforce such broader construction. A claim narrowly construed and a claim broadly construed are, in law and effect, two different claims. In this aspect of the case these complainants have been suing on their narrow claims and they have failed for four years to bring and to prosecute to final hearing a suit on their broad claims, either against these defendants or any other defendants of whom we have knowledge, and this while the defendant's business was being publicly pushed and was rapidly growing. We

urge with all possible force that such laches on the part of the complainant, in so far as any alleged broader aspect of their invention is concerned, if it have a broader aspect, *which we deny*, has absolutely and unquestionably barred their right to a preliminary injunction.

Defendants have been building up their business honestly and in good faith. It is a business based on patented inventions of Mr. Berliner. Much money has been spent, much ingenuity has been exercised, much capital invested, in constructing this business. Complainants during all this time have been silent. Instead of bringing suit against these defendants, or even notifying any of them or any one connected with them that they intended to bring such suit, they have been prosecuting their patent rights against infringers who have closely copied their machines and records. They have been testing questions not necessary to be tested in this suit, and they have utterly failed to test the questions which they will have to test before they can hope to hold these defendants as infringers. Their delay so attempting to test these questions, their delay in bringing suit against these defendants, knowing as they did that it would raise questions not raised in the suits which they were prosecuting, and their delay to even notify these defendants that the defendants' acts were considered as infringing, has forfeited their right to a preliminary injunction.

Aside from this question of delay in bringing suit, the preliminary injunction should not be granted for reasons well stated in the case of the Burleigh Rock Drill Company vs. Lobdell (7 O. G., 837.)

"This is not a case of willful infringement, or of the use of a device identical with the patented one or a mere colorable attempt to evade it. The respondents are using a machine openly made and sold and used under patents, and which, in good faith, the manufacturers have placed in open competition with the machines made by the complainants, honestly believing that they were not trespassing upon any rights of the complainants. This is no defense if they are adjudged at the final hearing to infringe; but it is a reason why the Court should hesitate to interfere before the final decree in a case where there is no suggestion of any irremediable injury in the intervening time, or of any want of ability to respond to any judgment which may finally be recovered."

The case at bar is an exact parallel to that here quoted from.

There is another reason why a preliminary injunction should not be granted. It is that the injury which would be done to the defendants is far greater than any benefit which may come to complainants. The business of the defendant would be wiped out by a preliminary injunction. The only advantage which would accrue to the complainants would be, perhaps, after awhile, a slight increase in business by reason of an increase of their sales of Graphophones for amusement purposes. But it is well settled under such conditions preliminary injunctions do not issue (Swift vs. Jenks, 19 Fed. Rep., 641.)

But even machines thus sold could not adequately replace the Gramophone machines, as is abundantly clear from the affidavits, and there would thus be an injury to the public as well.

So, too, we insist that the proved financial responsibility of the several defendants and of the Berliner Gramophone Company which asks to be made a party to the suit through the affidavit of its president Mr. Parvin, is a good reason why no preliminary injunction should be granted. In this connection we desire to state that the United States Gramophone Company, the owner of the Berliner Patents, also desires to become a party to this suit.

Again, whatever position the Court may take upon the question of infringement, whether the claims be construed more broadly than they have heretofore been construed by Judges SHIPMAN and GROSCUP, or whether they be confined to the scope given to them by these Judges, certainly it must be admitted that the very best position the complainants can make out leaves a doubt about the question of infringement. But such a doubt on the question of infringement in itself disposes of a motion for preliminary injunction. In this connection we need only refer to Robinson's well-known work on Patents, Section 1191, and the numerous decisions cited under Note 1.

Again it is well settled that if after a consideration of all the circumstances of the case, including not merely the technical questions of infringement, but all of the rights of the parties, the Court is in doubt whether or not to grant a preliminary injunction, such doubt should be resolved in favor of the defendants. Under this aspect of the case it is also clear that the motion should be denied.

It is, therefore, prayed that the motion may be dismissed.

All of which is respectfully submitted.

GUSTAV BISSING, Of Counsel.

Items of Interest

Telegraph and Telephone Circuit on One Wire

An interesting and successful experiment was recently conducted by the D. L. & W. R. R. Co., between New York and stations in New Jersey.

It consisted in the operation of a telegraph and a telephone circuit on one wire, and at the same time. This is considered to be an accomplishment, as the electrical influences which acted upon river cables has hitherto rendered this impossible. This economical system will probably be used all through this line.

New Use For Liquid Air

Prof. Charles E. Tripler suggests that a vast improvement upon the present methods of disposing of our dead would be by freezing. He proposes the erection of a building, similar to a huge refrigerator, specially constructed, and the temperature constantly kept at from 200° to 300° below zero by the use of liquid air. It is claimed that the cost of maintaining such a building would not exceed that of any well regulated cemetery, and the bodies would be preserved indefinitely.

Wireless Telephony

The wires of the Central Telephone office at Ixelle, Brussels, were incapacitated and it was quite impossible to repair or replace them for some weeks. An effort was made to re-establish communication by the wireless system, which proved so highly successful that the inhabitants of Ixelle have continued its use with as much satisfaction and facility as heretofore.

Aluminum For Type-Metal

It is said that instead of the metal now used for the manufacture of type which consists of lead, antimony and tin of a specific gravity of about 11, a new alloy is to be used containing a large quantity of aluminum and possessing a specific gravity of 2.56-2.67. Some of the advantages claimed for this invention are that it is non-poisonous, and the type takes on and gives ink more readily.

American Novelties.

The "Foreign Buyer"

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W. H. Scholtz & Co., Amsterdam.
Simplex Automatic Machine Co., Amsterdam.
T. H. Sluijter & A. Stokvis, Amsterdam.
William Todd & Co., Amsterdam.
Vrolijk & Timperley, Amsterdam
Gebr. Willink, Amsterdam.
Walewijk, de Vries & Co., Amsterdam.
G. Baade, Rotterdam.
H. Baijer, Rotterdam.
Bingham & Co., Rotterdam.
J. A. Brakman, Rotterdam.
A. M. de Bruyn, Rotterdam.
E. Fauchey, Rotterdam.
Gebr. van Gelder, Rotterdam.
Gebr. Kema, Rotterdam.
C. P. Meulendijk, Rotterdam.
M. L. Noordijk, Rotterdam.
P. de Ruyter, Rotterdam.
F. L. C. de Ruyter, Rotterdam.
A. Smits, Rotterdam.
B. S. Stokvis & Zonen, Rotterdam.
W. Washington Taylor, Rotterdam.
Vrolijk & Oelrichs, Rotterdam.
Vrolijk & Timperley, Rotterdam.
J. de Vries & Co., Rotterdam.
Bax & van Hoogen, Utrecht.
C. P. J. van Berkel, Utrecht.
Firma J. A. Deumer-Cramer, Utrecht.
W. F. Emmelot, Utrecht.
Firma J. J. Goetsch, Utrecht.
Th. Janssen, Utrecht.
Firma J. Pieterse & Co., Utrecht.
Simplex Aut. Machine Co., Utrecht.
Arie Vestdijk, Utrecht.
Augustinus & Witteveen, Haarlem.
H. J. Bocage, Haarlem.
Gebr. Brakel, Haarlem.
Joh. Doornekamp, Haarlem.
J. W. Koopman, Haarlem.
Odenthal & Co., Haarlem.
J. Schackmann, Haarlem.

L. C. Smit, Haarlem.
Viets & van Leeuwen, Haarlem.
J. F. te Brake, Dordrecht.
Van Dijk & Co., Dordrecht.
G. Sillevs & Co., Dordrecht.
W. P. de Vries & Co., Dordrecht.

DEALERS IN ELECTRICAL MATERIAL, Etc.

Netherlands

Croon & Co., Roki 154, Amsterdam.
Goudriaan & de Ronde, Amsterdam.
Froeneveld, van der Poll & Co., Heerengr. 437, Amsterdam.
W. Hooij & Zoon, Amsterdam.
F. Muschter, Bilderdijkstraat 83, Amsterdam.
Ribbinle, van Bork & Co., Keisergr. 85, Amsterdam.
Roothaan, Alewijse & Co., Amsterdam.
A. Sidré, St. Lucieustee 3, Amsterdam.
H. A. de Vries, Sarphatipark 59, Amsterdam.
De Vries, Mulder, & Co., Spuistr. 150, Amsterdam.
J. M. A. Bekking, Boerenvischmarkt 2, Rotterdam.
Gebr. Camiada, Hoofdsteeg 28, Rotterdam.
Van Dooru & Köhler, Rotterdam.
Vierordt & Co., Prins Hendrikkade 35, Rotterdam.
Electrische Maatschnppij "Volta," Rotterdam.
Groeneveld van der Poll & Co., Rotterdam.
W. Haaxman & Co., Grootte Paauwensterg 4, Rotterdam.
A. F. M. Hazelzet, Steiger 45, Rotterdam.
Herkenrath & van Raden, Nieuwehaven 120, Rotterdam.
W. Haaxman & Co., Grootte Paauwensterg 4, Rotterdam.
A. F. M. Hazelzet, Steiger 45, Rotterdam.
Herkenrath & van Raden, Nieuwehaven 120, Rotterdam.
Van der Kolf & Molijn, Noordsingel 205, Rotterdam.
H. C. van Mens, Haringvliet 55, Rotterdam.
Van Rietschoten & Houwens, Wijnhaven 107, Rotterdam.
Wijumaleu & Hausmann, Wijnhaven 84, Rotterdam.
F. P. J. Beck, s'Gravenhage.
J. J. F. v. d. Bergh, s'Gravenhage.
W. F. v. Declen, s'Gravenhage.
J. A. v. Heck, s'Gravenhage.
B. G. v. Herwaarden, s'Gravenhage.
Gebr. Schuepper, s'Gravenhage.

DEALERS IN MICROSCOPES, SCIENTIFIC INSTRUMENTS, OPTICAL GOODS AND THERMOMETERS.

Netherlands

S. Bosman, s'Gravenhage.
Gebr. P. & H. Caminada, s'Gravenhage.
A. W. Heijnen, s'Gravenhage.
L. Pohl, s'Gravenhage.
H. C. J. Vrijthoff van der Toorn, s'Gravenhage.
J. E. Esselink, Utrecht.
J. M. Harting Bank, Utrecht.
D. B. Kagenaar, Utrecht.
D. W. van Rennes, Utrecht.
J. J. Drukker, Haarlem.
F. A. Federmann, Haarlem.
H. Meeuwig, Haarlem.
J. J. Weber, Haarlem.

DEALERS IN MUSICAL INSTRUMENTS, (ORGANS, PIANOS, Etc.)

Netherlands

C. C. Bender, Damrak 74, Amsterdam.
Jan C. Bender C. Czn., Damrak 74, Amsterdam.
Th. Brugman, Lauriergracht 93, Amsterdam.
A. F. C. Dellebarre, Plauciusstr. 11a., Amsterdam.
L. J. F. Duwaer, Rokin 86, Amsterdam.
Goldschmedings Piano & Orgelhandel, Amsterdam.
A. M. T. van Ingen, Anjelierstr. 175, Amsterdam.
P. J. Haanraads, Bloemgracht 24, Amsterdam.
C. A. Knipscheer, van Baerlestr. 36, Amsterdam.
P. van Leeuwen & Zoon, Warmoesstr. 73, Amsterdam.
C. L. Soutendijk, Amsterdam.

P. Graet, Haarlem.
C. Hemskerk, Haarlem.
J. D. Niemann, Haarlem.
P. van Ooij, Haarlem.
F. J. Wiegant, Haarlem.
Gebhardt & Co., Rotterdam.
F. W. van Gelder, Jonkerfraustraat 126, Rotterdam.
J. Th. van Gelder, Sheepstimmermanslaan 13, Rotterdam.
A. van den Haspel, Inkerrottekade 107, Rotterdam.
Ph. Ch. Kaltwasser, Creoswijkstraat 9, Rotterdam.
J. Oldenburg, Passage 4, Rotterdam.
J. van der Tuk & Co., Hoogeboezem 33, Rotterdam.
A. de Zeeuw, Rosestraat 20, Rotterdam.
O. J. Bekker & Co., s'Gravenhage.
M. L. F. Brosch, s'Gravenhage.
Keisler & v. Paaschen, s'Gravenhage.
Ch. F. Rijken & Co., s'Gravenhage.
Van Voornveld & Spoor, s'Gravenhage.
Firma J. Bactz & Co., Utrecht.
Bern. J. Bauning, Utrecht.
J. P. Brantenaar, Utrecht.
Firma T. J. Deierkauf, Utrecht.
Gebr. Hoijtink, Utrecht.
Ernst Krill & Co., Utrecht.
Firma H. Rahr, Utrecht.
Firma J. A. H. Wagenaar, Utrecht.
J. H. Bekker, firma D. van Druten, Groningen.
C. Le Clercq, Groningen.
A. J. Jonkhoff, Groningen.
C. W. Snelleman, Groningen.
Meijroos & Kalshoven, Arnhem.
C. C. Bender, Leiden.
J. v. d. Berg, Leiden.
Gebrs. Berkeljon, Leiden.
A. A. Peltenburg & Zoon, Leiden.

DEALERS IN PHOTOGRAPHIC MATERIALS.

Netherlands

E. Fischel, Jr., Amsterdam.
W. Geisler, Amsterdam.
Ch. de Gorter, Amsterdam.
B. Groote & Co., Amsterdam.
Hendrik Groote, Amsterdam.
Guy de Coral & Co., Amsterdam.
M. H. Hesse, Amsterdam.
C. A. P. Ivens & Co., Amsterdam.
Reflex Compagnie, Amsterdam.
Reflex Compagnie, Rotterdam.
Jan Mighorst, Rotterdam.
M. van Os, Rotterdam.
S. Bosman, s'Gravenhage.
L. Hoorenman, s'Gravenhage.
Welsing & Heijne, s'Gravenhage.
Firma Caramelli & Tessaro, Utrecht.
Const. W. Grolman, Utrecht.
H. B. P. A. Hungelman, Utrecht.

Electric Fan Slot Machine

A new and novel slot machine recently patented is the electric fan. It is proposed to manufacture a large number of these machines and place them in offices and homes where electric current is used. The insertion of the necessary coin puts the fan in motion, and a predetermined amount of refreshing breeze is produced.

The inventor says that many persons are deterred from investing in electric fans because of the initial expense of purchase and the limited service secured, there being but about two months in the whole year when fans are desired. He thinks they would more generally be resorted to if the delightful breeze could be obtained at by merely small expenditures.

THE PHONOSCOPE

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THE PHONOSCOPE is the only journal in the world published in the interest of Talking Machines, Picture Projecting and Animating Devices, and Scientific and Amusement Inventions appertaining to Sound and Sight.

Correspondents in London, Paris, Berlin, Amsterdam, Madrid, Alexandria and Constantinople, Australia, South America, Central America, Canada and 108 cities in the United States.

The Publishers solicit contributions from the readers of THE PHONOSCOPE, and suggest that any notes, news or items appertaining to sound and sight would be acceptable.

Messrs. Hawthorne and Sheble are preparing to open a New York office.

It is rumored that there is to be a consolidation of Gramophone interests or a Gramophone trust for all the world.

The exhibit of the National Gramophone Co., at the Electrical Exhibition, Madison Square Garden, New York, is worth seeing and hearing.

The Lyric Phonograph Co., are making fine solos, sung by Miss Manu, with violin obligato by Mr. Ernest Erdmann. The combination is magnificent.

The Home Grand Graphophone, price, \$100.00 is the latest production of the Columbia Phonograph Co. The machine uses the five inch diameter cylinder and on the plan of the A. T. Graphophone.

Fred. Hylands, Len. Spencer and Harry Yeager, have purchased the plant of the Knickerbocker Co., 33 West 27th Street, New York, and the new firm will hereafter be known as Hylands, Spencer and Yeager.

The Edison Concert Phonograph has the fault of its reproducing sapphire not dropping down far enough to track on thin records. Purchasers of this machine should see that their records are all on thick wax cylinders.

Mr. Herbert A. Budlong, Executive officer of the American Graphophone Company, has become an enthusiastic member of the Bridgeport Yacht Club and has a twenty-footer entered for the Decoration Day races.

I. W. Norcross, Jr., manager of the Norcross Phonograph Company, claims the sole right of the title "Metropolitan Band." This claim is based on priority and the fact of its being used by him since he first started in the Phonograph business, over two years.

Mr. C. E. Stevens is one of the busiest men in the Phonograph trade just at present but never allows his business to get the best of his good nature, always willing to secure small orders, which are as thankfully received and filled as the large ones. Such is success.

Mr. Shattuck, the genial advertising manager of the National Phonograph Company, has recently issued some very interesting pamphlets relative to the Phonograph, copies of which may be had upon request. They will be furnished to dealers in any quantity at a nominal price.

I. W. Norcross, manager of the Norcross Company, has been working for many months on a new recorder and claims that it will surprise the Phonographic world. His working hours are from 8 A. M. to 11 P. M. He deserves all due credit for building up his plant as it is to-day.

Mr. Peter Bacigalupi, of San Francisco, has one of the finest Phonograph parlors in the United States, and is doing a very fine business due to the fact that he keeps only the best kind of records in his slot-machines. We are in receipt of several photographs for which we extend our thanks.

One of the many successful records made by the Norcross Phonograph Company is the "United States Flagship Baltimore March," which is being reproduced on all the battle ships and is becoming very popular. The composer is one of the musicians of the Metropolitan Band, now playing for the above concern.

A trio of well known New York Phonograph men, Mr. Cleveland Walcott, A. E. Footman and Alfred Clark sailed for England on the Teutonic, April 20th, to engage in the Gramophone business in France. W. Barry Owen, of the London Gramophone Co., and Mr. Berliner of Gramophone fame accompanied them.

We have seen in the office of F. M. Prescott, of New York City, some beautiful glass horns which he brought from Paris. Mr. Prescott expects to take up the manufacture of glass horns in the near future for use with all talking machines. Their acoustic properties are marvelous, a small glass horn giving better results than large brass horns.

We have seen the new Zonophone and the new process Gramophone records advertised by Mr. F. M. Prescott elsewhere in this issue and in our judgement as experts can say they are all Mr. Prescott claims for them. We congratulate the Gramophone Co., on the perfected Zonophone. It supplies a long needed want and is destined to be a good seller.

The Original Lyric Trio have been so extremely busy making records for various companies during the past month that they are compelled to work late nights to fill their own orders. One of their latest ventures is the making of records to order for the Graphophone Grand and the Edison Concert Phonograph. All orders for selections from any opera will be executed at short notice.

The Phonograph Sapphire Company have branched out and are prepared to supply anything in the talking-machine line. Mr. John S. Jones, the able manager of this concern, will be pleased to correspond with any one desiring information regarding this business. He will also make a specialty of Bettini Micro-Attachments and records. Being young, active and well-known he should make a success of his new venture.

Mr. G. Bettini has in preparation new models of Micro-Attachments for the Edison Concert Phonograph, the Columbia Grand and the Columbia Home Grand. With these diaphragms perfect

records are obtained and perfect reproduction; the tone most natural in quality and musical, clearer and louder than with any other diaphragm and yet with no metallic resonance. They are easily attached to Phonographs and Graphophones, no alterations on same being necessary.

The Columbia Phonograph Company has fixed the price of "Grand" records at \$2.50 each and of "Grand" blanks at \$1.50. These prices go into effect June 1st. The appearance of the "Home Grand" Graphophone to retail at \$100—a machine that embodies the same principle as the "Graphophone Grand" reproduces the same records with the same marvelous effect, makes it probable that records of this class will be called for in quantities sufficient to make it profitable to produce them at a low price.

The Columbia Phonograph Company has opened a handsome branch office in Berlin, 55 Kronenstrasse. Mr. Chas. N. Wake who was assistant manager of the Paris office, has taken charge of this new office with Mr. Chas. F. Wilbur as his assistant. Mr. Marion Dorian who has been in charge of the Washington office, has gone to Paris to take Mr. Wake's place there and Mr. Franklin Moore has been transferred from the New York office at 27th Street & Broadway, to the command of the Washington office.

The announcement made in the daily papers that the suit for infringement brought by the American Graphophone Company, against the National Gramophone Company, had been decided in favor of the defendant was based on a misapprehension. Judge Lacombe had quoted a temporary restraining order, based on his opinion that the points involved had already been adjudicated in the Walcott & Leeds case. The Court of Appeals held that the adjudication did not cover all the points raised in the Gramophone case and set aside the temporary restraining order, so as to permit the whole case to be heard.

The firm of Messrs. Reed, Dawson & Co., of Newark, N. J., are certainly progressive. Our representative visited their offices recently and was surprised when Mr. Reed informed him that he had received orders amounting to 4,000 records in one week from foreign countries alone. One of their leading features is the American Quartette, which consists of Wm. F. Hooley, basso; F. H. Dudley, baritone; Jere Mahoney, tenor and John H. Bieling, tenor. They deserve great credit for their hard work and perseverance which they have undergone in order to become prominent. One of their most successful productions, in our opinion, is entitled "The Tear."

A new Graphophone is advertised by Messrs. Hawthorne & Sheble, in this issue, namely, the Home Grand Graphophone and from all accounts, it is no doubt destined to have a large sale. The machine is built on the same lines as the Graphophone Grand, only the construction is somewhat simplified. As the same ideas both for recording and reproducing are used on this machine as embodied on the Graphophone Grand, the results obtained from it are fully equal to the more expensive instrument. The machine will no doubt meet with a favorable reception, by the trade, as it is unquestionably an article of the highest merit, selling at a popular price.

The firm of Harms, Kaiser and Hagen have adopted the new attachment for recording and the new records made of J. J. Fisher and Robert J. Webb have met with great success. They ar

now busily engaged in making their entire stock on the new process and are preparing themselves for a prosperous season. They have added quite a few new selections to their large catalogue and have issued several supplements in the past month. The violin records by Mr. F. W. Hager, which have been so successful are still in demand. Mr. Hager has been kept constantly employed supplying them. The Imperial Band, which is also under his direction, is becoming very popular.

We take pleasure in announcing the fact that the Polyphone Company of Chicago have placed on the market the Gem Polyphone and the Polyphone Grand. The Gem Polyphone is guaranteed to be twice as loud and natural as any other talking-machine that sells for less than \$35. It uses the same record as the Phonograph or Graphophone. The Polyphone Grand is a new talking-machine, the reproductions of which are as loud and natural as the human voice and can be heard distinctly in the largest theatre. The two diaphragms double the volume, making this machine five times as loud as the other style machines or two and one-half times louder than any other Grand or Concert machines.

Mr. Chas. H. Lichty, of Reading, Pa., who is an extensive and enthusiastic dealer in the talking-machine business, is making novel use of the Graphophone Grand. He has constructed a horn over fourteen feet in length which extends from his second story window out over the sidewalk, and to this he attaches the Graphophone Grand. The results secured were astonishing to Mr. Lichty as the reproductions are so loud, clear and entertaining that when the machine is operated such a large crowd is attracted that traffic on the street is interfered with, so much so that Mr. Lichty has come into contact with the local authorities who threaten to prosecute him. Mr. Lichty expresses his confidence in winning in such event and in the meantime he is giving daily matinee and evening performances to the people of Reading who seem to enjoy them more and more, and Mr. Lichty is receiving a vast amount of advertising and a big increase in the talking-machine business.

Mr. and Mrs. E. D. Easton entertained a large company of friends at the Waldorf-Astoria, Wednesday evening, May 24th. The real occasion was the anniversary of their wedding, but this was not mentioned in the invitations. As a compliment to Mr. Easton, the "talent" engaged in making Columbia Phonograph records volunteered in a body to entertain his guests. As a result a concert was given in the Myrtle room which could not be equalled in any theatre in the country for variety and general excellence, as every performer was a star. Those taking part were the Columbia orchestra under the leadership of Tom Clark, Geo. P. Watson, the Lyric Trio, composed of Miss Estella Mann, Mr. Havens and Mr. Hooley, Mr. Bevuè, Cal Stewart, Geo. Schweinfeist, Fred. Hylands, John C. Martin, the New York Quartette, composed of Messrs. Harding, Campbell, Porter and Jones, E. P. Ransom, Lenard G. Spencer, Mine. Alba, J. W. Myers, Will F. Denning and the Lowe brothers. The entertainment was under the direction of Mr. Harry Yeager.

Of Interest to Dealers

EDITOR OF THE PHONOSCOPE:

After several interviews with leading contract dealers in talking-machines and supplies I believe that a co-operative plan can be arranged by which

we can protect ourselves against the various department stores handling talking-machines, records and supplies, and other dealers who are not living up to their contract in maintaining prices, which evil is becoming greater every day, causing the legitimate contract dealer to not only lose business but place himself in a very ridiculous position with buyers. No doubt the large manufacturing companies do all they can to govern these matters, as their circulars and contracts all state that they will, but the fact remains the same that as a large part of their advertising bills are paid for in goods, the only way for the publisher to realize cash for his advertising is to sacrifice the goods which he has been compelled to take in exchange, or lose the business; consequently these goods are what generally cause the cut prices. My idea would be to form a syndicate, or club, at a membership fee of \$2 a month and maintain an office in New York, where these floating stocks of machines and records could be secured and taken off the market and distributed among the various members of the syndicate according to their wants. This would enable the dealers, who are members, to secure their goods at less than the regular price and reap the benefit themselves, and would also enable us to keep the goods out of the hands of price cutters. I believe that a club of this character would soon have a membership of over 500 and the co-operation of a large number of dealers, and would not only stop this great evil, but would greatly advance our interest and enable us to not only maintain prices, but by combining our orders, would also procure better prices from manufacturers, as the large buyer always gets bottom price, and a club of 500 in placing orders could cut a lot of ice. I would like very much to hear from dealers in regard to this subject as I am greatly interested and the sooner we get together, the better for our own interests.

Yours truly, A. T. ARMSTRONG,

Dealer in talking-machines for export,
106 Wall Street, New York.

Letters

This column is open to any of our patrons who have a complaint to make, a grievance to ventilate, information to give, or a subject of general interest to discuss appertaining to Sound Producing Machines, Picture Projecting Devices, Slot Machines, Amusement Inventions or Scientific Novelties in general.

TO THE EDITOR:

Seeing my name near the head of the list of suspended dealers, issued by one of the large Phonograph Companies, said suspension supposed to be for rate cutting, I beg to state to the trade that I am guiltless of price cutting and the fact is yet to be proven, I challenge anyone to prove that I have not adhered strictly to schedule prices. The real reason of my suspension was to endeavor to help a more favored dealer build up a business by boycotting me. Thanks to many friends, I am still in the Phonograph business and can secure all the Phonographs I require to fill my orders at regular prices. Very truly,

F. M. PRESCOTT.

NEW YORK, N. Y., May 15th, 1899.

PHONOSCOPE PUBLISHING COMPANY:

DEAR SIR:—I think you will be interested to warn the trade again against one, F. P. Moore, who travels under the name of many different aliases; his latest one has been F. Lester, he having shown up in Detroit under that name, doing business as Detroit Electric and Commercial Company, 12 Chester Avenue, Detroit, Michigan.

Letters to F. M. Prescott and Hawthorne &

Sheble signed F. Lester at the above address were at once recognized by the above gentlemen as being no other than F. P. Moore, and a commercial report from Detroit confirms these facts, with the additional statement that F. Lester had now left Detroit, leaving an address where his mail should be forwarded to Chicago. Yours truly,

F. M. P.

Legal Notices

The talking-machine companies have taken steps to stop what they claim to be extensive operations in Chicago, by persons alleged to be counterfeiting talking-machines. The proceedings have taken the form of an infringement suit begun by the American Graphophone Company, the owner of the fundamental patents. In this matter the Edison or National Phonograph Company joins with the Graphophone Company. Recently it was discovered that talking-machines, both Phonographs and Graphophones were being made in Chicago. Even the patent marks and number plates put on in the legitimate factories in the east, being, it is alleged, counterfeited. The intention, it is charged, was to market the talking-machines thus made, as the genuine product of the Graphophone factory or of the Edison factory. Recently Judge Kohlsaat of the United States Circuit Court in Chicago granted a preliminary restraining order enjoining the defendants and set the case for final hearing June 8th. The defendants named in the motion for a restraining order are Sutter & Ott, Leon F. Douglass, Henry B. Babson, the Talking-machine Company and the Polyphone Company. Some of these, it is alleged, were engaged in making these machines, and others in selling them. A similar order was granted by Judge Kohlsaat against Messrs. Douglass and Babson, the Talking-machine Company, and the Polyphone Company, restraining them from making duplicate records for talking-machines and also from making duplicating machines.

The suit for infringement brought against Hawthorne & Sheble of Philadelphia, by the American Graphophone Company, has been settled satisfactorily.

The proceeding was interesting because it involved the right to make Graphophones Grand or any talking-machine that embodies the new principle of recording and reproducing sound, developed in the laboratory of the American Graphophone Company. After the Graphophone Grand was exhibited six or seven months ago and created a tremendous sensation by reproducing music and other sound as loud, and even louder than the original, Hawthorne & Sheble prepared to make machines like it. They were immediately made defendants in the infringement suit. It appears that the firm undertook the manufacture of these machines in good faith, believing they were authorized to do so by permission obtained from Edison's Company, the National Phonograph Company. When they discovered the Edison Company could not give such authority, they immediately made a settlement with the American Graphophone Company. They had meanwhile turned over the machine they had constructed to the Edison Company. Messrs. Hawthorne & Sheble say the new machine just announced by the Edison Company as the Concert Phonograph, and which resembles the Graphophone Grand in construction and principle, is the machine they made and turned over to the Edison Company.

The American Graphophone Company not only claims the credit of producing this new type of talking-machine, but claim also all commercial and manufacturing rights under its patent.

Our Foreign Correspondence

PARIS, France, April 8, 1899.

EDITOR OF THE PHONOSCOPE.

I have thought that while passing a few days here your readers might enjoy a short description of the talking-machine business as I find it here. Werner Freres have been bought out by Pathe Freres. Vifquain and Wessels are both away from Paris and the largest people here now are Pathe Freres and the Columbia Phonograph Company. I had heard so much of the growth of Pathe Freres, business and their enterprise that I determined to find out for myself how true the reports were which had come to me from time to time. I accordingly called on the firm at their head office, 98 Rue de Richileu, where they occupy the whole building of four stories and employing 120 people under its roof. The principals of the firm are M. Emile Pathe, M. Charles Pathe, and M. C. Grivolas fils administrateur d'élèze de la Cie. These gentlemen have associated with them also M. Leo Lefebvre who attends to the outside business. I found all of them exceedingly bright Frenchmen, understanding all the mechanical details of Phonography as well as having great executive ability. Their enterprise and go-it-ahead-tiveness is truly worthy of Americans. M. Charles Pathe speaks Spanish fluently while M. Lefebvre is a good English scholar. At the head office all the executive business is conducted, besides a large salesroom on the ground floor, with exhibition rooms on other floors, while on the upper floors are the record-making rooms. A careful inspection of these showed that the firm are up-to-date in record-making. All their records are originals and no attempt has been made at duplicating. The records are all made on Graphophones, with an improved recorder which Pathe are getting patented. It gives a very loud, natural and clear tone. I tested out about sixty of their records to take to America as samples and out of sixty tested I only discarded three as being unsatisfactory. Their records are equal if not superior to any I have heard in America. Their repertoire of songs in French male and female voices, is especially good. Pathe are paying great attention to the Graphophone Grand and are making their own machines with an improved reproducer. Their Grand records are very good. They have leased a small theatre called "Theatre des Capucines" situated in a central part of Paris on the Boulevard des Capucines. Here the Graphophone Grand is exhibited twice daily, afternoon and evening. I visited the exhibitions several times and found the theatre crowded. By these exhibitions a great many sales of the Grand are made. This theatre is entirely in charge of M. Lefebvre. Vaudeville acts are interspersed with the exhibitions of the Grand. Pathe Freres do not use a large horn or a brass one with the Grand as is the American practice, but a clear glass horn, bell shaped, about eighteen or twenty inches long and ten inches in diameter at the bell. The horn is suspended from the ceiling of the stage by an invisible wire and its use adds very much to the appearance of the machine; it being of clear glass, all of the machine is visible and no part is hidden as is the case when the large brass horns are used. The results in volume and clearness of tone are equal to that obtained by the fifty-six inch brass horn at home. Pathe also make other styles of glass horns for the many different machines they sell, the horns being of colored and varigated glasses and of odd bell shapes, similar to the fancy incandescent lamp shades of to-day. I am bringing home samples as curiosities to show our American friends the enterprise of these Frenchmen.

Pathe have called their Graphophone Grand "Le Stenator" after the ancient of the same name who had such a powerful will. Pathe are also manufacturing Eagle Graphophones which they style "The Cock." Their capacity for the manufacture of these is limited and they are forced to purchase many from the Columbia Company to supply their large trade. Pathe are also making a good quality of blanks and seem to be securing the majority of the blank business of England and Europe. They furnish their blanks shaved and each packed in a fine cardboard box cotton lined. At 26 Boulevard des Italiens they have a "Salon du Phonographs" or a slot parlor as we would say in America. About forty people are employed here, and the arrangement of the parlor is very fine. Instead of being able to hear one tune or record only as in America they have an arrangement where by dropping a coin in the slot the customer can select and hear any selection from their large repertoire of over 1,500 cylinders. The system consists of many cabinets each arranged the same, with hearing tubes, a coin slot and a combination for numbers. The customer chooses the number of the record from the catalogue of the selection he or she desires to hear and makes the combination on the cabinet show this number, which number is immediately shown to the operator in the room below. The operator immediately takes the record of that number from the rack and places it upon the machine connected to that cabinet and starts up the machine; not over ten seconds elapse in doing this. The salon is fitted up with luxurious easy chairs and often a customer will spend an hour or two hearing his favorite selections. Other offices of this firm are "Le magazine du Cineomatographs et Films" at 85 Rue de Richileu where ten persons are employed. "Le atelier for finishing" machines at 30 Rue Saint Marc, employing twenty people. The storehouse for records at 8 Rue Saint Augustine where 30,000 records may be stored. This place is also used for packing and shipping. The factories are three in number and are located as follows: for the manufacture of machines, 25 Boulevard de Belleville, employing 200 workmen, for the manufacture of blanks at Chaton, 150 workmen, and for the manufacture of Cineomatographs and films at Vincennes, 50 workmen. The films made by Pathe are the most artistic I have ever seen. The backgrounds are beautiful, being light and without pinholes and light specks. The lenses used in photographing are very wide angle, thus making a large field in the photograph. This firm being Frenchmen in their own country are bound to succeed. The capital of the company is 2,000,000 francs and they are just about interesting a further 2,000,000 fr. I called also at the office of the Columbia Phonograph Company, Boulevard des Italiens and found a large and well equipped establishment. Mr. Frank Dorian, its well-known manager, was away, but I had the pleasure of meeting Mr. Waite, his assistant. Their force is large and in keeping with the size of the plant. They are manufacturing also a good grade of French records which is necessary in order to compete for the French trade. No Gramophones are sold in France for the reason that there are as yet no Gramophone records in that language. In London I found the Edisionia Ltd. doing the principal retail business with three or four stores in the principal streets of London. The Edisionia is now controlled by the Edison Bell Consolidated Phonograph Company, Ltd., whose office I visited at 39 Charing Cross. Their office is very well equipped for the conducting of a good business. I found them pushing the sale of Bettini attachments. Right here I should mention that Pathe are manufacturing all Bettini attachments, including one for the Eagle Graphophone.

The Gramophone business in England has been practically killed for the moment by the decision of the English Courts sustaining the Edison Bell Company in their advertisements warning the public against the purchase of Gramophones, which infringe their Phonograph patents. The real decision of the validity of the Gramophone patents will not come off for eight or nine months, and meantime the London Gramophone Company's business is dead unless they should come to some agreement with the Edison Bell Company. I had the pleasure of meeting Russell Hunting in London, where he has been since last October. He has been employing his time to advantage in starting a record plant for the Edison Bell Company and others. He also told me he had kept his pencil busy getting material for new Casey records, and he had some fine ones to put on the market on his return to New York with titles such as "Casey in London," "Casey crossing the English Channel," "Casey in Paris," etc.

Since my visit here last August I find a decided development in the talking-machine business and prophesy a good field here for the future. The market for records of popular songs is especially good from the fact that in all the theatres the audience join in the song with the stage artist, and thus the public soon learn the latest songs and then everyone wants them on a Phonograph record. I must not forget to mention that the Edison Bell Company have just arranged that every incoming steamer to Great Britain report its cargo to their agents, so that now it is almost impossible for any illegal or infringing machines to be imported into Great Britain without the knowledge of the Edison Bell Company. Fraternally yours,

F. M. PRESCOTT.

New Corporations

Knickerbocker Automatic Machine Company, Albany, N. Y.; capital stock \$50,000. Buy, sell and operate coin controlling devices. Directors: William P. Shaw, Henry Bronk, E. B. Toedt, John D. Parsons and William Tompkins.

International Stylophone Company. Principal office, the Corporation Trust Company Building, Jersey City, N. J. Manufacture talking-machines, etc. Capital, \$100,000. Incorporators: John S. Bradley, Fred C. Boyd, Major D. Porter, Kenneth K. McLaren.

The Projectoscope Company, of New York city. To manufacture nickel-in-the-slot machines. Capital, \$13,000. Directors: Constantin, W. W. Timpson and H. M. Greene, of New York city.

Depue Chronomatograph Company, Chicago; capital stock \$30,000; incorporators, E. Burton Holmes, Oscar B. Depue and William J. Karner.

Chicago Talking-machine Company, Chicago; capital, \$1,500; manufacture talking-machines; incorporators, Elmer E. Hill, George W. Dupree, Frank L. Wean.

The American Kinetoscope and Novelty Company, Toronto, Canada; capital, \$10,000. Directors, J. E. Adams, G. A. Irwin, D. von Cramer, J. F. Mackie of Montreal and F. Courtenay of Brooklyn.

American Electrocope Company of New York city; capital, \$50,000. Directors, J. J. Alexandre, Isaac Alexandre and A. L. Louis, New York city.

Our Tattler

Mr. H. Kennedy, the Graphophone man, was strolling out of the Grunewald lobby the other evening when a broad-shouldered stranger, wearing a slouch hat, tapped him on the shoulder. "Is your name Kennedy?" he whispered hoarsely. "Yes, sir," replied the talking-machine expert, somewhat surprised. "What can I do for you?" "I didn't know but what you might need me in your business," continued the stranger, still speaking in a stage whisper. "What do you want to do?" asked Mr. Kennedy, still puzzled. "Handle the machines?" "No," said the broad-shouldered man, "I don't know anything about them machines, but I heard you wanted some men to—to—" He stopped and seemed embarrassed. At that a light broke in upon Mr. Kennedy. He had recently conceived the idea of having certain French folk songs recorded on his cylinders for the local market and had made a few inquiries for good native singers. "Ah! I see!" he exclaimed cordially, "you want to make a record." "Yes," said the stranger, eagerly; "I want to make a record for myself." "Just one for yourself," repeated Mr. Kennedy, disappointed. "Well, come along." He led the way to his office, the stranger preserving unbroken silence en route. "This chap must be a sort of a crank," mused Mr. Kennedy, "but there's no harm in picking up a customer whenever you find one." "Come in," he continued aloud, as they reached the Graphophone shop, "and just sit down while I get ready for you." Opening a cabinet he produced a machine and put it on the table. "Now, what is it that you wish to make," he asked, "a singing record or a speaking record?" "Singing record!" roared the stranger, springing suddenly to his feet, his eyes blazing fire. "What d' take me for—a bloomin' tenor! I want to make a fighting record!" "Dangerous lunatic, by Jove!" ejaculated Mr. Kennedy, getting on the other side of the table. "You can't do any fighting here, my friend." An awful pause ensued. "Is your name really Kennedy?" asked the stranger, breathing hard. "It is." "Col. Kennedy, the Rough Rider?" pursued the other, fixing him with a baleful glare. At the question the atmosphere swiftly cleared. Mr. Kennedy smiled. He came from behind the table. "It is all a mistake," he said, cordially. "Col. Kennedy is much taller than I, and he has less embonpoint, as we French scholars say. But what did you think I was referring to when I spoke of machines?" "Thunder and lightning!" exclaimed the broad-shouldered man. "I thought you were talkin' about Maxims."

Love and the Phonograph

I.—HIS CYLINDER

MY DARLING CYNTHIA, the Phonograph has just arrived, and I hasten to act on your charming idea that we should hear each other talk when we are apart instead of only having the—er—chilliness of words in black and white. (Turning his head: "Why the deuce she should get such an idea!")

Yet, after all, how can I speak to you on a faceless and thoughtless Phonograph, when it is your face that I am dying to see and your little ear that I am dying to whisper into? The sight of you is the only thing that satisfies me, so how can I be satisfied with such a worldly, callous thing as a Phonograph? And, if one's heart is not satisfied, how can one say the things that one feels, the things that stir in one's—er—heart? I take out your photograph—I take out your (where on earth?) As I say, darling, I take out your photograph from the pocket near my heart, where it lives (Dash the thing! It's Belinda's!) to pretend

I am speaking to your own sweet little self. But at the sight of it I can only be dumb and think of you.

And when I am thinking of you, telling over your beauties to my deepest heart, how can I be so soulless as to pour out my soul on a Phonograph, of all inert things? (Who's that? John? Come in. No, not whiskey this morning; brandy and soda.) The one thing that gives me happiness is the thought that, though apart, there is a connecting link between us, even if it is only represented by a squeaking cylinder. (But that's the tape, John. Where are you, John? John! See if Catapetes runs in the first race. Thanks. Now go.)

And it is just that connecting link, squeaking cylinder and gaping tube though it is, that brings such heavenly joy to my soul. Oh, Cynthia, a man would serve and wait for years, a man would make no end of a fool of himself only for love of you! For one kiss I could give up all that other men call happiness. (How on earth I am to chuck Belinda, I don't know. I suppose a man must, though.)

Dearest, what did you, what could you mean last night by asking me if I had ever loved any one else? How can you doubt me? Do I doubt you? I was horrified. Such a spirit is the ruin of married life. The woman who would be happy must trust her husband absolutely.

When is a man safe if a little unfledged goose like you—ahem!—I mean, never, never, darling, let yourself say such a thing again. It was almost treachery to me for you even to think it. Could a man love as devotedly, as—er—unselfishly as I love you, rich though you are, if he had ever given a thought to another woman? Could a man look into your eyes if he had ever looked with love into another woman's? You know he couldn't. Let that be our last word on the subject. I forgive you, so don't cry your pretty eyes out.

I am simply inundated with business this morning. Every moment I am called away, but the whole world should wait rather than I'd miss phoning you as I promised. (By Jove, though, if I don't look sharp over the thing I'll miss that Goodwin special! Hang it all! I must see Catapetes run his first race.) I would give anything to come and drive with you in the Park instead of slaving here. (That reminds me—B. must return that brougham. It will do up nicely for Cynthia.) But I shall not be able to do more than dine with you to-night, darling. Work presses very hard, and I want to clear off everything before our marriage. You little know the incessant toil of my life, the constant sacrifice of pleasure to the one dull grind. But, darling, it is all worth while. I would do a hundred times as much for your sake.

When we're married there mustn't be a care in the world. And how soon that will be? Only three weeks! (Yes, Belinda must clear out of that Monte Carlo house. By the bye, why not spend the honeymoon there?) Oh, the thought of three weeks to-day (or to-morrow?) stirs my soul to its very depths! (Yes, I rang, John. Brandy and curacoa, and call me a cab.)

And now, my dearest own, I must say good-by. There must be a throng of clients in my room. I haven't even time to hear this thing through its lesson. Forever your own.

CLAUD.

II.—HER CYLINDER

What an amusing machine this is, and what a curious, clicking sound it makes? Though even now—and I read your cylinder quite three hours ago—I hear its ticking less than the beating of my heart. I am glad, anyhow, that at first you liked the idea. It was nice to hear your voice.

I'd never really heard it before. How strange it seemed without you!

How curious that your horse Catapetes was only beaten a head! Are two heads better than one heart?—because a few hours ago you might have had your choice of either head or heart. Now there is only my head left and it has suddenly become most unreasonable. That is, it even reasons.

To hear your cylinder "through its lesson" was almost better than a play—if, indeed, a love play without a heroine could ever be put on the stage. I do not say without a hero, because it has happened before, hasn't it? My only regret is that I cannot take the other leading part in such a perfect style. But, at least as a critic, I will try to shine, more especially as you cannot yet understand how fully your part was appreciated.

Why, for instance, did you have only two drinks this morning—in the play? Surely a few more, judiciously interspersed, would have lent more color and passion to the thing! Not that that was wanting, either. And you did it passing well, too. I find no fault on that score.

Then, again, why didn't you drink champagne instead of brandy? It is ever so much more effervescing and even you must agree that, in your letter, effervescence plays a somewhat leading part. Indeed, it drowns the should-be heroine.

Why, too, did you send John so quickly out of the room? Surely one listener more or less would make no odds—to use your own expression? There are two here—the girl that was myself, and a strangely calm and reasonable woman whom I don't quite understand yet. At least, I fully understand her when I feel her laughing at that stricken girl who lay cuddled up crying on the sofa. How she cried, too, I really quite believe she thought her heart was breaking. How delicious!

Besides, John's laugh, though somewhat boisterous, no doubt, would have lent power, if only as a precedent. At least, it would have been honest. Though that might be galling and might even spoil its stage effect. Did you doubt his quality as worthy critic, or did you fear his mirth prove infectious? Yet, why should that have mattered, either? And among those tales a laugh would Phonograph as well, I know. No, I cannot think why John could not remain. He might, indeed, have lent a hint or two.

Then the mixing of those photographs—that, for you, was poor indeed! I thought such faults would surely shame a novice! But enough—let us see how we stand. First and foremost, of course the brougham will not need doing up—at least, I mean, for me. That will save a little. Then there's no necessity for any expense about the changing of the house—or its occupant. That's on the credit side, too. Then there comes the saving of another honeymoon. Your loss of time, too. This, however, I dare not attempt to estimate. The ring, of course, is at least a dinner or so to the good. The bridesmaids' presents a week at Monte Carlo, for certain.

On the whole, it seems a very good credit list, indeed. The Phonograph has been decidedly a success. Nothing on the debit side at all. Nothing excepting, of course, me, but then, as I said before, I am not the me you knew at all. I am the calm and reasonable woman, beginning to learn—shall I admit it?—a rather difficult part, gaining nothing if I succeed, and with only a private breakdown if I fail.

But with such a lesson and with such a brilliant lead how can I fail?

CYNTHIA.

We call the attention of our readers to the notice on page 18 of this issue.

New Systems of Telegraphy

Comparatively few of the millions of people who patronize the telegraph have any idea of the extent to which this method of communication is used.

The total length of the telegraph lines in the world is \$35,000 miles, including wires on land and sea. The length of their single wires or conductors is over 3,500,000 miles, over which are annually sent more than 365,000,000 messages. The estimated value of the land telegraphs of the world is \$310,000,000, which, together with the estimated cost of the submarine telegraphs, \$250,000,000, makes a total of \$560,000,000 as the value of the telegraphic systems of the world.

With this knowledge of the importance of the telegraph it is possible for us to appreciate the efforts of scientists to perfect a system of wireless telegraphy whereby the cost of installation and maintenance is reduced to a minimum, and the destructful elements are practically overcome. By the use of this system in sending messages from a departed vessel or train to its destination on point of departure, or in the case of a vessel in distress in an appeal for succor to the shore, the telegraph is called upon to act in a more important capacity than ever.

The most promising of these systems of wireless telegraphy is that of Guglielmo Marconi, the young Italian scientist, whose achievements are creating great excitement in the old and new world. While Mr. Marconi has no claim to originality, using the magnetic wave discovered by Kertz, great credit is due him for what he has already accomplished.

The most successful demonstrations of Marconi are those being made across the English channel between Wimreux, near Boulogne and Dover, a distance of thirty-two miles, where unbroken communication has been established. In transmitting he uses a ten-inch spark coil, and a battery giving about fourteen volts, and six to eight amperes. For his spark circuit he uses two arrangements, depending upon whether it is necessary to confine the sending of the signal to one direction or not. In the former case cylindrical reflectors are used and capacity is obtained by strips of sheet metal attached to the two spark balls. In the latter case there are no reflectors, and one ball is grounded, while the other is connected to a vertical wire. A Morse key in the primary circuit makes the signal. The length of the vertical wire depends upon the distance between the poles. A wire twenty feet high will transmit a distance of one mile, forty feet will transmit four miles, eighty feet will transmit about ten miles. The vertical wire used in signalling across the English channel was 150 feet high. The ambition of Marconi is to gradually increase the distance until he can transmit messages across the Atlantic. The difficulty in transmitting such a great distance is the height to which these vertical wires must be raised. The distance from London to New York is about 74 degrees, 50 minutes of the arc of the earth's circle. Taking the radius of the earth to be 4,000 miles, the tower at the ends of the line would have to be at least 1,038 miles high. Marconi, however, hopes to do much in the way of lessening this proportion. The receiver consists of a coarser or sensitive tube about four centimetres long, fitted with metallic pole-pieces, and partly filled with nickel and silver fillings.

A commercial syndicate has been formed in London with the object of acquiring sole right to establish ether wave communication between Great Britain and the United States. And, according to a recent statement by the Secretary, the first

attempt to transmit trans-Atlantic messages will be made during the contests for the Americas' cup. Transmitting stations will be established at Sandy Hook and elsewhere along the course. Messages recording the progress of the race will be received at a point on the Irish coast near Waterville.

Successful tests of the Marconi system have been made at Washington by officers of the Signal Corps. Some minor departures from the Marconi system were made.

A still newer system of wireless telegraphy is that perfected by Prof. Zickler of Brunn, Moravia. In this system are used what are known as ultra-violet rays. Ordinary white light when analysed by a prism is broken up into a spectrum of various colors, each one representing vibrations of ether at a different rate from those of the others. The violet rays have a much shorter wave length than the red ones. What are called "ultra-violet" rays, because they proceed from a region in the spectrum beyond the visible violet, possess peculiar properties. They have a singular relation to electricity. Professor Zickler has succeeded in making signals for a distance of one mile, and it appears that this system may become a rival to that of Marconi. It is claimed that in this system interruption or disturbance of the signals is impossible. An obstacle encountered in the ultra-violet system is the fact that these rays are very rapidly absorbed, especially over water at night when any fog exists. While these experimenters are endeavoring to bring their methods to a practical basis, remarkable speed has been developed in rapid telegraphy by the new system called Synchronograph. The achievement of Pollak, the electrical engineer of Vienna has been eclipsed by recent tests made in the War Departments, when the remarkable speed of 120,000 words an hour was attained and maintained without difficulty. What a combination the Synchronograph will make when used with the wireless telegraph. Not only will we have a marvelous system of telegraphy, simple, economical, and far-reaching, baffling equally the knife of the wire-tapper and cable-cutter but almost incredible speed is assured.

Our Correspondence

PHILADELPHIA, May 3d, 1899.

THE PHONOSCOPE PUBLISHING COMPANY.

GENTLEMEN:—Our attention has been called to an editorial in the February issue of your publication, wherein you comment on a new and liberal policy of the National Phonograph Company in the treatment of their dealers, by instituting an aggressive war with price cutters and dealers whose methods tend to demoralize the talking-machine business. You furthermore speak of a certain list which the National Phonograph Company have issued containing the names of suspended dealers and mention the fact that the list contains the names of two of the largest (until now) jobbing dealers in talking-machines.

As the natural inference drawn by the trade is that we are one of the jobbers referred to, and the support given the National Phonograph Company's circular letter tends to place us in a false light before our trade, we ask that this letter be given equal prominence so that the facts in the case may be properly placed before the public.

In the first place we object to the inference that we are no longer one of the largest jobbers in talking-machines, as we are still pushing for business, and are fully prepared to take care of all orders, statements of competitors to the contrary notwithstanding.

Secondly, we most emphatically deny that we are, or ever have been, price cutters, or that any of

our business methods tended to demoralize the talking-machine business. Our one misfortune, if such a thing can be termed so by any thinking person outside of the National Phonograph Company, was our ambition to have our business grow and assume large proportions. To this end we advertised largely, sold many thousands of dollars worth of the National Phonograph Company's goods, and started manufacturing horns, horn stands and sundry supplies. Gradually our business increased until it assumed leading proportions.

The National Phonograph Company were never favorably disposed to our manufacturing supplies, but inasmuch as these are not patented articles, and we were the originators of all the best designs at present on the market, the field seemed open to anyone who cared to put the capital into their manufacture and had sufficient energy to sell the product. We realized at the outset the necessity for dealers securing better prices on supplies as an inducement for pushing the business generally, and were ourselves satisfied with a fair and legitimate profit. Based on these lines, our business grew to such a state, that to repeat the words of a business friend who was talking to a representative of the National Phonograph Company: "They told me it got to be a question as to which it would be, the National Phonograph Company or Hawthorne & Sheble, and they guessed it would be the National Phonograph Company."

On this ground, and furthermore inasmuch as our extending policy cut into the trade of some more favored dealer, our name was placed on the suspended list.

Fortunately our relations have always been the most friendly toward the trade and we can truly state they have stood by us nobly during the present difficulties. We cannot speak too highly of the contrast between the treatment we have received at the hands of the National Phonograph Company and the courtesies which have been shown us by competing manufacturers of talking-machines.

We would also like to give a little information regarding the New Concert Phonograph advertised as the latest product of the brain of Mr. Edison. The original models for this machine were made by us and at the solicitation of the National Phonograph Company, the patterns were turned over to them under the promise that we should receive the first lot of machines at an inside figure. We have statements showing where they allowed us credit for what we had spent for the patterns. Needless to state, an agreement which was verbal was hard to uphold where one party was inclined to back down. For our pains and trouble in making the models, we were left with an infringement suit instituted by the American Graphophone Company in which the National Phonograph Company refused to defend us. We did not understand their action at that time, but were afterward informed that the National Phonograph Company manufactured under a shop license to the American Graphophone Company who are owners of the principal patents on talking-machines and that the National Phonograph Company had no authority to grant an outside privilege.

We do not write this letter in the spirit of antagonism, but merely to explain our position fully toward the trade and assure them of our being able and anxious to take care of their business on Graphophones, Phonographs and supplies pertaining thereto. As an evidence of our live state in the business, would merely state that during the month of March when we were placed on the suspended list our business showed a very decided increase over the same period of last year.

Very truly yours,

HAWTHORNE & SHEBLE,

Per H. SHEBLE.

New Films for "Screen" Machines

The following list of new films has been compiled from lists sent us by the leading foreign and domestic manufacturers ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

JONES' RETURN FROM THE CLUB. The scene is laid in a prominent private park and opens by depicting the belated Jones returning from his Club, clad in a dress-suit, smoking a cigar, and armed with the inexhaustible whiskey bottle. Jones' house is shown in the background, but Jones himself, after travelling waist deep through the snow in the opposite direction from his home, finally becomes bewildered and leans against a tree, the expression on his face alternating between happiness and disgust. A friendly policeman appears on the scene and endeavors to start Jones off in the right direction; an argument follows, which ends by Jones knocking off the policeman's hat and pitching him head first in a neighboring snow drift. Jones now dons the policeman's helmet and appropriates his club, then makes an attempt to arrest the worthy officer of the law. The picture finally ends by the unfortunate Jones being rolled heavily in the snow.

JONES AND HIS PAL IN TROUBLE. Jones feels that he needs assistance to get home, and finds a friend to help him. They are two of a kind. They come down the snow covered pathway, stopping frequently to sample a large flask. They finally stick their canes into a snow bank, and between them finish up the whiskey. Just then the policeman appears, with blood in his eye. The two happy ones are too much for the officer, and after a short wrestle he is thrown down into the deep snow. Jones staggers away leaving his friend to fight it out. He and the officer have a very exciting rough and tumble fight in the snow. Jones comes back to the rescue and the policeman gives up the job.

JONES' INTERRUPTED SLEIGHRIDE. Jones and his friend go out for a ride, still in a happy condition. They meet a policeman, who remonstrates about their manner of driving. Jones stands up on the seat, and tells the officer to mind his own business, whereupon the officer jumps into the sleigh, and, grappling with Jones, they fall out into a snow drift. The friend drives off rapidly, as fast as he can, tacking from one side of the road to the other. The cop pursues the sleigh, and Jones escapes. As the sleigh disappears among the trees the cop gives up the chase and comes back for his helmet. Jones comes back also to argue the question, and the cop promptly arrests him.

JONES INTERVIEWS HIS WIFE. He finally reaches home, pretty late, and finds his wife sitting up for him. He begins to disrobe, throwing his hat and cane on the floor, and scattering his clothes all round the room. His wife at first is very much ashamed of him, then indignant and finally angry. She picks up a basin full of water, and empties it over his head, drenching him from head to foot. The water pours off in streams as he stands with fingers outstretched, shocked almost into soberness. A very comical scene.

JONES GIVES A PRIVATE SUPPER. This picture shows Jones entertaining three young ladies, after the theatre. They have a private room, and are evidently enjoying themselves very much. Jones sets up the wine freely, and the party becomes hilarious. The girls dance in turn for Jones, each vieing with the other in executing novel and startling terpsichorean effects.

New Records for Talking Machines

The following list of new records has been compiled from lists sent us by the leading talking machine companies of the United States ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

- A Rag Time Skedaddle Rosey's Orchestra
- Angels Serenade (Violin Solo) Ernest Erdman
- All I Want's Ma Chickens Frank C. Stanley
- Aunt Mandy's Wedding Rosey's Orchestra
- At One Look of Love from Thee Atwood Twitchell
- At a Georgia Camp Meeting (Banjo) Ossman
- Baby's Kiss Edw. M. Favor
- Barnyard Shuffle Rosey's Orchestra
- Because from "The French Maid" Albert Campbell
- Cantilena (Violin Solo) Ernest Erdman
- Carmen Duet Miss Mann and Mr. Madeira
- Darktown Is Ours To-night Len Spencer
- Dere's a Spaniard Lives Upstairs Arthur Collins
- Dear College Chums Steve Porter
- Down Ole Tampa Bay (Banjo) Ossman
- Eli Green's Cake Walk (Banjo) Ossman
- Emmet's Lullaby Excelsior Quartette
- Folie Bergere Rosey's Orchestra
- Girl I Loved in Tennessee (Cornet Solo) Rosey's Orchestra
- Good-bye Sweet Day Albert Campbell
- He Took It in a Pleasant Way Edw. M. Favor
- Heart Bowed Down (Bohemian Girl) Madeira
- Hello! Ma Baby Len Spencer
- I Guess I'll Have to Telegraph My Baby Geo. J. Gaskin
- I Thought I Heard Somebody Calling Me Len Spencer
- I Guess I'll Have to Telegraph Ma Baby Len Spencer
- I Love You in The Same Old Way (Violin Solo) Ernest Erdman
- If You Go Why This Will Bring You Back Len Spencer
- In the Barracks March (Banjo) Ossman
- I Guess I'll Have to Telegraph My Baby Frank C. Stanley
- In the Sacramento Valley Albert Campbell
- Irish Medley Excelsior Quartette
- Jerusalem Mr. Havens
- Just As the Sun Went Down Steve Porter
- Just One Girl George J. Gaskin
- Just One Girl Steve Porter
- King's Musketeer Rosey's Orchestra
- La Mariposa Rosey's Orchestra
- Let Me Dream Again Rosey's Orchestra
- Life's Game of See-Saw Albert Campbell
- Little Old New York "Hurly Burly" Dan Quinn
- Martha Jane Green Arthur Collins
- Matrimonial Guards Miss Mann and Mr. Havens
- Medley of Irish Reels with Song Billy Golden
- Melody in F "Rubinstein" (Violin Solo) Ernest Erdman
- 'Mid The Green Fields of Virginia George J. Gaskin
- Mother Goose Rhymes Miss Mann
- My Ann Elizer Arthur Collins
- My Lady Love Waltz Rosey's Orchestra
- My Old New Hampshire Home Albert Campbell
- National Medley Billy Golden
- New Hampshire Home George J. Gaskin
- No Coon Can Come Too Black For Me Len Spencer
- Palms (Violin Solo) Ernest Erdman
- Pizzicati (Violin Solo) Ernest Erdman
- Poor O'Hoolahan "Yankee Doodle Dandy" Quinn
- Salute to France Miss Mann
- Scene de Ballet (Violin) Ernest Erdman
- Shadow Song "Dinorah" Miss Lisle
- She Was Bred in Old Kentucky Excelsior Quartette
- She Was Happy Till She Met You Dan Quinn
- Since I've Got Money in the Bank Mr. Stanley
- Slumber, O Sentinel (Falka) Miss Mann and Mr. Havens
- Sly Cigarette "A Runaway Girl" Dan Quinn
- Soldiers in the Park "A Runaway Girl" Dan Quinn
- Spring Song (Gounod's) Albert Campbell
- Sunshine Will Come Again Excelsior Quartette
- The Best in the House is None Too Good for Rielly Geo. J. Gaskin
- Telephone Song "Hello My Baby" Frank C. Stanley
- Tennessee Jubilee March Rosey's Orchestra
- The Girl I Loved in Sunny Tennessee Albert Campbell
- The Green Hills of Old Virginia Frank C. Stanley
- Tickle the Ear Schottische Rosey's Orchestra
- Trelawny March Rosey's Orchestra
- Twickenham Ferry W. F. Hooley
- Uncle Jefferson Billy Golden
- Uncle Josh at Delmopico's Cal Stewart
- Uncle Josh at a Camp Meeting Cal Stewart
- Uncle Josh in a Police Court, N. Y. City Cal Stewart
- Up in the Golden Sky Billy Golden
- Verdi's Atilla Original Lyric Trio
- Wedding on the Hill Billy Golden
- When the Winter Moon is Bright Miss Mann
- Whistling Minstrel Billy Golden
- Yellow Girl Billy Golden
- You Don't Stop the World from Goin' Round Len Spencer
- You'll Get All That's A Comin' to You Len Spencer

The Latest Popular Songs

The following is a list of the very latest popular songs published by the leading music publishers of the United States ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

- A Hero's Gravo C. A. Grady 2
- A Night in Coontown Max Hoffmann 4
- Dear College Chums Chas. K. Harris 4
- Don't Forget Your Mother Andrew B. Sterling 2
- Dream on Beloved Arthur Trevelyan 3
- Heigh-ho, "Love is But a Bubble" Walter H. Ford 1
- How'd You Like to be the Iceman? Helf & Moran 9
- I Want a Coon to Match My Own Complexion W. A. Hecelan 2
- I Wants My Hannah Al Johns 3
- I've Just Come Back to Say Good-bye Chas. K. Harris 4
- If Dreams Come True Arthur Trevelyan 2
- If I Thought You Loved Me Yet John V. Hollar 9
- If Youse Gwine To Lub Anybody Please Lub Me H. Y. Leavitt 1
- I'll Fight For the Flag I Love—Patriotic Louis Weslyn Jones 1
- In Dreams I Think of Thee W. Sheppard Camp 3
- I'm Livin' Easy Irving Jones 3
- I'm Tired of Dodging De Installment Man Deas and Wilron I
- Just For the Old Days Stanley Haskins 5
- Just in Sight of Old Church Tower Ida Emerson 2
- Let Me Love You As of Old Joseph W. Standish 1
- Lovers Lane Barney Fagan 4
- Ma Genuine African Blonde Geo. R. Wilson 4
- Mid the Green Fields of Virginia Chas. K. Harris 4
- Millie the Millie-ner Arthur Seldon 1
- My Baby Liz W. T. Jefferson 1
- My Little Sister Kate Minnie Belle 1
- My Love's the Same Roger Harding 7
- My Sunny Southern Home Roger Harding 7
- My Alabama Lize Wise & Perrin 5
- My Watermelon Boy Malcolm Williams 5
- Niggerism Williams Bros 4
- One Touch of Nature Makes the Whole World Kin Felix McGlennan 9
- Pretty Kitty Clover Roger Harding 7
- Pride of the Park W. N. Barton 1
- Sue, Sue, Since I Met You Hattio Starr
- Sweetheart I'll Be Ever True H. M. Saumenig and A. L. Robb 1
- Take Me To Your Heart Love Once Again B. F. Gilmore 1
- The Hottest Ever—Cake Walk Song J. O'Dea 4
- Tho' Once We Loved We're Strangers Now Louis W. Pritzknow 1
- 'Tis Best For Us to Part Roger Harding 7
- The Chili Widow Geo. LeBrunn 9
- The Patriotic Maid Minnie Belle 9
- The Girl I Loved in Old Virginia Andrew B. Sterling 2
- Two Little Roses from Mother to Me Harry Yeager 7
- The Stuttering Coon H. Y. Leavitt 1
- Those Cruel Words, "Good-bye" Fred Helf 9
- Two Little Coons George Alison 1
- When a Coon Sits in the Presidential Chair Geo. R. Wilson 4
- When Ephriam Plays His Solo on the Drum John H. Kerr 4
- When Hope Seemed Lost Walter V. Ullner 8
- When Mammy Puts Her Pickanniny Boy to Bed Perrin & Wise 9
- Will I Find My Mamma There? Chas. K. Harris 4
- Without Your Love, Ah, Let Me Die Chas. K. Harris 4
- With All Her Pleading He Would Never Tell Jas. O'Dea 1
- Will He Ever Return Vera Doré 3
- Wing Lee's Rag Time Clock Al Trahern 5
- You Ain't Landlord No More Irving Jones 4
- You Got to Play Rag Time Jean C. Heavez 1
- You Don't Stop the World From Going Round Will J. Hardman 7
- You're It Gussie L. Davis 9
- You Ain't the Man I Thought You Was Lew Sully 9

LATE INSTRUMENTAL PUBLICATIONS

- Great Ruby—March T. W. Hindley 5
- Kentucky Cornshuckers March Rosenberg 8
- Marcella Waltzes Mark Leipziger 1
- Mercedes Waltzes Geo. J. Tunkaus 1
- 'Round the Town March Charles Irwin 8
- Rubber Neck Jim (Two-step) John W. Bratton 1
- Sambo Out O' Work J. A. Silberberg 1
- Shuffling Pete Cake Walk March E. F. Kendall 8
- Trip to Washington (March, Two-Step) W. V. Ullner 8

Note.—The publishers are designated as follows: 1 M. Witmark & Sons; 2 T. B. Harms & Co.; 3 F. A. Mills; 4 Chas. K. Harris; 5 Myll Bros.; 6 J. W. Stern; 7 Knickerbocker Music Co.; 8 Gagel Bros.; 9 W. B. Gray.

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of issue and numbered consecutively (this is done to protect
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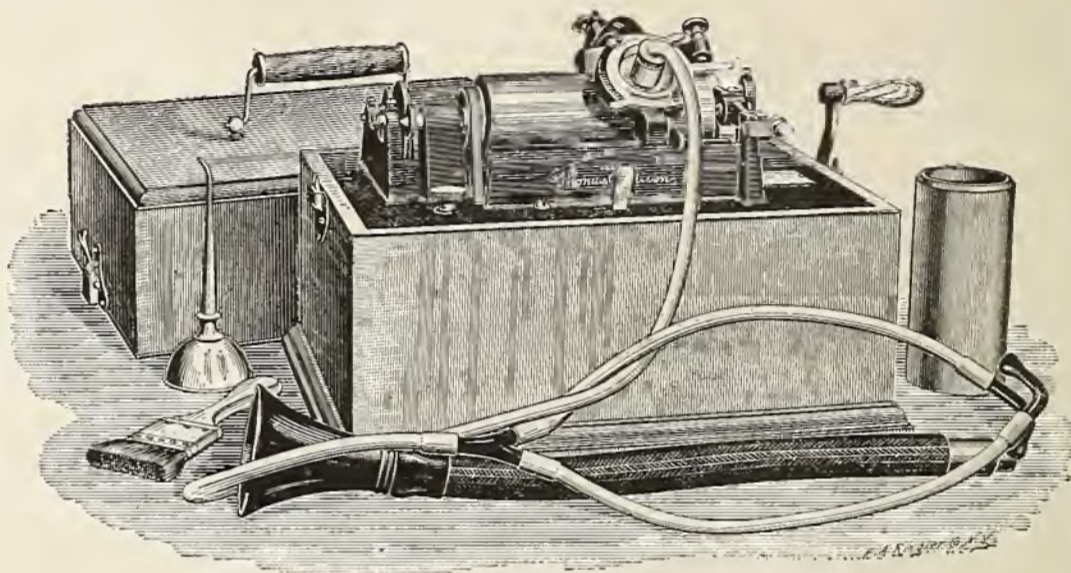
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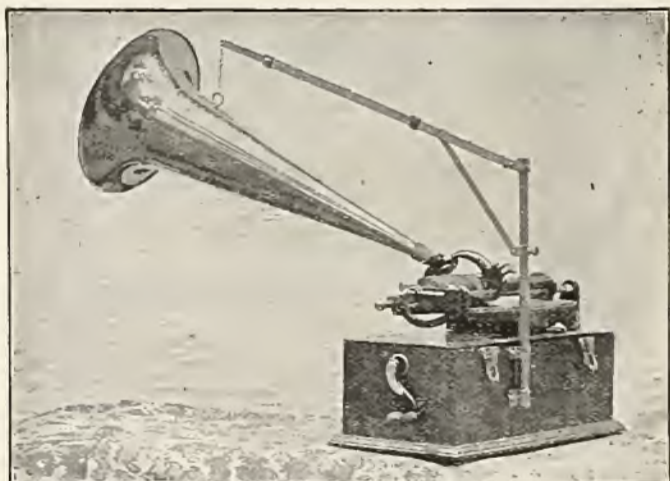
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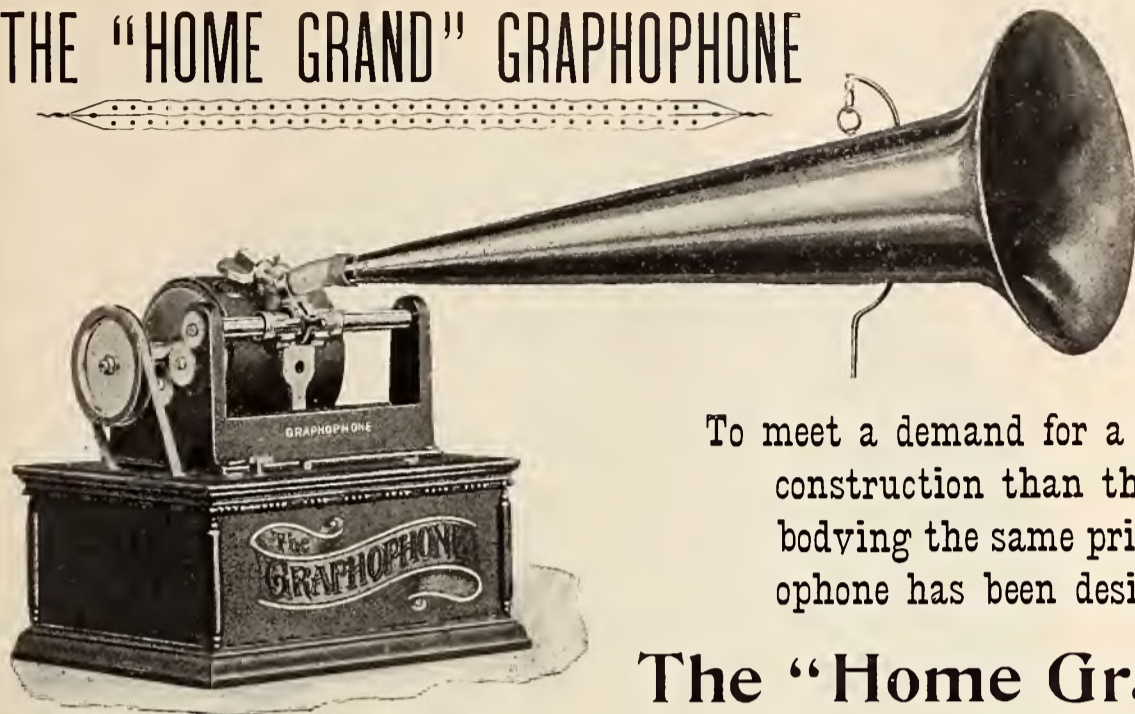
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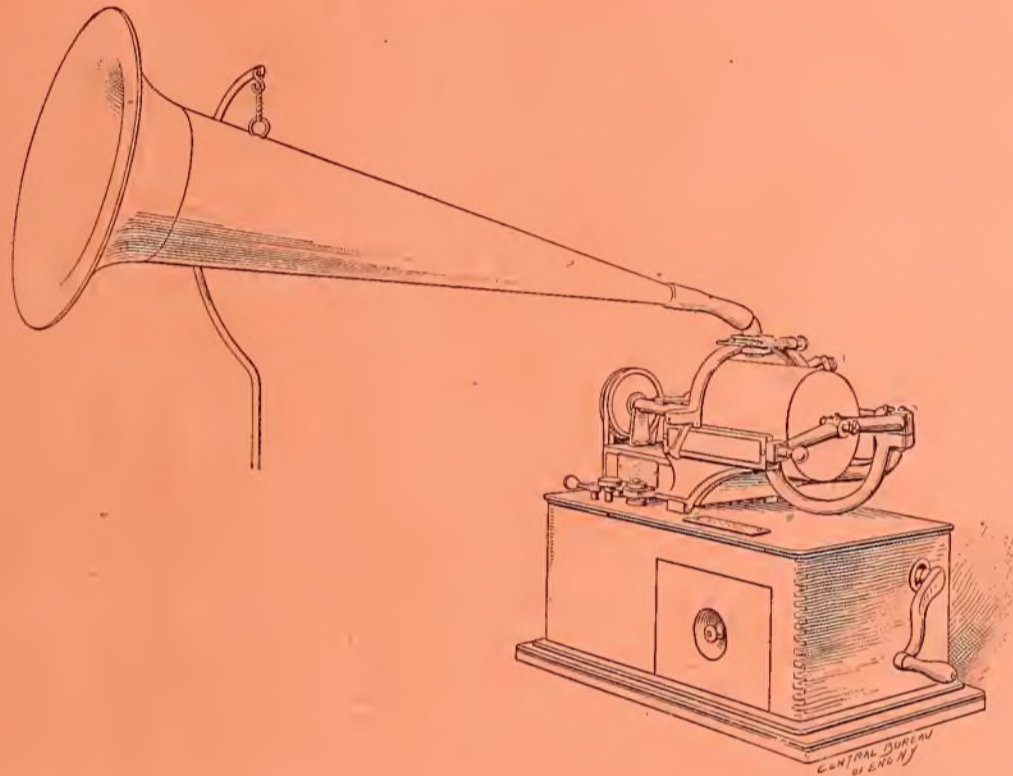
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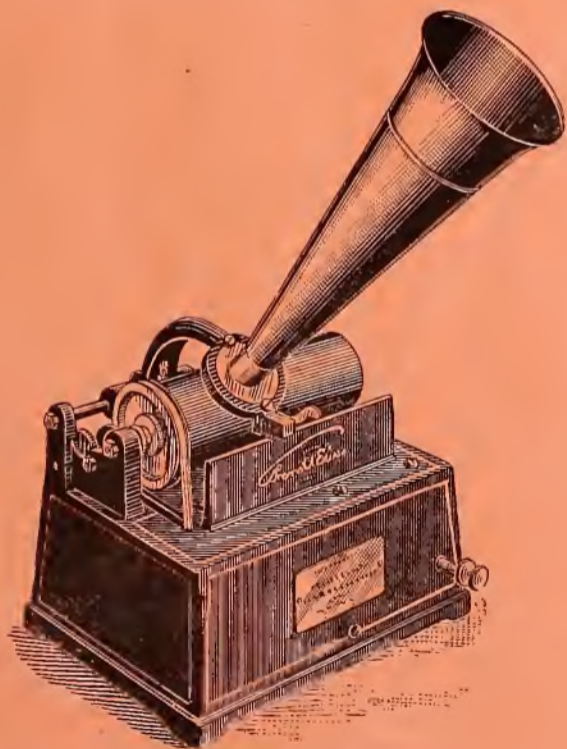
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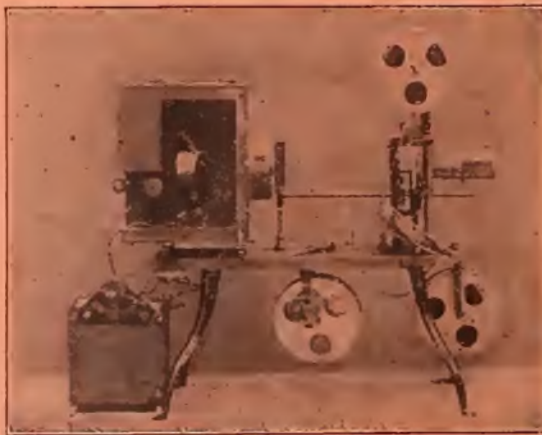
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