WITH this issue The Talking Machine World makes its first bow to the makers and sellers of talking machines. The interests of the talking machine industry have developed so that, in my opinion, there is today an actual need for a special trade exponent—a need for a paper which shall be thoroughly independent and shall represent the interests of the trade in a fair and consistent manner—a paper which shall be reliable and clean cut in its utterances and shall disseminate news of a truthful character—a paper which shall faithfully record the advances and improvements which are steadily going on in this “infant industry.” The Talking Machine World will endeavor by every consistent means to advance the legitimate interests of manufacturers, jobbers and dealers. Back of this publication is a newspaper organization which reaches every city and hamlet in the land. Offices are maintained in New York, Boston, Chicago and San Francisco, and representatives in scores of towns throughout the country will keep this paper in close touch with the talking machine interests everywhere.

I am going to make no flamboyant statements as to what is going to be accomplished. I shall endeavor to build a helpful trade newspaper property which shall faithfully assist the industry which it represents. The talking machine, which was first looked upon as a fad of short duration, has grown to be an important factor in the line of special industrial products. I believe that the industry is a duty of such importance that it will support an independent trade exponent. Whether I am correct in my opinion or not, the future will demonstrate. Naturally, the first issue lacks perfection, and it is only through the criticism which I invite, and the financial support which I hope to merit, that I can make a success of this new enterprise.

If this industry is ready for a straightforward publication which shall be faithful to its interests, I shall endeavor to meet its requirements to the utmost. My experience in trade newspaper work extends over a period of many years and in The Music Trade Review I have been devoting considerable space weekly to the talking machine trade to the extent of giving it a special department. I believe that the time is ripe for the establishing of a separate publication.

As time goes on and business develops, I hope to have a number of special departments. I wish to make The Talking Machine World the forum of the trade, to make it invaluable to manufacturer and dealer, to make it of such value that it will be sought for eagerly by all branches of the trade for the information and for the suggestions which it contains.

I hope to merit the good will and cooperation of those whose interests lie in this particular industry. Without that support the outlay is useless. I shall endeavor to do my part and do it well, and that reminds me the subscription books are open, only 50 cents per year, and I can comfortably take care of a number of advertisements, promising in both cases a splendid equivalent for the money invested.

Edward Lyman Bill.
"INDIAN RECORDS"

Have you heard them?

"Simply Great"

is the universal verdict.

Send a small trial order and you'll say so too when you hear them.

If not, send them back at our expense.

Drop us a line and let us know where you are and what you handle and give us a chance to get acquainted. We will send you an up-to-date Catalogue of Records.

AMERICAN RECORD CO.

HAWTHORNE, SHEBLE & PRESCOTT
Sales Managers

241-243 West 23rd Street
NEW YORK CITY
"TALKING MACHINE IS HERE TO STAY."  

Se says Vice-President C. N. Post, of Lyon & Healy, Chicago—This Year an Epoch-Making Development in the Talking Machine Field. The Gentleman Talks Interestingly With The Talking Machine World on Many Timely Topics.

Special to The Talking Machine World.


C. N. Post, President of Lyon & Healy, reluctantly assented to my request for an interview. He declared that he was in his usual good trim. Here's a man who given his topic, seems intuitively to know just what a newspaper man wants regarding talking machines.

"The past year has been an epoch-making one in the history of the 'talking machine,'" said Mr. Post, "and as I suppose you know, have tried to contribute our pite in a practical way toward its advancement. One of the men in our factory invented the softer toned needle, the patents of which we control and which has revolutionized the whole industry and quite changed the way. I guess it is generally acknowledged that by its use the reproduction, both of instrumental music and the human voice, has been rendered generally and particularly effective by securing a clearer tone and the practical elimination of the scraping accompaniment which used to almost destroy the enjoyment of the hearing.

"I can only reiterate what I said in the beginning that the talking machine is here to stay and that great commercial and artistic triumphs await it in the future."

WHAT POSTERITY WILL INHERIT

Through the Aid of the Talking Machine—Opens Up a Glorious Vista.—With the Aid of the Kinetoscope or Biograph, Not Only the Voice but the Action Shall Be Immortalized.

Lucky posterity! Melba has sung before a talking machine with Kubelik playing the accompaniment. Five hundred years from now, a genius will arise from this of today as we are now different from the Greeks. Listen and listen to the marvelous voice of the great soprano, mingling with the exquisite strains of Kubelik's violin. To us, the great singers of the past and the great musicians are only memories or traditions. Paddy Nightingale's voice persisted with its last echoes. She was born too long since. Nor can we ask again this year the perfect-toned voice of Adelina Patti in her prime. But from this generation forward the voices of the great masters will be preserved forever on numerous imerasible records. Lucky posterity! Each succeeding generation will inherit the accumulated phonographic riches of its predecessors.

And it is not only music that will be preserved. The foremost actors, the eminent statesmen, the wit, the famous women, all will talk into the brass funnel and have their posterity perfect records of their voices. Macauley's New Zealander will hear the tones of Bacon's dedicatory press and listen to the sonorous voice of golden thorns upon the brow of labor. He will hear the speech of Balfour and Bismarck. He will hear the voices of the Elizabethan Englishmen, and the voices of the Elizabethan Englishmen will be preserved forever, innumerable records. Lucky posterity! Each succeeding generation will inherit the accumulated phonographic riches of its predecessors.

The Century Piano Co. make equal as favorable reports on the Edison phonograph. The Thibes-Britten Music Co. state that their wholesale trade on talking machines has been quite satisfactory, that owing to their time being so greatly occupied in planning, erecting and moving a new building, they have not pushed this line as strong as they would have otherwise done. They intend to give this branch of their business more attention in 1905, and expect greater results.

This firm has a fine commodious room handsomely equipped on the third floor of their new store, which has been constructed entirely of metal. They carry a very large stock of this line, and report an increase of 66% over 1904 in their business. In their music box trade for 1904 over that of 1903. They are looking for a splendid trade this year.

The O. K. Hooick Piano Co., who have added talking machines and music boxes during the past year, are well pleased with the momentum their lines are taking.

GRAPHOPHONE POINTS.

Decided by Board of Appraisers That They Are Not Durable As Needles.

(Special to The Talking Machine World.)

Washington, D. C., Jan. 12, 1905.

F. H. Richard, general manager of the Southern Phonograph Co., reported a protest against the assessment of duty by the collector at that port regarding the classification of graphophone points. The protest was overruled by the postmaster general and commissioner of General Appraisers, December 31, 1904, in which decision it was stated: "Protest overruled on authority of this Board. It is decided that graphophone points are not durable as needles under paragraph 165, Tariff Act of 1897."
COLUMBIA WINS!
OVER ALL OTHERS
THE GRAPHOPHONE AND COLUMBIA RECORDS
RECEIVE HONORS AT THE ST. LOUIS
EXPOSITION EQUAL TO THOSE
GIVEN ALL OTHER TALKING
MACHINE COMPANIES
COMBINED.

THE GRAND PRIZE,
HIGHEST POSSIBLE AWARD
AND THREE GOLD MEDALS
ALREADY OFFICIALLY CONFIRMED
DEPARTMENT OF LIBERAL ARTS
GROUP 21, MUSICAL INSTRUMENTS
AWARDS IN OTHER GROUPS PENDING.

COLUMBIA GRAPHOPHONES.

- Cylinder Machines, 87.50 to $100.
- Disc Machines, $10 to $25.
- Columbia Gold-Plated Cylinder Records, 50 cents each.
- Columbia Disc Records, 7 inch. 60 cents each.
- 10 inch. 85 cents each.
- 10 inch. $1.40 each.
- 10 inch. $10 per dozen.

BEST AT ALL POINTS.
For sale by dealers everywhere and by the
COLUMBIA PHONOGRAPH COMPANY, Gent.
Pioneers and Leaders in the
Talking Machine Art.
Grand Prize, Paris, 1900.
Highest Awards.
St. Louis, 1904.
SAN FRANCISCO'S BIG TRADE.

Talking Machines Very Popular on the Coast—Some Very Large Concerns—The Talking Machine World Will be Sought for Eagerly.

(Special to The Talking Machine World.)

San Francisco, Cal., Jan. 7, 1905.

It is surprising how the talking machine business has developed on the Pacific Coast in the past two or three years. Aside from large musical houses which do an enormous business in these machines, there are hundreds of exclusive talking machine stores scattered all over the Pacific coast.

It is safe to say that San Francisco is the best town in the United States in proportion to population for the sale of talking machines. One of the prominent music houses here sold over fifty thousand dollars' worth of instruments in records last year. There is no point in the country where the talking machine has a hold on the public that it does on San Francisco and tributary territory. A concern which has transacted a large business in Edison photographs and records in Peter Bartelini, has a big establishment at 286 Mission street, where an enormous business is conducted.

I find upon talking with the dealers here, some of whom have been advised as to the appearance of The Talking Machine World, that it will be looked forward to with great interest. A number say that the Pacific slope will give an independent paper devoted to the talking machine interest a splendid support, and you can rest assured that the first paper will be eagerly sought for by men who are interested here on the Pacific slope. One of the best known men said to me yesterday: "I feel confident that the time is ripe for such a publication and we all know Edward Lyman Hill and the magnificent paper which he has built up in the musical industry. There is no reason why he should not score just as great a success in the talking machine line. I am glad to know that an institution with progressive ideas will be behind this new enterprise. I believe it will be a success from the start."

Trade in the Northwest is very active. John Ramaher, who has charge of the small goods department of the Sherman, Clay & Co. branch in Seattle, Wash., has been obliged to grow in demand for Victor talking machine records, to devote his entire time to this branch of the business. Aside from their local trade they are having an enormous demand for sound for the importing and trading companies in Alaska. The talking machine is growing a tremendous favorite in the mining districts. It has a companion and friend that brings civilization right into the heart of nature.

Kohler & Chase have conducted a very active campaign in behalf of the Zonophone. Manager Parros, of the advertising department, has carried some very clever advertisements devoted to this instrument, which have resulted in greatly increased trade in the talking machine department.

From perhaps a dozen different announcements I select one or two which give an idea of the general scheme of publicity employed which is most commendable.

Mr. Geissler, of Sherman, Clay & Co., surprised me the other day with the statement that the Chinnamen are the firm's best customers for talking machine disks. Thousands of disks are sold in Chinatown every month. And the sale of talking machines in that section of the city is simply astounding. The question arises is the Chinese showing signs of more musical taste than the white man? Of course, the disks contain Chinese music. But after all the Chinnamen have a right to have a musical taste of their own. The Chinamans may think our music just as peculiar as we consider their. There is a very different opinion as to what constitutes pleasing music. The fact that there are more Chinamen willing to listen to disks than there are white people, in proportion to population, shows that the Chinaman is more musical (as far as his own music is concerned) than the white man. In any event the Chinaman is a good patron of the talking machine firms and contributes a large share in this city toward the support of the music trade.

While Jobbers Are Complaining of Business for Last Month, Yet General Trade Is Tadiger and Better Character Than Ever Before.

Jobbers have complained of slow business during December, really the best month of the year, otherwise trade is excellent. A leading manufacturer, speaking of this period, said to The Talking Machine World last week: "We must all acknowledge that so far as the factories are concerned a busy winter has never been known. Every plant has all it can swing to, and is actually behind on orders. But a chance seems to be coming over the trade and the jobber is not so much behind as he has been. Until quite recently he had the cream of the business; but now the distribution is more general; more concerns are buying direct, and in such quantities as to enable them to take the most favorable terms. This switching is not at all to the liking of the jobbers, and during the preholiday trade the effect on their sales was so marked as to call forth the complaints of slow trade. As a matter of fact trade is just as good, better in truth than ever before, but the kernel of the situation is that the business is drifting into larger channels and along lines requiring a readjustment of the situation when conditions are being supplied up.

GREAT EXPORT TRADE

In Talking Machines May be Looked For—The Good Reault of a World-Wide Campaign.

Big developments may be looked for this year in the export department for phonographs, according to the Manager of the export department of the Columbia Phonograph Co., New York. "Until a year or so ago," he said, "we paid little attention to export possibilities, as our home demand was about all we could attend to. Nevertheless we received quite a few orders from abroad through expansion houses and from our general advertising. During the past year we have sent agents to various foreign countries to introduce our machines and their success has been wonderful. We are going ahead so the plan of giving our foreign customers just what they want and have introduced "local color" wherever possible by having records made by foreign bands and singers right in the countries where we expect to sell the records. We have sold thousands of machines in Mexico and Cuba and have an agent out now who is making a grand tour of South America. The Spanish speaking people in those countries are great lovers of music, consequently we sell more band records and such like any other kind. We now have orchestras and singers from all parts of the world turning out records so that we are prepared to handle any foreign demand that may arise. We expect our foreign business to be three or four times greater than last year, which in turn was more than twice as great as the year before."

BIG SALES OF MCGREAL BROS.

Business Totals 2,000 Phonographs and 60,000 Records Since September.

(Special to The Talking Machine World.)

Milwaukee, Wis., Jan. 12, 1905.

Almost two carloads of phonographs and records have been sold by McGreal Bros., since September, the number approximating 2,000 phonographs and 60,000 records. Of these about one-half were sold to the retail trade. The business of the firm has increased about four times what it was last year at this time. For the coming year the firm expects to increase the number of records carried in the store which record and instrument manufacturers may be tested by prospective customers before completing their purchases. The innovation has paid off, and sales have increased. The business has been well patronized, as buyers appreciate the opportunity thus afforded of becoming more informed as to the name and standing of the phonograph and record firms and manufacturers. The firm expects to sell a phonograph to every Milwaukee household in the course of a short time.
THE TALKING MACHINE WORLD.

THE TALKING MACHINE EXCITES INTEREST AMONG THE ALEUTIAN ISLANDERS.


(Special to The Talking Machine World.)

New Orleans, Jan. 12, 1905.

New Orleans has another Temple of Music, the French Opera House, on Bourbon Street, next to the Imperial Chinese Opera House, which has just taken quarters down on Chartres Street not very far below Canal, and nightly discusses, Mongolian masterpieces to the speechless delight of the denizens of Chitstown who flock from all quarters of the city to hear the songs of the "Flederhund" and the sacred music of the immortal josses.

The discovery of the troupe came about in a queer and informal sort of way. No press agent with grandiloquent and padded notices heralded its advent nor did flamboyant posters proclaim its advent. It has thought to be. No press agent with grandiloquent and padded notices heralded its advent nor did flamboyant posters proclaim its advent. It has thought to be.

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Down on Chartres, bear where the brick-piled square denotes the future building place of the new courthouse live two young men who "keep back" and are "bossed" and pampered by an old Negro mammy. "Aunt Millie," famed for her cookery in all Creole town. Several nights ago while the two inhabitants and some guests were about the table sipping the blackest of cafe noir, Aunt Millie.. famed for her

ECHINES PHONOGRAPH RECORDS.

Privileged Guests at the Canadian Trade.

The press was invited to the Canadian trade of the Columbia Phonograph Co., held at the company's plant in Toronto, Ont., Jan. 10, 1905. The press was invited to the Canadian trade of the Columbia Phonograph Co., held at the company's plant in Toronto, Ont., Jan. 10, 1905.

The Eastern Talking Machine Co., since the recent renovation of its store, has experimented its effects in an increased trade. The reduction in the price of records has caused a phenomenal increase in business, and the new year opens very brightly.

B. S. WILLIAMS' CANADIAN TRADE.

(Special to The Talking Machine World.)

Toronto, Ont., Jan. 12, 1905.

An extraordinary demand has been built up by B. S. Williams, of this city, for talking machines, which are used not merely to afford delight in a musical way, but in the teaching and pronunciation of foreign languages. It has been demonstrated by some of the greatest teachers that the talking machine is a valuable aid in imparting a thorough knowledge of foreign languages, and the demands in this connection are steadily growing.

HOW ADVERTISING PAYS.

W. W. Willeit, one of the enterprising talking machine dealers in New England, recently opened a most attractive establishment in Fall River, Mass., and through his persistent belief in the efficiency of good advertising, he has been able to...
The "VICTOR" Always in the Lead

All of Sembrich's Celebrated Selections; also Violin Records by Maud Powell which are GEMS.

Perfect Records of SOPRANO VOICES and of the VIOLIN are Rare enough to interest you. Orders filled complete within 24 hours.

THE GRAND PRIZE FOR TALKING MACHINES

at the Louisiana Purchase Exposition, St. Louis, Mo., has been

Awarded to the Victor Talking Machine Co.

THE VICTOR DISTRIBUTING AND EXPORT CO.

77 CHAMBERS STREET, NEW YORK
We Manufacture Everything for Talking Machines.

Cylinder Record Carrying Cases. HORNS

We made the first Brass Horns used on Talking Machines, and now make over 100 different styles.

Our facilities are the largest.

Our Product the best.

Our Prices the most attractive.

HORN SUPPORTS.

We make many varieties and illustrate two of the most popular.

No. 19. Horn Stand.
All sections heavy, strong, durable. Separable Top can be quickly adjusted. Handsomely Nickel Plated and Polished. PATENTED.

No. 5. Horn Crane.
Instantly adjusted to Home, Standard, or Triumph Phonograph without injuring cabinet. Used to support horns up to and including 36" long. PATENT APPLIED FOR.

Disc Machine and Record Carrying Cases.

We manufacture a complete line for all style machines. Compact, Strong and Durable.

Our Patented Silk Finish Horns are now recognized as standard throughout the Talking Machine Trade. Our Flower Horns are classed as the handsomest talking machine horns which have been placed on the market.

Remember, "We manufacture everything for Talking Machines," and we are the only parties in the U. S. making a complete line. If you are interested, a postal card will bring you our New Catalogue, No. 600, containing full information regarding supplies of every description.

HAWTHORNE & SHEBLE MFG. CO.
Mascher and Oxford Streets, PHILADELPHIA, PA., U. S. A.
THE TALKING MACHINE WORLD.

REVIEW OF INTERESTING CASE.

Judge Hazel's Decision in the Suit of the New York Phonograph Co. Against the National Phonograph Co. Subject of Much Discussion in Trade Topics—A Review of the Litigation and Some Facts Embodying the Lesions. <br> <br>Given Months to Appear—Both Sides Claim Victory.

Judge Hazel's decision in the suit of the New York Phonograph Co. against the National Phonograph Co. handed down January 5, is of importance both on account of the new ground taken in the suit on the invalidity of the privileges alleged by the complainant to have been invaded by the defendant. With the possible exception of a certain claim involving rights incident to the phonograph patent, the entire issues are said to be involved in the suit.

The action was brought in the United States Circuit Court, southern district of New York, about three years ago, argument being heard last January, and is summing up points at issue, Judge Hazel said.

BASIS OF THE CASE.

"This action is brought to restrain the defendants—Thomas A. Edison, Edison Phonograph Co., Edison Phonograph Works, and National Phonograph Co.—from selling, leasing or disposing of phonographs and supplies therefor within the State of New York, and for damages and an accounting for the action is maintained. The alleged infringement of a license or contract made between complainant's predecessors and the National Phonograph Co., which alleges that the said contract grants the said license and the exclusive rights to exhibit, exhibit and let phonographs, and to sell and dispose of appliances therefor in the State of New York, and that the said contract is in violation of substantially similar contracts, have been several times before the courts of the United States, on demurrer and for preliminary injunctions."

The bill charges Mr. Edison and defendant companies with entering upon a plan and scheme to avoid the contracts for licenses and to hinder and oblige the complainant in the exercise of its sole and exclusive territorial rights.

FACTS HISTORICALLY CONSIDERED.

The chronological history of the case is printed extensively, but these are the salient facts:

On October 12, 1888, by consolodation the North American Co. became the owner in perpetuity of the Edison patents relating to the phonograph. This company on October 12, 1888, granted the Metropolitan Phonograph Co. for a period of five years exclusive rights to the use of $110,000, certain exclusive rights in the State of New York. On February 6, 1889, a similar contract for five years covering the whole territory of the United States, excepting the New York territory, was granted to John P. Haines, acting for the New York Phonograph Co. The cash paid was $252,000. This $225,000 in all was paid by Henry Lawrence, John H. Wells, Joseph B. Wells and the New York Phonograph Co. In September, 1890, under the title of the New York Phonograph Co., and for three years conducted business unsuccessfully. In 1893 Mr. Edison became a controlling stockholder in the North American Phonograph Co. and in 1895 its president. When this company became insolvent its interests were sold to Mr. Edison at public sale. He then transferred a portion of his purchase to the National Phonograph Co., which was organized by him, while the interests in the many territorial licenses granted by the North American Co. were transferred to a trusted employe named C. J. There was failure of the North American Co., they were authorized by the complainant, under a suspension of contract agreements, to transact the phonograph business in their territory. Since July 1, 1895, the New York Phonograph Co. concededly has not actually engaged in business. When the National Phonograph Co. subsequently managed to control the rights of phonographs in the restricted territory, the New York Co. objected.

ATTEND TO ANNUAL DIFFERENCES.

Subsequently, on or before January 21, 1896, attempts were made to arrive at the differences between the two companies relative to the alleged contract, but they were unsuccessful, one of the witnesses of the defendant testifying that the objections of the negotiations was not to attempt for the return of the New York Phonograph Co. to business, but, on the contrary, that complainant desired a settlement which would implement a perpetual license to the defendant. At this time the phonograph business was increasing and there were some signs of success. It was also argued by the defendant that it was well known that when the National Phonograph Co. came into the field the complainant had abandoned its license and was practically unable to carry out the provisions of the contract, not only on account of its evident restraints to reenter the field of operation, but because of its insolvency. The judgment held that the testimony was to a different effect.

CONTRACTUAL OBLIGATIONS UPHELD.

Further the court also said: "The assets of the complainant's licensees in no sense came into Mr. Edison's use, nor were they freed from the obligations created by the contracts of license. * * Being in possession, therefore, of all the rights having been granted to the complainant and needed to the rights of the North American Co., as implied, the National Phonograph Co. has, nevertheless, unconditionally invaded the licensed territory of the complainant. That the contractual right of the New York Phonograph Co. have been obstructed and interfered with, in the manner indicated, cannot be seriously controverted. The court also decided that the "facts and circumstances are not convincing that the complainant has infiltrated on its right," and also that a "breach of contract has occurred, but that it cannot be a forfeiture of a license per se unless a condition to that effect be included in the agreement." Following this the court took up and disposed of the contract, and its extensions and stock features in all its bearings."

EXECUTION DENIED; ACCUSED, STATED.

Concluding his lengthy decision, Judge Hazel said: "This brings me to a consideration of the point * * * whether the license herein were extended beyond the second term as has been observed, the original New York Co. license was, until February 6, 1894 (the Metropolitan license expiring earlier), and later, as has been stated, both licenses were extended until March 26, 1903. The original and extension licenses, after setting forth the conditions of the second term, contained this provision: "Such further time, at the option of the party of the second part, as the party of the first part may be authorized to extend said license." Complainant carried out that period specified in the contract, namely, March 26, 1903, applied only to the phonograph; that with regard to the phonograph the time in which the licenses were capable of being extended was entirely controlled by the rights of the American Co., in perpetuity, and as that company was succeeded by the National Co., the latter must be held bound to strictly carry out the colations of the former."

There is no evidence that the complainant ever exercised the option clause of the contract, and therefore, it is difficult to conceive upon what, equitable ground the complainant is entitled to any rights beyond the second term. The language of the option is vague and indefinite, and cannot specify on which terms and conditions the same becomes effectual, or whether any consideration should be paid therefor. Manifestly, if the complainant had been enabled to perform its part of the contract, another agreement to extend the term beyond the period expressly limited would have been necessary."

This disposing of the primary and controlling questions and it is deemed unnecessary to pass upon others presented. The licenses having expired and the commencement of this suit, no injunction will be granted. Decree for an accounting, with costs, allowed against the National Phonograph Co., but all proceedings therefore may be stayed until decision by the Circuit Court of Appeals, or as may be further ordered.

Both sides claim a victory, and C. L. Bucking- man, or counsel for the National Phonograph Co. said: "It is significant that no injunction was granted and we have six months in which to appeal." Either an appeal will be taken, which was assured, or a settlement made agreeable to the parties in controversy. At any rate the business of the National Phonograph Co. is not, nor will it be restricted or interfered with.

TALK-O-PHONE CO. SECURE MORE ROOM.

The Talk-O-Phone Co., having found their offices at 241-246 West 23d street rather inadequate for their growing business, have absorbed the adjoining quarters at 241-250 on the same street. They have raised the $600 for the extra floor. This will give them much needed room for storage which they very much lacked in their old quarters. D. R. Pettit, assistant secretary, speaks enthusiastically of their new quarters as well as the growth of business which has assumed somewhat phenomenal proportions.

A dealer writes: "We often find that reproducers, when they come from jobbers, have a flint or jar to them; this is not the case always, we have not been able to improve them."

Answer—If a reproducer bursts, it may be due to the diaphragm not being clamped tightly enough, or the rubber cushion underneath the diaphragm may have slipped from the seat in the cup, leaving the diaphragm loose at that point. The remedy is to take the reproducer apart and see whether the rubber cushion fills the seat in the cup. After the diaphragm is placed in position, care should be taken that the cup market also fills the cup, and should be stretched if too small. Care also should be taken not to stretch it too much. In which case it would buckle and prevent the diaphragm from lying flat. It may be necessary, says the Phonograph Monthly, to try several times before the exact tightness of the diaphragm is determined to stop the blasting.

CUT THIS OUT—Send Stamps or Cash.

EDWARD LYMAN BILL, Publisher
1 Madison Avenue, New York City

Enclosed find Forty Cents—cash-stamps for which please send me THE TALKING MACHINE WORLD for one year.

Name: __________________________
Street Address: __________________________
Town: __________________________
Date: __________________________
State: __________________________
THE TALKING MACHINE WORLD.

EDWARD LYMAN BILL, Editor and Proprietor.

U. B. SPILLANE, Managing Editor.

The TALKING MACHINE WORLD.

PUBLISHED BY

EDWARD LYMAN BILL, Proprietor.

NEW YORK, JANUARY 15, 1905.

A CROSS the ocean a great struggle is going on between the cylinder and the disk record. There are many reasons attributed to the cause of this record battle, but it is fair to presume that both the cylinders and the discs will continue to meet the favor of the purchasing public.

We have observed in our travels that the dealers who have fitted up attractive rooms for the exhibition and sale of talking machines are the ones who have scored tremendous business success. The talking machine must be treated separately and departmentalized, and there is no question as to the results which may be won through specializing; it should not be treated in an indifferent manner, and we know scores of music dealers who have followed the early suggestions which we made in this matter and who have been extremely successful in the results achieved.

There is a view shown in another portion of this paper of a leading house in Pittsburg which has scored a tremendous hit with talking machines. There is no reason why the line of publicity should not be followed out to the point of giving live entertainments, to which can be invited the best class of people. When the pianist players first appeared, the ones who followed that system persistently were the ones who gathered in the largest good dollars later on.

The talking machines today reproduce the voices of the great musicians, with almost perfect exactness; there is no reason why superb afternoon and evening entertainments cannot be given by the talking machine. If neatly prepared invitations were sent out, inviting the people to an afternoon with the great musicians, it would prove not only good advertising for the firm who sent forth the invitations, but it would prove as well a splendid way in which to present the talking machine as an entertainer to hundreds of people, who have been taught to regard it with indifference and somewhat as a toy.

The talking machine has developed far beyond that stage; it has risen to the dignity of an art form. In the hands of a skilled agent, it has entertaining powers of tremendous importance, and dealers who are selling talking machines should look well to it if the attention of the public is drawn to them in a way out of the ordinary. The public demand for talking machines is constantly growing in volume, and during the next few months when people are living indoors large sales should be made. But the dealers should not overlook the necessity of properly advertising their wares. The larger manufacturers have kept the talking machine well before the public through the columns of the leading magazines and periodicals. They have been generous patrons of printer's ink, but the dealers should do their part locally as a manufacturer cannot be expected to do it all.

Some papers which have reached us from various cities show that there is a desire on the part of many talking machine dealers, to exploit their wares properly in the local publications. Some of these advertisements are attractively gotten up, and are bound to draw attention. There should be considerable of this work done in order that the largest results may be achieved.

The talking machine through American enterprise is known in all lands, and the experts for the past year have been surprisingly large. In fact they represent a greater value in dollars and cents than pianos. It seems almost incredible, but we have kept careful tab on the expert business in the talking machine line and it has reached astonishing figures.

It is rumored that there will be a number of novelties introduced within the next few months. Well, it is novelties that we require. There is no reason why there should not be changes in talking machines, as well as in any other lines of manufactured products. It is novelties which interest, and it is novelties that the dealers seek. There is a demand for constant betterment in talking machines as in everything else, and the phenomenal development which has taken place in the talking machine during the past few years supplies some idea as to the possibilities which it contains for the future.

The humorous is not a foreign attribute in the talking machine business. One concern not a thousand miles from City Hall Park, New York, has a caricature on the Victor dog. The horn is a battered funnel, such as is employed in the bottled goods trade. The listening animal, a must of low degree, has an affixed look and decoraized tail as he recognizes "His Master's Brook." The picture in colors is neatly framed, and adorns the manager's office.

Intelligent exploitation is the keynote of success with the progressive talking machine dealer. He should always remember that it is wise to try over records for a customer, particularly if there are others in the establishment waiting also to purchase. These others may have their lists all prepared, but how frequently is it the case that they buy one or two selections played for the first customer, and immediately insist on having them also. Enthusiasm is contagious, and this is as true in the appreciation of talking machine records as in everything else.

The talking machine has become such a factor in the affairs of life that story writers are weaving it in their romances for the romance of the future. A most commendable effort of this kind is a tale of far western flavor, in which the inimitable cow puncher, far from the musical districts of civilization, has the tedious and loneliness of his hum-drum existence relieved through the medium of a phonograph and its rendition of well remembered love songs. The story, "Art in Heart's Desires," appearing in the Saturday Evening Post, is a sort of laid-headed, crude romance, with the talking machine as the center of interest. Several very excellent drawings of records and up-to-date machines accompany this latest literary manifestation with a realistic motive.

We propose to print each month an advance list of records manufactured by the various companies, and we would suggest that these be forwarded as early as convenient.

Don't overlook sending your subscription to:

The Talking Machine World. It costs but a tripe and you will need it in your business.
Talking machines well displayed is the secret of a successful dealer. Your window should be made attractive, as the outside appearance of your store is a great factor to prospective customers, and you should keep in all the best selling types of machines always on hand. Great care should be exercised in handling your customer when entering your establishment. Don't let him get into the idea of a flaky machine, which does not know how to answer a question as to the superiority of one talking machine or another.

Make your customer feel at home, and handle him so as he may have your confidence, and give him what he wants. Don't let him think you know it all. Listen to what he has to say, weigh up the situation and nine chances out of every ten you will secure his order. Many dealers in the business-to-day, are too close with themselves, and as the old saying goes, "if you hold a twenty-five cent piece before your eyes, you could not see a fifty cent piece in back of it."

If after obtaining your customer he should come back for some trifling information, don't shun him and lend him to believe that he is becoming too familiar. Give it to him honest and a little at a time. If he should happen to break or damage a record, try to assist him in any way you can. Invite him to call again. Don't give him another one, and make him break or damage a record too often. Many beginners are afraid to ask for information, so don't talk to him in a manner he will feel bad.

Don't be afraid to invest a few dollars in lines of business where premiums are the means of extending trade—and there seems to be a wide field in which to operate—the offers for introducing a phonograph outfit are at least interesting. Try not altogether meeting the approval of the "regulars." For instance, this is an example of a "premium outfit": Our premium outfit complete includes one of our best machines, a 21-inch all-brass horn with a very attractive bracket, six of the new high records and 200 needles. The machine is one of our best models and is equipped with a long running noiseless motor which governs perfectly, and will play the largest record, together with the latest records. The cabinet has a highly finished oak cabinet with nickel trimmings, and is slightly over 12½ inches long, 10½ inches wide, and 7 inches high. The outfit, if sold at the regular price, would be valued at $40. The whole complete, packed for shipment to a customer weighs about 35 pounds. We guarantee the reproduction equal to the most expensive machines. This outfit is not listed in our catalogue, and will not be sold at retail. We sell direct to you. Our proposition: You can find some interesting That most every owner of a talking machine has at least fifty records; a great many 50 or more; the majority 200 to 300. You have presented a machine you do not want to bother with, and to secure for records. We will relieve you of this detail and will pay you 20 per cent commission on every record purchased during the first six months by anyone to whom you present one of our machines. All that is required of you is to have your customer purchase his records from us.

William Pike, Boston, Mass., has been reelected by order of the United States Circuit Court, from selling, or causing to be sold or advertised Edison phonograph records or blanks at less than the prices at which they are licensed by the National Phonograph Co. to be sold.

Referring to the double, or duplex record, an English correspondent suggests it is the disk of the future. Commenting on this The Talking Machine News says: "It is a pity that we cannot say how that may be, but the essential thing being equal—1 refer, of course, to the quality of the record—it certainly has obvious advantages. There is economy of space; one record takes up the room of two single-sided ones. There is economy of handling. You simply turn the record over, instead of having to take it off the plr, and, perhaps, cross the room in order to exchange it for another. In cases where there is a continuation of the same selection on the reverse, the advantage of merely turning the record is still more obvious. Your correspondent suggests the disadvantages of the double-sided disk. One is that they are rather thicker, the other that they are rather heavier. They certainly would appear to be rather thicker, but I believe, that a matter of fact, contradictorily as it may sound, they are actually rather lighter than other standard single-sided disks. This, since some are certainly larger, if not thicker as well, must obviously be due to some difference in the compo"

Owing to illness of counsel for defense the matter for an injunction that was to have been argued Saturday before the United States Circuit Court, in the case of the American Graphophone Co. and Columbia Phonograph Co. against the Victor Distributing & Export Co., New York, was put over by Judge Lacombe for a week. The hearing is therefore set down for Friday, the 20th. The matter in controversy concerns the advertising of prizes at the St. Louis World's Fair. Deciding the selling price of a patented article as an inherent right of the inventor has been firmly established in connection with talking machines. As to the trend of recent or modern decisions on the question of the power and right of patentees to regulate the prices and terms of sale of their patented articles, through and by their licensees, the Federal courts have recently, in several judicial pronouncements, found and held that patentees have such right; that they may prescribe the price and lay down the terms of sale—which their licensees shall charge and impose in selling to the general trade phonograph records invented or covered by the patents under which the license is granted.

A Massachusetts dealer has evolved a plan for carrying on debates with clubs in different cities without visiting them. John P. Macklin, of Wachusett, has organized a debating club, and he proposes to negotiate with societies in Boston, Springfield, Hartford, Providence and other New England towns to arrange debates by means of phonograph records. It is the gentleman's intention to have a certain subject chosen, times and dates set, and the debate to be given on the phonograph, record, or to have the whole arrangement covered by the patents under which the license is granted.

100,000 RECORDS ALWAYS IN STOCK.

JOBBERS
EDISON PHONOGRAPH RECORDS, ETC.
GENERAL SUPPLIES FOR CYLINDER MACHINES

DISTRIBUTORS
TALKING MACHINES, RECORDS, ETC.

SALERIES, 89 CHAMBERS STREET

DOUGLAS PHONOGRAPH COMPANY

NEW YORK

THE PERFECTION NEEDLE for Disc Records. Quality and Tone Production unequalled. We guarantee this needle to make a record last longer and give better results than any needle made. Send for Sample and prove our statement.
of an inconvenience as to abandon the use of the typewriter. In expert reporting it increases the productivity of the shorthand writer, and enables him to do twice as much work with less fatigue; and in commercial work, it is certainly desirable to eliminate the poorly equipped and incapable stenographer, and replace him by one of the competent typist, who will be equally well paid, if not better, besides doing a greater amount of work he can perform in the same period of time.

The use of the graphicphone for dictating purposes has revolutionized shorthand work, because it is now possible for one stenographer to take a whole day's proceedings, finish his work by twelve o'clock at night, and have the transcript ready for delivery at nine o'clock the next morning, whereas formerly he was obliged to hire an additional stenographer to assist him wherever daily copy was needed. Where two stenographers work together, about 150 pages are dictated, transcribed, read over, corrected, and ready for delivery by 7.30 p.m. The amount of work dictated from 4.20 to 11 or 12 P.M., with a reasonable time for dinner, varies from two to nine copies of 150 to 200 pages, each page containing 200 words.

Judge Platt, of the United States Circuit Court, Connecticut, still preserves an incalculable attitude on the gold moulded record suit. All hands are anxious, and some side bets have been made. A few weeks back Edward L. Easton, president of the Columbia Phonograph Co., entertained Richard W. Sears and Julius Rosenwald, of Sears, Roebuck & Co., Chicago, at a charming dinner in the banqueting hall of the Waldorf-Astoria, New York. At the close of the dinner Mr. Easton made a graceful speech in which he referred to the recent election of Mr. Sears as a member of the board of directors of the American Graphophone Co., and expressed the pleasure he felt in having a great merchant on the board—a board that was rich in lawyers, financiers and other useful members, but which had lacked the great merchant, until Mr. Sears had been added to it. Mr. Sears and Mr. Rosenwald responded in happy vein. A distinguished company was present.

Suptintendent E. W. Walker, of the Wisconsin School for the Deaf, made a graceful speech in which he referred to the recent election of Mr. Sears as a member of the board of directors of the American Graphophone Co., and expressed the pleasure he felt in having a great merchant on the board—a board that was rich in lawyers, financiers and other useful members, but which had lacked the great merchant, until Mr. Sears had been added to it. Mr. Sears and Mr. Rosenwald responded in happy vein. A distinguished company was present.

That there is something in this experiment of Mr. Walker's is obvious from the fact that a short time ago a gentleman of considerable mental attainments called upon a supplier. He had never heard of any kind of a talking machine before. He became interested in the Columbia graphophone, style A0. A band record was placed on the machine and the ordinary heaving tubes attached. He was able to distinguish only a slight buzzing noise at intervals. A talking piece was later tried—a speech of one of our prominent men set to slow measure. Although exceedingly deaf he thoroughly enjoyed it. In fact he became enthusiastic. He was unable, however, to distinguish the words with the home. He expressed his intention of repeating the experiments at a later date, and is hopeful that the graphophone with hearing tubes may do something toward partially restoring his hearing.

One of the defects pointed out in cylinder talking machines by a dealer of wide reputation is that the mandrel of the machine is so highly nickel plated and polished that the record often slips unless pushed on exceedingly tight, when there is the risk of splitting the record. The apt suggestion is made in connection with that it would be better to have the mandrel frosted or roughened so as to insure a firmer hold on the record.

Export trade is expanding rapidly, operations being exclusively with Mexico, the South and Central American countries. American business is under the control either of resident agencies or local companies under agreement. Applications for agencies from the Latin-American States are coming in surprisingly fast, and the manufacturing companies and specialty houses are shipping goods by every steamer.

The St. Louis (Mo.) Republic, of December 19, says, in speaking of the final awards of the World's Fair: "Meanwhile, information is conveyed of the extraordinary honors conferred on the Columbia Phonograph Co., sole sales agent for the American Graphophone Co., for its various exhibits of graphophones and records. The graphophone and Columbia Records received the highest recognition ever given to talking machines and records at any exhibition.

The latest recruit to stage mechanics is the talking machine, which has recently been introduced in Berlin, Germany. It proved a grand success, the first attempt being made in Shakespeare's "King Henry V." One who was present declares that not a soul noticed that in place of human voices a piece of pure mechanism was at work. Instead of thirty "supers," crowded together and blocking up each one's way behind the wings, there was a little table with an apparatus which sends a shifting from one place to another at a moment's notice. And knew faithful to his task was this new colleague! No disturbance now would arise owing to the awkwardness or to the fault of some malevolent super or untimely war.

The Hymnophon

Latest Phonographic Novelty
Excelling in Tone and Beauty
Has Reached the Highest Stage of Efficiency
Surpasses all other machines in Tone-Qualities, Grace and Beauty
Dispensing entirely with the Loose Horn

WE INVITE INSPECTION AT OUR SHOWROOMS

BETTINI PHONOGRAPH CO.
SOLE AMERICAN AND CANADIAN AGENTS
80 CHAMBERS STREET : NEW YORK
A device has been placed on the market called the "C. H." sound cultivating attachment, which provides simple means for eliminating all foreign noises, which form no part of the record vibration. It takes the sound as reproduced by the diaphragm, scatters the sound waves, which otherwise follow a spiral course along the sides of the horn, thus producing an indistinct effect.

The principle of insulation employed removes all harsh, grating or squeaking noises so discordant and disagreeable. The sound is distributed so as to fill the horn and bring directly out the original characteristics with the sound wave in a most perfect, accurate and powerful manner. It improves the record, giving the full tone and musical quality, and will fit any machine from concert size down. It is simple to operate. This device is controlled by A. D. Matthews Sons.

SOMETHING ABOUT RECORD RACKS.

Talking machine dealers will be interested in the system advocated by Hawthorne, Shedler & Prescott, sales managers of the American Record Company.

The illustration given herewith will furnish a comprehensive idea of the best method of carrying disk records in a manner so that dealers can fill the records quickly and can see at a glance just what selections they have in stock. A clear view of all the records can be taken at a glance, and as the rack is made open work of strong wire, it keeps the records in good condition, as the dust fails through the open work in place of accumulating on the shelves, as in the case with wooden racks.

The rack as shown in cut, is six spaces high, each space being subdivided into thirty-five additional spaces, and each subdivision will accommodate eight 10% or 11-inch disks, making total capacity of rack 200 records.

The wire rack system is rapidly becoming popular with talking machine dealers and jobbers for not only disk records but also for cylinder goods as well.

THE EDISON RETURN ATTACHMENT.

The return attachment now being sold for use on Edison phonographs is remarkable for its simplicity and effectiveness. Its principal parts are the return screw and lifting lever block. The screw is mounted on a coat bracket which is fastened with two screws to the phonograph body in front of the cylinder shaft. These two holes for fastening bracket are the only holes to be drilled and tapped to fasten attachment. The lifting lever block is carried by an arm which is clamped to the back rod sleeve. The return screw has four threads to the inch, ratchet shaped, and is driven by means of a spur gear which engages a similar gear on the main shaft pulley, thus dispensing with a belt or chain.

An adjustment is provided at each end of the bracket to suit the beginning and end of the record. The adjustment for the end of the record is accomplished by rotating the disk which is carried on the return screw. This disk also carries the pin which acts on the lift lever block to raise the diaphragm arm and connect the same with the threads of the return screw. This lifting action also disengages the feed nut from the thread of the main shaft and the return screw of the attachment takes the reproducer arm back to the starting point. The return movement takes about one-twenty-fifth of the time to play the record. All parts of the return device subject to wear are hardened. This attachment may be attached to all the leading makes of talking machines.

RAPKE'S IMPORTANT IMPROVEMENT.

In sundry supplies and specialties there are apparently numerous minor innovations of value with which the trade might be made more familiar for the mutual benefit of all concerned. For example, Rapke's sound distributor now in the Patent Office, is a case in point. The first one was completed only this week, and it is certainly a departure that will attract the attention of the entire trade. Mr. Rapke, who is a well-known and prosperous New York jobber, states that his invention relates to improvements in the distribution of the sound emanating from the horn of a talking machine, and its object is to place the horn in such a manner as to reflect the sound waves so they may be audible in all directions from the machine. The distributor can be attached or applied to talking machines in which either cylindrical or disk records are used.

At the present time all horns upon the talking machine are suspended in practically a horizontal manner, and the sound waves are transmitted horizontally from the machine, so much so that a person at the side or behind the opening of the horn is unable to distinctly hear the emitted sound. By suspending the horn, Mr. Rapke avers that the sound waves are directed against the ceiling of the room or a reflector (also part of this same man's invention), placed above the horn, and the sound waves are reflected in such a manner as to be clearly audible at any and all positions about the machine. It is also held that in a small room it is often inconvenient to move about a talking machine with the horn suspended horizontally, but with Mr. Rapke's improved manner of suspending the horn stands vertically and in no way interferes with persons handling the machine or moving about the room, and at the same time distributes the sound waves in all directions throughout the room.

The "Sound Distributor" is not the only invention that may be credited to Mr. Rapke's talent; for he has devised systems of numbers and titles, either separate or together, for Edison gold moulded records, which is coming into use rapidly.

THE "PERFECTION" REPAIR TOOL.

Among the very newest articles in the market is the "Perfection" repair tool for concert sound boxes, the invention of B. H. Melby, of this tool a sound box can be repaired in twenty minutes, and it can be employed either in connection with a direct or taper arm sound box.

CLEVER FOLDING HORN STAND.

Another specialty of recent introduction by the same company is the "Wentworth Folding Horn Stand," hereunder illustrated. It is claimed to be the simplest and strongest stand manufactured, being strong enough to hold horns of the largest size, and is so constructed that the weight of the horn is directed over the center of the stand, thus giving a perfect balance. Size folded, 11\(\frac{1}{2}\) x 11\(\frac{1}{2}\) inches, weight, 33 ounces, and is handsomely nickel plated.

THE KAISER HANDY PACK.

Dentists and repairers of talking machines will be interested to know that a most convenient kit has been devised by E. Kaiser, the well-known talking machine man. It consists of thirty small vials with cork and bottles. These vials are made up in three different sizes and stand up in a flat oak board 10\(\frac{1}{2}\) x 14\(\frac{1}{2}\), in which holes of proper size have been bored about the third of the way through. This has been very properly termed the "Kaiser Handy Pack."

Professor Garcia, of Madrid University, has invented an instrument which may solve the problem of wireless ('Phonos') states that he has been very successful in reproducing the vibration of various musical instruments at a distance of over 1,500 yards, but he has not yet been able to make the sounds of the human voice intelligible.
INTERESTING TRADE BITS.

The American Record Co., Hawthorne, She'die & Preston, sales managers, 241 West 32d street, New York, have just issued their second catalogue, which they call 'Catalogue B.' Favorable comments are heard on all sides of the number, regarding their manufacturing especially. The company has recently removed from 49 North Ninth street to 45 North Ninth street, where their accommodations for the trade will be doubled. They have adopted the wire racking system for both Edison cylinder records and the American Disk records, for which they are jobbers. Louis Boeken, the proprietor of the Wells, Phonograph Co., is an up-to-date hustling representative of the above company, and reports 1901 as being the best business year he has had.

Experts have declared that a thirty-inch horn develops all the true sound possibilities of a record. A larger one looks more impressive, they say, but the net results are no wiser imitated.

But cutting off the end of a Mega horn and attaching it to a Victor tapering arm machine, it is claimed the resonance is increased fully 50 per cent. The originator v wo it is "one of the best things ever."

Singing for phonographs seems to be a highly paid musical exercise there is. A phonograph company has offered a prima donna, who sings at the Metropolitan Opera, House this winter, $1,600 for four songs. That is $400 as soon as the sides are sung and $2,000 a year for four years as a reward for not singing into any other machine. Great any many are the means of incurring a goddess of grand opera. She could live splendidly on what she can get for using a pill, a perfume, a piano or a phonograph.


Theo. F. Bentel, president and treasurer of the Theo. F. Bentel Co., of Pittsburg, Pa., visited Philadelphia on January 12th and New York January 13th. The trade will be pleased to learn that Mr. Bentel's wife, who was taken seriously ill a short time ago, is now happily on the road to recovery. Mr. Bentel states that December's business was "the best ever."

The application of a little graphite or vaseline will cause the loud humming noise caused by the mover to disappear. This is a very common fault found in talking machines, but just as easily remedied.

The H. M. Hottenan Co. are new Edison jobbers at Houston, Tex. They are expecting to work up a big business in their territory.

Johnston & Co., who represent the Zeno-Phone in Toronto, Cans., are among the enterprising talking machine men of the Dominion. They are great believers in publicity and through their original and progressive methods have won a big following for their house and done much to advance the interests of the talking machine industry.

In a snowbound Long Island church recently the minister preached by telephone and a talking machine took the place of the choir. It was a great success.

RAPKE'S SOUND DISTRIBUTER

PATENT APPLIED FOR

LATEST AND BEST IMPROVEMENT IN TALKING MACHINE DEVICES

Brackets, Stands and Cranes Entirely Superseded

By the use of RAPKE'S SOUND DISTRIBUTER the Horn is suspended vertically over the machine, so that the sound is uniformly reflected, evenly distributed and greatly purified. Foreign imperfections and scratchings are absorbed.

FOR FURTHER PARTICULARS, PRICES, ETC., ADDRESS

VICTOR H. RAPKE, 1661 SECOND AVENUE
NEW YORK CITY
They also paid a total of 26 per cent for the year, as against 51 per cent. They report a great expansion in business, even in Russia and Japan, notwithstanding the war.

Virtually the gramophone becoming a power in the land. In addition to giving delight to thousands by its marvelous reproductions of instrumen
tal and vocal music, it is now used as a medium of communi-
cation as a speaking post card. The postal handling of the card will not, it is claimed, injure the disk, which is made of a newly invented tough sub-
stance. In connection with this, a small instru-
ment will be put on the market, at a price not ex-
ceeding 30 4d., which will enable the receiver to
use the card postcard to reproduce the voice of
the sender.

... in view of the fact that records are now be-
ing made in hundreds of different languages as well as in
gually every language in the world, we can soon
look forward to records in Gaelic, I understand
that some of the local companies have engaged
a number of prominent Irish singers, and may it be
their intention to cater to the increasing trade
of talk in the musical tradition in Ireland, as well as in
of the importance of the increasing number of
in the musical tradition in Ireland, as well as in

OUR FOREIGN CUSTOMERS.

Amount and Value of Talking Machines
Shipped Abroad From the Port of New York
for the Four Weeks Just Ended—Affords
Splendid Idea of the Importance of This
Industry.

[Special to The Talking Machine World.]

Washington, D. C., Jan. 12, 1905.

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

Shipsments have been made to practically every
country in the world.

DECEMBER 19, 1904.

Antwerp, 110 pkgs., $1,155; Amsterdam, 4
pkgs., $190; Bradford, 13 pkgs., $262; Bombay, 81
pkgs., $1,976; Buenos Ayres, 18 pkgs., $548; Calcutta, 7 pkgs., $156; 35
pkgs., $716; Callao, 8 pkgs., $1,033; Cartagena, 6
pkgs., $458; Chicago, 8 pkgs., $818; Copenhagen, 1 pkg., $112; Colón, 3
pkgs., $113; Glasgow, 7 pkgs., $125; Guayaquil, 3
pkgs., $116; Havana, 13 pkgs., $76; Havre, 18
pkgs., $877; Liverpool, 177 pkgs., $1,765; 75
pkgs., $150; 20 pkgs., $1,155; London, 2,032 pkgs., $367;
Manchester, 15 pkgs., $276; Melbourne, 4
pkgs., $129; Moscow, 3 pkgs., $200; Sydney, 3 pkgs., $111; 88
pkgs., $2,968; St. Cypres, 4 pkgs., $112; St. Johns, 2
pkgs., $162; S. Petersburg, 5 pkgs., $56; Shanghai, 5
pkgs., $258; St. Petersburg, 5 pkgs., $156; Vera Cruz, 8 pkgs., $103; Wellington, 6 pkgs., $189.

DECEMBER 26, 1904.

Alexandria, 6 pkgs., $154; Antwerp, 4
pkgs., $145; Bradford, 10 pkgs., $224; Bombay, 5
pkgs., $138; Berlin, 97 pkgs., $2,536; Calcutta, 7
pkgs., $170; Colon, 7 pkgs., $252; Copenhagen, 13
pkgs., $149; Demerara, 3 pkgs., $126; Glasgow, 15
pkgs., $528; Guayaquil, 7 pkgs., $227; Hamilton, 12
pkgs., $109; Harrow, 35 pkgs., $2,425; Havre, 38
pkgs., $1,396; Havana, 45 pkgs., $2,175; London, 258
pkgs., $6,751; London, 17 pkgs., $1,699; Manchester, 17 pkgs., $302; Paris, 5 pkgs., $112; Philadelphia, 25
pkgs., $1,107; Pisa, 6 pkgs., $912; Sydney, 8
pkgs., $725; reports, 2 pkgs., $552; Valparaiso,
28 cases, $1,124; Vera Cruz, 27 pkgs., $1,130.

FEBRUARY 2, 1905.

Antwerp, 4 pkgs., $197; Bombay, 50
pkgs., $1,772; Berlin, 27 pkgs., $1,609; Bradford, 12
pkgs., $180; Bristol, 32 pkgs., $673; Calcutta, 10
pkgs., $440; Colon, 6 pkgs., $105; Cardiff, 22
pkgs., $890; Callao, 3 pkgs., $375; Liverpool, 66
pkgs., $1,141; Lisbon, 5 pkgs., $143; London, 502
pkgs., $1,237, 1,253 pkgs., $18,511; 11 pkgs., $2,562;
Manchester, 21 pkgs., $193; Manila, 1 pkg., $119;
Melbourne, 206 pkgs., $3,260; Progress, 22 pkgs., $1,084; Sydney, 1 pkg., $160; Sheffield, 7 pkgs., $50; Singapore, 3
pkgs., $275; Tambov, 4 pkgs., $108.

JANUARY 9, 1905.

Alexandria, 16 pkgs., $139; Algiers Hay, 6 pkgs.,
$151; Baltimore, 33 pkgs., $2,983; Berlin, 13 pkgs.,
$743; Belfast, 21 pkgs., $693; Calcutta, 6 pkgs.,
$127; Cienfuegos, 8 pkgs., $108; Havana, 8 pkgs.,
$343; Lagunaro, 1 pkg., $932; Lisbon, 22
pkgs., $1,114; London, 803 pkgs., $8,957; Milan, 91
pkgs., $1,319; Matanzas, 11 pkgs., $146; Manchester, 9
pkgs., $159; Manila, 5 pkgs., $131; Tampico, 4
pkgs., $149; Vienna, 14 pkgs., $544; Warsaw, 2
pkgs., $222.
NEW VICTOR RECORDS FOR FEBRUARY, 1905.

RECORD BULLETINS FOR FEBRUARY

NEW EDISON GOLD MOULDED RECORDS FOR FEBRUARY, 1905.

NEW COLUMBIA "XP" CYLINDRICAL RECORDS FOR FEBRUARY, 1905.

RECORD BULLETINS FOR FEBRUARY

NEW AMERICAN RECORD CO.'S LATEST.
MUST MAINTAIN SELLING PRICE.
American Graphophone Co. Secure Injunction and Accounting Against the Edisonia Co.

A sweeping decision was handed down December 16, 1904, by Judge Lanning, United States Circuit Court, Trenton, N. J., in the case of the American Graphophone Co. against the Edisonia Co., dealers, Newark, N. J., sustaining the right of a patentee owner to enforce his established selling price as against undercutting. The opinion says in part:

"Ordered, adjourned and decreed, that the letters-patent referred to in the bill of complaint, No. 714,651, granted November 25, 1902, and reissue letter-patent 12,996, granted March 10, 1903, are good and valid; that the complainant, American Graphophone Co., possessing the full and entire right, title and interest, in and to said patents, and that the defendant, Edisonia Co., has infringed upon said patents and upon the exclusive rights of the complainant in the following way: Complainant sold to defendant, through its sales agent, Columbia Phonograph Co., certain records manufactured under the patents in suit and known as Columbia XP records upon the condition and restriction made known to and accepted by the said defendant, that it, if it disposed of the same, should adhere strictly to the official price list of twenty-five cents each for said records and such sale was made, dependent upon the observing by it of such condition and restriction and to such extent only as was licenced to sell the said records. That thereafter the said defendant in violation of the terms of such condition and restricted license and in infringement of the rights of complainant * * * sold the records at a base price than 25 cents each." The court further ordered that a perpetual injunction issue against the Edisonia Co., and that an accounting be rendered the complainant for damages sustained by reason of the infringement and the sale of records concerned therein. The defendant was also required to pay the costs, charges and disbursements in the suit.

D. Oliphant was appointed as master to assess the damages and to examine the books, etc., of the defendant.

DEALERS TO ORGANIZE.*
Meet and Take Steps to Form Organization—Current Conditions Discussed.

About thirty dealers held a meeting December 8, at 15th street and Third avenue, for the purpose of organizing an association. Paul Heifer was called to the chair, and S. Waldeck acted as secretary. The main idea of those present was that an effort should be made to induce the National Phonograph Co. to change their agreement so that no one should be placed on the dealer's list unless an initiatory purchase of $50 was made. After a three-hour session the temporary chairman appointed a committee of five to formulate a plan of organization and draft a constitution and by-laws. Some warm remarks were heard relative to current trade conditions and a lot of good natured chaffing indulged in without harm to anyone. An adjournment was taken subject to the call of the chair. Charles W. Heidt, treasurer of the Douglass Phonograph Co., Inc., and Y. H. Kappes were the only visitors in attendance. The latter, in a brief speech, gave his auditors some wise advice, united from many years' experience in the business.

DUTY ON METAL DISKS FOR RECORDS.

A Decision of Importance to Talking Machine Men Handed Down Last Week.

(Special to Talking Machine World—Washington, D. C., Dec. 12, 1904.)

Metal disks used in making "records" for gramophones and similar machines, though cast by the electrotype process, are not dutiable as electrotype plates under paragraph 156, act of July 24, 1897. Such merchandise is dutiable under the provisions of paragraph 128 of said act as manufactures of metal. The articles provided for in paragraph 156 as electrotype plates are those used for printing by the use of press in a printing machine. In support of this the following decisions were cited: G. A. 4650, G. A. 5409, and Parries Lithograph Mfg. Co. against Washington 132 U. S., 655, cited and followed.

The ruling was made in the matter of protest annexed the assessment of duty by the New York collector, and the full text of the opinion, rendered December 29, 1904, by Fischêr, G. A., of the Board of General Appraisers, follows:

'The merchandise in question consists of metal disks, from which the "records" used in graphophones, phonographs, etc., for the reproduction of articulate speech and musical selections, are made. Duty was assessed thereon at the rate of 45 percent ad valorem under the provisions of paragraph 153 of the act of July 24, 1897, and the importers claim that the goods are electrotype plates, dutiable at 25 percent under paragraph 156 of said act.

"As described in the testimony, the original record is a disk of soft plastic material upon which the speech or selection is etched with a stylus. From this original the metal disk under consideration is made by the electrotype process, and, finally, any number of copies may be made from this metal record by simply pressing it against the disks of plastic material that are actually employed in the machines. It is because these metal disks are made by the electrotype process that the importers contend that the provisions of paragraph 156, which reads as follows: apply: 156. Steel plates, engraved, stereotype plates, electrotype plates, and plates of other materials, engraved or lithographed, for printing, twenty-five per cent ad valorem."

"The process of making copies of the original record is a disk of soft plastic material upon which the speech or selection is etched with a stylus. From this original the metal disk under consideration is made by the electrotype process, and, finally, any number of copies may be made from this metal record by simply pressing it against the disks of plastic material that are actually employed in the machines. It is because these metal disks are made by the electrotype process that the importers contend that the provisions of paragraph 156, which reads as follows: apply: 156. Steel plates, engraved, stereotype plates, electrotype plates, and plates of other materials, engraved or lithographed, for printing, twenty-five per cent ad valorem."

"The process of making records for use in the phonograph, to wit, pressing the electrotype plate against plastic material, is not printing. The Standard Dictionary defines: printing as: The process of producing printed matter by the using of type plates, etc., and impressing them upon paper or the like, as in a printing machine."

A question somewhat similar to that here in-
Mfg. Co. against Worthington is cited and relied upon to provide themselves with what will rummy and clearness, and the professor wondered upon the machine they enunciated the words with ao of me the Metre where no doubt of the eMeary of the several weeks ago, and they have now reached talking machine recorded can be timed in the etand record; for a further postponement of the case from January or, at the St. Louis awarded the first grand prize over all comitit-
harm done the complainant by the advertise.
branch of the Columbia Phonograph Co.
Application until such lime as the court determines what papers is set there in detail.
moot inserted by John F. Ellie & Co. In the local
and by Edward D. FAutton, president of the to continued to today,' consent of which was made returnable January 3. was by
P. Ellis & Co. and their manager, Chan. B. Bailey,
ruling in G. A. 5409. the controversy.
Morris against MAO (G. A. 1669,-,. reverent In the ease of
that Maes. The abode ruling by the
ground, namely, that OM steel plata there
for example metal and "electrotype plates.
by the glamSetistil arrangement of the para.
'bOthers.
'We construe said paragraph 166 to applw to such
we claim for Edison w
in the market house at Lumen.
-Talking Machine LITIGATION.
The suit was filed by John F. Ellis & Co. and the Columbia Phonograph Co. against John P. Ellis & Co. and their manager, Chas. B. Bailey, calling upon them to show cause why an injun-
Jection should not be granted against them, and which was made returnable January 3, was by consent of both complainants and defendants continued to today (Friday). Three affidavits supplementary to the complaint have been file
ed by Edward D. Easton, president of the two com-
plaining corporations, Paul H. Cromell, vice-
president of the Columbia Phonograph Co., and H. C. Grove, who is manager of the Washington branch of the Columbia Phonograph Co. The harm done the complainants by the advertisement inserted by John F. Ellis & Co. in the local papers is set forth in detail. The basis of the suit is the advertising by John F. Ellis & Co. that "The Victor talking machine and records were awarded the first grand prize over all competiti-
tag in music that has been made in America."
It is understood that this advertising will continue until such time as the court determines what action shall be taken.
Blindly and deluded, I forgot that a further postponement of the case from January 31th has been granted to Ellis & Co.

IN TEACHING LANGUAGES

Talking Machine Records Have Proven an In-
valuable Aid in California University.

(Special to The Talking Machine World.)
Berkeley, Cal., Jan. 12, 1905.
Teaching the Chinese language by machinery is the latest wrinkle in university circles, Pro-

fessor John Fryer having demonstrated that talking machine records can be used in the class room where instruction in Oriental languages is given.

Experiments were begun by Professor Fryer several for weeks ago, and they have now reached the stage where no doubt of the efficacy of the method is felt. The plan when developed is ex-
pected to be of immense benefit to all students of oriental languages.

Professor Fryer prepared his first disks with lessons in the Kuan Hua language. In the talk-
ing machine they emulated the words with ac-
curacy and those who attended the lessons were lighted with the results. Any number of plates can be manufactured, and students will then be able to provide themselves with what will in some respects take the place of the living teacher.

The advantage of the plan lies in the case with which a student may obtain a reiterated pro-
unciation of words with which he desires to become familiar. Difficult sounds and tones can be pronounced for the student's benefit until he is acquainted with them.

-THE TALKING MACHINE IN 1758.

Interesting Light Thrown Upon the Early His-

tory of Talking Machines in an Excerpt From
John Wesley's Magazine—Heard A Talking
Machine in Ireland on the Visit There.

The early history of musical instruments we find the Irish figuring in many ways. It will be remembered that Southwell, who died chiefly a
technically, the inventor of the first upright piano, while his action mechanism as applied to pianos and harps has been deservedly lauded by histo-
rians.

We were not aware, however, that the honers which we claim for Edison were anticipated to some extent many long years before him, but something in the form of a talking machine was known in England in 1758, according to no less authority than John Wesley like our Washington, "coul'tn't tell a lie." Writing in his journal under date of Monday, April 26, 1762, he said: "In the evening I preached to a large congregation in the market house at London, Ireland. I now approached the opportunity, which I had long desired, of talking with Mr. Miller, the contriver of that statue, which was in Lor-
an was excited-I was now, May 1, 1758, the figure of an old man, standing in a chair, with a curtain drawn before him, over against a clock, which stood in the other side of the rooms.
Every time the clock struck he opened the door with one hand, drew back the curtain with the other, turned his head, as if looking round on the audience, and repeated with a clear and purposely articulate voice: "Past one, two, three," and so on. But so many came to see this (the like of which had never been seen in England) that Mr. Miller was in danger of being ruined, not having time to attend to his own business. So, as none offered to purchase it, or to carry him for him's pains, he took the whole machine to pieces."

Under date of Monday, June 14, 1773, as a further ocurrence.
"After preaching at Lorcan, I in-
formed Mr. Miller that he had lost all
thoughts of perfecting his speaking statue, which had so long lain by. He said he had altered his mind, that he had life and health, to make two, which would not only speak but sing hymns alternately with an articulate voice; that he had made a trial and it answered well. But the work still continued. He so far-ished that he had much business of other kinds to attend to, and could only give his house machi-

ners. How amazing it is that no man of fortune enables him to give all his time to the
work."
The above data will be interesting to manufac-
turers and inventors of talking machines as well as dealers handling them. It only awaits anew the old saw, that "there is nothing new under the sun." It must be remembered that it is not the invention of any idea that counts, but much as its development; for instance, light by electricity in not new, but its development and perfection is new, and in this respect as in talk-
ing machines, Edison takes a leading place.

NEW VICTOR AGENCY.

Landay Bros. Open Handsome Quarters at 288 Fifth Avenue, New York.

A new agency for the Victor talking machines, as well as records, has been established at 288 Fifth avenue, New York, by Landay Bros., They have
furnished a very beautiful studio which is orna-
tmented with portraits of the celebrated artists and composers and musicians in the Victor or-
ords, and here in the heart of the most select shopping trade are displayed a very fine line of Victor machine and records which are very dearly

described as "voice engravings." It is evid-
ently the intention of Landay Bros. to appeal to a very high class of trade, and which they are destined to get, working along the lines they have planned.

A GREAT SUPPLY HOUSE.

The Hawthorne & Shepley Mfg. Co. of Phila-
delphia, Pa., in their business of manufac-
turing supplies of all description for talking machines, they have manufactured many horns only, and confined their at-
tention to eight styles.
Up to this time the only horns made for talk-
ing machines were small tin ones, which were constructed in a crude manner, without any at-
tention being paid to the acoustic properties or appearance.

Like many other good things in their early stages, the public generally did not like them, the machine manufacturers condemned them, and everyone argued that nothing could equal the antiquated ear tubes. At that time, talking ma-
achines were not the household necessity they are to-day, being principally used in saloons and slot parlors, with an occasional one for business pur-
poses.
Believing, however, that they were working on the proper line, and that as talking machines were gradually introduced for home amusement the value of properly constructed horns would be appreciated, this company, or rather firm as it was in those days, kept everlasting at it, im-
proving their presumption, and increasing their line with the motto always before them to make the best regardless of cost, and sell it at the lowest price consistent with a fair manufacturing profit, until to-day they have a factory containing about 20,000 square feet of surface, have all the latest apparatus and best machinery, and are manufacturing everything for talking machines.

From a small beginning with only eight differ-
t style horns, they now make over one hun-
dred different styles, among which are their
now well known patented line of "Silk Finish" horns. They also manufacture about fifty differ-
t styles of cases for carrying machines and records, about ten different style horn sup-
ports, and hundreds of small parts and useful accessories. They now occupy a prominent posi-
tion in the trade, and are the recognized source of supply for talking machine accessories of all descriptions.

Their latest products in the horn line, named the "Flower Horn," is shown herewith. These

-"Flower Horns" are made by them in many styles, and not only do they present a handsome
and attractive appearance, but they are brilliant and clear in reproducing. They have applied for a patent on the construction, as well as the particular design they have originated. Their new catalogue, No. 600, will be interesting reading to anyone handling or using talking machines.

Dealers should not fail to cut out subscription blank on another page and mail to this office with fifty cents in stamps.
THE EXPLANATION!

125,731 assorted TALK-O-PHONES distributed since we opened our factory in March, 1904.

There must be something about them that is pleasing. The consumer insists that it is the quality, the dealer thinks also there is something attractive about the price. If you do not know our discounts, better get them. We guarantee to save you money. We guarantee to please you.

A $75.00 machine selling at $40.00 with a $75.00 profit for the dealer Can we prove it? TRY US

START OUT LIKE THIS PAPER WITH GOOD RESOLUTIONS, GET RID OF YOUR FALLACIES.

Buy the Talk-O-Phone

THE TALK-O-PHONE COMPANY
TOLEDO, O.

CHICAGO SAN FRANCISCO NEW YORK
THE man who invented the Phonograph: who is ever at work on it, and who has brought it to its present marvelous perfection as a delightful musical instrument.

It is worth while to handle a product that Mr. Edison is ever improving. Edison Phonographs and Edison Gold Moulded Records are sold under conditions that guarantee a uniform selling price to all Dealers.

They are essential to the success of any Dealer now handling talking machine goods, and they are a desirable side line for almost any other business.

A Dealer in talking machines without the Edison line is only half equipped for business. Write for trade discounts and conditions to

NATIONAL PHONOGRAPH CO.

83 Chambers Street, New York
304 Wabash Avenue, Chicago

or any of the following Jobbers:

CALIFORNIA. B. J. Ratcliffe, San Francisco. Peter Braggins.
COLORADO. William M. Long, Denver.
DELAWARE. J. E. Raley, Dover.
CONNECTICUT. F. E. Slosson, New Haven.
DIXIE. W. A. Slosson, J. E. Raley.
FLORENCE. W. A. Slosson.
ILLINOIS. C. E. Burt, Chicago.
INDIANA. A. W. Dzial, Indianapolis.
IOWA. A. W. Dzial, Des Moines.
KENTUCKY. W. H. Biddle, Louisville.
LOUISIANA. A. W. Dzial, New Orleans.
MAINE. H. L. White, Portland.
MASSACHUSETTS. BOSTON. A. E. G. Loring.
MICHIGAN. W. H. Biddle, Detroit.
MINNESOTA. M. E. Paul, Minneapolis.
MISSOURI. L. E. T. Thomas, Kansas City.
MISSISSIPPI. T. W. H. Moore, Jackson.
NEW JERSEY. A. W. Dzial, Newark.
NEW MEXICO. W. H. Biddle, Gallup.
NEW YORK. A. E. G. Loring.
NEW YORK. H. E. Opperman.
OHIO. L. E. T. Thomas, Columbus.
OKLAHOMA. W. H. Biddle, Oklahoma City.
PENNSYLVANIA. A. W. Dzial, Philadelphia.
RHODE ISLAND. A. W. Dzial, Providence.
SOUTH CAROLINA. W. H. Biddle, Charleston.
TENNESSEE. W. H. Biddle, Memphis.
TEXAS. A. W. Dzial, Dallas.
VERMONT. A. W. Dzial, Burlington.
WASHINGTON. A. W. Dzial, Seattle.
WEST VIRGINIA. A. W. Dzial, Charleston.
WISCONSIN. A. W. Dzial, Madison.
WISCONSIN. A. W. Dzial, Milwaukee.
WISCONSIN. A. W. Dzial, Green Bay.
WISCONSIN. A. W. Dzial, Cudahy.
WISCONSIN. A. W. Dzial, Racine.
WISCONSIN. A. W. Dzial, Sheboygan.
WISCONSIN. A. W. Dzial, Green Bay.
WISCONSIN. A. W. Dzial, Menasha.
WISCONSIN. A. W. Dzial, Waukesha.
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