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**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. 7*

New York, July, 1899

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**Principal Features of this Number**

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- TRICK PICTURES
- OUR TATTLER
- LEGAL NOTICES
- AN AUTOMATIC DRUMMER
- OUR CORRESPONDENTS
- LET THE PHONOGRAPH TALK
- ROBBING EDISON
- TRADE NOTES
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- HE BEGS WITH A TALKING-MACHINE
- ACTION AGAINST EDISON
- OUR CORRESPONDENCE
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- NEW RECORDS FOR TALKING MACHINES    New Records  
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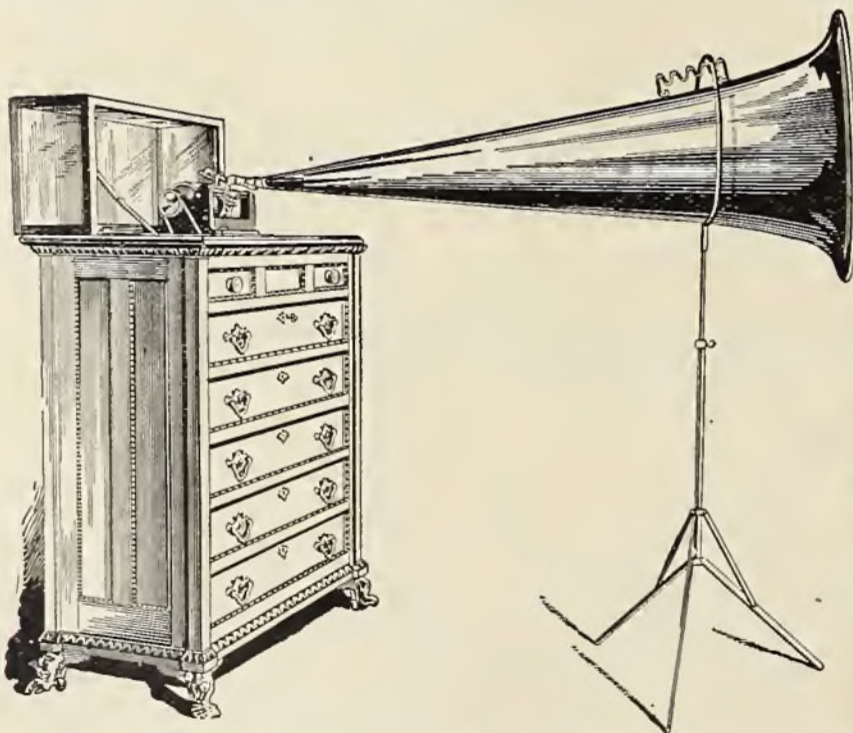
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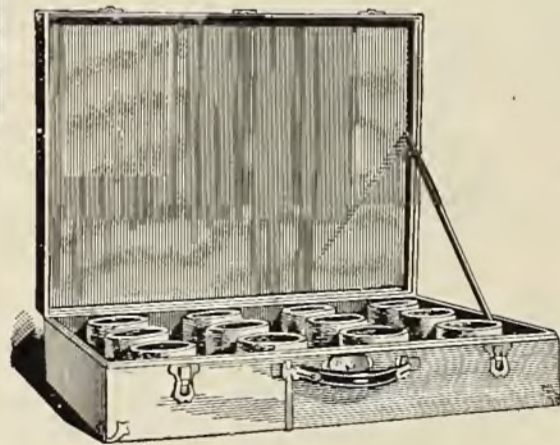
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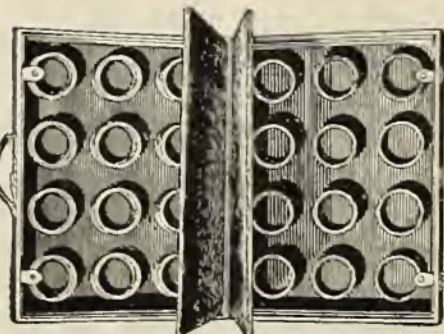
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# The Phonoscope

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

Vol. III.

NEW YORK, JULY, 1899

No. 7

## Trick Pictures X

### How Strange Effects in Moving Photographs are Produced

A reporter asked Mr. Robert Pitard, the cinematographe expert, how trick pictures were made.

"How, for example," he said, "do they get up those curious films in which people suddenly appear and disappear, jump out of space and leap into the air and vanish?"

"It's the simplest thing in the world," replied Mr. Pitard. "Suppose I am taking a picture of a man seated in a chair and want him to disappear." All I have to do is to stop the recording machine. The man gets up and walks off and I start the machine again. When the picture is thrown on the machine there is no indication of stoppage. You simply see a man on a chair, and all of a sudden you don't see him. That's the principle of most of the trick views. "Of course," he continued, "the film itself is susceptible of unlimited 'doctoring.' By cutting out pieces and cementing the ends together one can get the most astonishing effects. It is a lightning transformation with a vengeance."

"Has there been much improvement lately in the making of moving picture films?" asked the reporter.

"Yes, a vast improvement, and it is steadily going on. Formerly a film fifty feet long was the practical limit; now five hundred feet is nothing remarkable. Then again, it was thought necessary to take at least forty pictures a second, and most people still suppose that is the rate. It has been found, as a matter of fact, that the same result may be obtained in most cases with fifteen pictures a second, and at present that might be called the standard speed. It is varied slightly to suit the object taken. For instance, fifteen pictures a second would be all right for a man walking along the street, but too slow for an athlete leaping over hurdles. There would be too much variation in the negatives, and instead of blending one into the other on the screen they would show a succession of little jars.

"It is a curious fact, by the way, that an operator can frequently make a 'slow' film show all right by speeding the instrument and rushing the pictures through faster than they were taken. One of the great improvements of the present day is in the developing apparatus. Every amateur photographer will appreciate the difficulty of developing a film several hundred feet long. It used to be done by winding it around a glass drum, the lower surface of which was in a tank of developing solution. There was a ruby light inside the drum, but the trouble with the contrivance was that only one or two pictures were in the solution at a time. Now a sort of X-shaped reel is used which submerges a number of negatives at once. The improvement in results is something wonderful."

"How about the Cuban war pictures? Were they fakes or the real thing?"

"A little of both. The pictures showing soldiers in action were mostly fakes, but they were very good ones, and probably gave a better idea of an engagement than could have been obtained from photos taken during an actual battle. Real soldiers went through all the motions of firing and charging right there on the ground and now and then one would seem to topple over dead. Such scenes were tremendously realistic.

"A number of bona fide battle pictures were secured by one daring operator during the Santiago campaign, but just as he was leaving the field he was shot through the shoulder. When the soldiers carried him off he entrusted his precious packet of films to a Cuban boy, with instructions to mail them at Saboney. The boy ran into some heavy firing on the way back and took refuge with four natives in an old sugar shed. At the next moment the Spaniards dropped a shell through the roof and blew the shed, boy, films and natives into a thousand fragments. It was a loss that caused much lamenting in New York. The pictures were absolutely unique and would have created a sensation."

Speaking of the films from a scientific standpoint, Mr. Pitard told some interesting things.

"They are being used more and more in the study of motion," he remarked, "and have revealed a great deal that was mysterious in the muscular action of men, birds and animals. You see we can take a picture of a pigeon, for illustration, flying from the ground to the top of a barn, and by slowing down the reproducing machinery can make the flight as gradual as the progress of a snail. That shows to a nicety just how the wings are manipulated, the body balanced and the muscles brought into play. Heretofore all theories on the subject were more or less guess work. I wouldn't be surprised if the study of birds by means of moving picture films resulted in the invention of a practical flying machine.

"The same thing is applied very successfully with horses. A valuable horse may 'interfere,' as it is called, when it strikes its hoofs against the inside of its legs, and the film will show exactly how and at what part of the stride the infirmity is manifested. As everybody knows, moving pictures have completely changed our idea of horses' gaits. Artists nowadays never draw the old fashioned galloping horse with legs stiffly outstretched. We've found out that horses don't gallop, that way.

"I have frequently thought," Mr. Pitard went on, "that a very interesting and important series of pictures might be made in connection with the X-ray. Suppose that we had a film showing the movement of the lungs and the beating of the heart. The thing is by no means impossible, and it would be worth more for demonstration before a class than all the lectures in the world. The Department of Agriculture at Washington is just now making elaborate preparations for an experiment in photographing the growth of plants. As I understand it, pictures will be taken every

hour, day and night, for several months. In three months they would get 2,160 negatives, which, put through at the regulation speed, would give a moving picture almost exactly two and one-half minutes in duration. In that length of time one could see a plant appear in a tiny shoot, develop to maturity, bud and blossom, all right before one's eyes. It would beat the mango trick to death.

"On exactly the same principle a child could be photographed clear up to the time it developed into an adult, and I hear that the experiment has been in progress for over a year in Paris. All that is necessary is to place its head against a properly adjusted rest and take a picture every day. The negative, pieced together will gradually make a complete film. It would be very strange to see a chubby baby passing swiftly through childhood into youth and then manhood. The only trouble about the scheme is that it requires such a quantity of time and patience.

"The moving picture of anybody who has afterward died is an uncanny thing. I have an excellent one of Hermann—I mean Hermann the elder—whom I knew quite well, and when I see him stepping out briskly in the picture and smiling and bowing exactly as he did in life, it gives me a queer, creepy feeling. I can't divest my mind of the idea that there is something abnormal about it. People have been known to recognize dead friends in street scenes, and I have no doubt that the military films, showing the manoeuvres of troops, contain many portraits of men who are now in their graves. Strange that we can call them back, even into this mimic life."

"I have seen no mention of the taking of any records at Rennes during the Dreyfus case," said the reporter. "That seems to be one big event that is being missed by the enterprising historians of the camera."

"They may have secured a few outside views of the passing of the prisoner to and fro," said Mr. Pitard, "but I doubt it. As a general thing it is impossible to get good records during midsummer. The heat softens the surface of the gelatine. It is astonishing, however, how thoroughly current events are being covered. When young people fifty years from now want to study the history of the era of the nineteenth century they can start their stereopticons going and witness the real thing. Suppose we had a record like that of Napoleon's career or of our own civil war! It is impossible to overestimate the educational value of the records now being made. In ten years moving pictures will certainly be an essential feature in every school, and the plant for them will be deemed just as necessary as globes and atlases."

"Has any practical plan been devised as yet for taking these pictures by artificial light?"

"No. I think, though, that acetylene gas will be used for that purpose in the near future. Its spectrum is exactly the same as sunlight, and it casts the same kind of shadows."

## Our Tattler

A funny incident occurred at a recent church social in a neighboring city, where a Graphophone was employed to help out the evening's entertainment. The Graphophone was hired by one of the men of the church, and when he hired it he forgot to say that he was going to use it at a church social. Everything went along smoothly for the first three or four pieces, but on the next one it started out something like this: "Well, Casey, where in h—l have—" The machine was grabbed by the man who hired it, and rushed into another room, where a new roll was put in, and the entertainment continued.

An old gentleman from the country would not believe that he could hear his wife talk a distance of fifteen miles over the telephone. His wife went to a neighboring city one day and the old gentleman went to town just to satisfy himself by experimenting with the telephone. He went to the telephone exchange office and told them he wanted to talk with his wife. They explained how to operate the 'phone and the old gentleman walked boldly up and exclaimed: "Hello, Jane!" At that instant lightning struck the telephone wire and knocked the old gent down and as he scrambled to his feet he excitedly cried: "That's Jane, by gosh!"

A man of sixty years or thereabouts stood in front of a Phonograph in a hotel wine room looking with open-eyed wonder at the machine, which was grinding out a song of the concert hall by a tenor with a rasping voice. That he was a farmer was evidenced by his clothing, clean, but far from stylish, with an old straw hat and cowhide boots, which had apparently done many a mile back of the plow; by his kindly and weatherbeaten countenance, now overspread with a stare betokening the greatest perplexity, and by his hands, rough and expanded by years of toil in agriculture.

He listened to the song in silence as long as he could, but finally turned to a bystander with the question:—

"Say, mister, who's that fellow singing?"

The man to whom the query was directed, after expressing surprise that the farmer had never seen one of Edison's famous instruments, explained to him its working as well as he could, the listener taking it in with open mouth as well as ears. Finally he gasped:—

"Gosh, that's wonderful, ain't it?"

Then he spent the afternoon feeding nickels into the insatiable maw of the Phonograph. He plainly considered his visit worth while.

Recently the proprietor of a prominent store, gave a Graphophone concert, with a large megaphone attachment. A couple of sons of Ham of "seven or 'leven" summers and twice as many winters, who happened to be passing, stopped and listened in open mouthed wonderment to the talking-machine. At first they were inclined to run, but as they noticed the indifferent attitude of the crowd standing around, their nerve gradually returned and they edged nearer the mysterious little machine. Several band selections were ground out and then came a rollicky negro "song and dance."

The performer was an artist, and between verses did a "double shuffle," "heel and toe," "do see" and other fancy steps in such a realistic manner as to completely lose the two youngsters who were listening. They began to roll the whites of their eyes, work their toes and presently, when the limit of human endurance was reached the eldest "toed the scratch" and turned himself loose. He

was followed immediately by his companion and the way those little imps did the "razzle dazzle," "pigeon wing," "come and kiss your baby" would have caused the man in the Graphophone to hide his face in shame could he have witnessed it.

The musical tattoo of their bare feet upon the hard floor soon drowned the machine out and the crowd forgot it in watching the antics of the two local stars. A circle was formed around them and by threats and bribes they were kept at it until the sidewalk was blocked and the streets made impassable by the crowd. Finally they succeeded in making their escape and when they had reached a side street, the younger asked: "Say, Bill, who you speck dat nigger was dancing and singin' dat a-way?"

"Shaw, nigger," replied the other scornfully, "don't you know who dat am? Dat's Crazy Sam, from down here in Swampoodle: I done knowed dat nigger's voice no sooner dan I hearn it; deys can't fool dis chile."

Phonographs, like croupy babies, get sore throats, queer voices and cast-iron coughs, and the Phonograph doctor must lend his aid before health is restored. Between the mischief done by the small boy, whose delight it is to put paper wads into the slot, and the jokes played by adults on the guileless, unoffending machine the Phonograph surgeons have their hands full.

During the summer months the doors of the hospital are left open. For the sake of the sanity of the workers for health some of the awful shrieks and buzzes must be allowed to escape. Business men who pass back and forth in the corridor often pause to listen to the wheezy, shrill sounds that float out from the rooms in which squeaky-voiced, weak-wheeled combinations of cylinders and cogs are nursed back to the sweet and dignified songsters that they were before misfortune or weak lungs came their way. As soon as a disabled Phonograph arrives it is wound up and made to tell its symptoms. Almost invariably it bursts forth forcibly and describes its pains and aches with whines and sighs and tearful groans that would bring envy to a small boy with a green-apple stomachache. Often the disorder is so chronic and of such long standing that it's a hopeless and impossible task to determine whether the patient is jogging out the inspiring words of "There'll Be a Hot Time" or ripping the inimitable strains of a Sousa composition into smithereens.

The worst case that ever came to this particular hospital was one which rightly belonged to the Keeley people. A glass of beer had been poured into the big brass horn and had trickled unthinkingly into all the delicate mechanism, rusting the springs and cranks, glueing the rubber tubing and creating general havoc. The machine was taken apart to the smallest screw and put to soak in a half-gallon of kerosene. It was a humiliated and reformed Phonograph that once more raised up its voice to hum the simple strains of "I Don't Want to Play in Your Yard."

A Phonograph doctor is not unlike the one who ministers to the ills of man. Sometimes a patient arrives who to all appearances will be a helpless invalid, but a little steel arm is lifted and everything is well—while the bill will be just as big as if three weeks of treatment had been necessary. The hardest case to cure is when one of the two little springs that rest so comfortably in their little metal case becomes split or broken. While the operation is not necessarily painful to the patient, it puts the attendant into a cold chill to repair things. Once in awhile a Phonograph is brought in by a frantic individual who declares that the records positively cannot be put onto the cylinder, that they're too small to fit. The frenzied gentleman is gently informed that, in order to have

cylinder and record perfectly combined, one end of the record and one end of the cylinder are made slightly smaller, so that the record will slip in place and stay there, and that the record cannot possibly be put onto the cylinder from the wrong end. These cases are considered great jokes by the Phonograph doctors—as are hives and red nose by men of the medical profession.

## Legal Notices

Judge McPherson made an order refusing the motion for a preliminary injunction in the equity case of Thomas A. Edison against Hawthorne and Sheble. The plaintiff asked that the defendants be restrained from using the name "Edison" in connection with their business of selling Phonographs.

MOTION IN PRELIMINARY INJUNCTION—JUDGE MCPHERSON.—Without intimating an opinion upon any of the questions argued by counsel, but reserving full liberty to consider and decide them upon final hearing, I feel obliged to deny this motion for the single reason that I do not think the right of the complainant is clear.

James L. Andem, of Cincinnati, O., recently filed an answer and cross-petition, through Attorney C. W. Baker, to the suit against him by the National Phonograph Company. It seems that Thomas A. Edison first sold his patent rights to the North American Phonograph Company, and from it the Ohio Phonograph Company bought the State right for Ohio, and Andem is the successor of the latter concern. In the meantime the North American made an assignment and Edison again came into possession, and he sold the right to manufacture to the National. Andem admits his indebtedness, but, by way of set-off, says that the plaintiff has invaded his territorial rights, damaging him to the extent of \$50,000.

Dan Stuart, the well-known fight promoter, has been sued by E. J. Rector, inventor of the veriscope, for fifteen per cent of the profits of the Corbett-Fitzsimmons fight pictures.

In the papers filed in court by Rector, he gives some facts about that picture scheme that have never been told to the boxing public before.

Mr. Rector claims that he formed a partnership with Stuart for the purpose of securing pictures of the fight. He invented the apparatus and Stuart furnished part of the capital for the necessary experiments.

Rector says that while there was no formal contract, it was agreed between them that he was to receive one-quarter of the net receipts after Fitzsimmons and Corbett had been taken care of. Stuart gave the men to understand that they formed a corporation, but, as a matter of fact, no such corporation existed when the agreement was signed. Stuart managed the entire affairs of the corporation.

He sold the right to use the pictures in various territories and received all the profits from exhibitions. Mr. Rector says that by threatening to bring Stuart into court, the fighters got about \$60,000 three months after the contest. Stuart was made treasurer of the company at a salary of \$75 a week and traveled with the exhibition. When Rector demanded his share of fifteen per cent of the receipts he was told by Stuart that he had no interest in the corporation and even if he had there were no profits to divide, as all the money had been expended in the interest of the concern among the Legislatures of various States. Mr. Rector said that Stuart had once admitted to him in conversation that the profits had amounted to over \$120,000.



## An Automatic Drummer

**With This One When Jokes are Not Wanted They are Promptly Switched Off**

"Have you heard of the new automatic drummer?" said a Louisville traveling man as he joined the group in front of the Sturtevant House recently. "No? Well, it's a great scheme. You see, the trusts have made brains absolutely useless in the business, and when a merchant has to buy at one place or go without, an idiot can take his order just as well as a man of superior intelligence like myself. So, to cut down expenses, some genius has gotten up this automaton. It is made of papier-mache and represents a drummer sitting on a sample trunk. The whole thing is about eight inches high and is boxed up and sent to the retail merchants by express. When it arrives the business man sets it on his desk, touches a spring, which releases a Phonographic cylinder inside the trunk, and the drummer begins to talk. 'Good day, sir,' he says: 'the following are our list prices on so and so,' and with that the machine reels off the latest quotations of whatever trust it happens to represent. At the other end of the trunk is a hole connecting with a receiving cylinder, and the merchant speaks his order in it. 'Thank you,' says the manikin, when he gets through; 'I will now tell you two comic stories and sing you a selection from the latest opera.' If the merchant doesn't care for that part of it all he has to do is to turn a switch. Then he returns the automaton to its box and expresses it back to the house C. O. D. There the order record is taken out, a fresh one put in and the machine sent to another customer. It's a wonderful device, and its advantages over a live drummer are too numerous to mention. It doesn't eat anything, it hasn't any hotel bills, it runs up no expense account and never draws upon the house. Then, again, think of the enormous saving in railroad fares!"

## Our Correspondents

PORTLAND, Ore., August 26, 1899.

EDITOR OF THE PHONOSCOPE:

It has been nearly a year since we wrote anything for your paper, but for a fact, we have been too much out of health to write. This is our excuse: We were five months confined to the house, forty days of which were spent in bed. We had to give up the "Phonograph Parlor" on the street, but kept the record business going right along just the same; made over a hundred dollars' worth of records while lying in bed, have been out on the street since June. We took in a Fourth of July celebration at a little town twenty-five miles from Portland, brought home \$62, went to Hot Springs (St. Martins) in Wind River, Washington, for a week and was benefitted by the baths, doing a little business at the same time, then took a trip to Tillamook, Oregon, a town on the Pacific, for a week, taking from \$6 to \$12 per day, and there sold my Phonograph and 72 records for \$150; took steamer for Astoria, Oregon, and train for Portland—took another of my outfits and returned to Astoria for the annual "Water Fest" which lasts three days, made good money and returned home this week much benefitted in health. You can see by this that the Phonograph is not so much of a "chestnut" as some would have us think.

In Astoria we were entertained by Judge Nelson, one of your subscribers, who has two Phonographs in his house. The Judge buys everything new in the shape of records as fast as they come out, and he can give "pointers" to many who think they know all there is to know about the business. While in Astoria I *broke into* the Judge's police court while it was in session—and escaped without a fine. The Judge kindly told me that if I ever broke in there again without any *money* he would *give me all the "time" I wanted.*

Mr. E. E. Pierson, who has been with the Columbia Company for two years past, we think placed the banner order last week. The Wiley B. Allen Music Company of this city is probably the largest concern, outside of 'Frisco, on the Pacific coast. During last year there came here at different times three agents of the "Columbia Company of New York and Paris" and tried to sell to the Wiley B. Allen Company, but could not. Mr. Pierson came here in February last and took their order for \$1,000 and again in March for \$1,600. But last week he landed them for \$20,000. I presume that this is the largest order ever taken west of the Missouri River, and it is doubtful if the Columbia Company ever filled a bigger one. Mr. Pierson is now working for the Wiley B. Allen Company, who have a railroad car full of all kinds of musical instruments, including Graphophones and records, which they are running all over this western country, wherever there is a rail to run it on. This is certainly a great scheme. The following is from the *Oregonian*:

### CARAVAN OF MUSIC

The special car fitted up by the Wiley B. Allen Company, and which is dispensing music broadcast, has already proven itself to be a great success.

At every station hundreds flock around the car and pianos and organs are delivered direct from the car into many homes. Large Graphophones sing in adulent praise the beauties of a "Ludwig"—the reliability of a "Fischer" or the charms of the "Hardman."

Our business in the laboratory this summer has been very good. We have had orders from the West Indies, and from South America, for our records, so we feel somewhat encouraged.

JOHN MONROE.

## Let the Phonograph Talk

Many displays at fairs or other exhibitions fall short of the possibilities of such occasions because, no matter how attractive the goods shown, it is impossible to say much about them. It would be a good thing to have a talker there all the time to tell about the goods and the prices at which they are sold. However, people have heard lectures and sermons and business talks so long that they might not stop to listen to a lecturer. The Phonograph is so new and wonderful they would hear what it had to say. Such a departure would soon become the feature of the fair. People would be anxious to hear what the "machine" had to say, even though the talk was confined entirely to business. Nothing could be better. One of the large horns which would spread the sound, should be used so that those in the vicinity would not fail to catch the words. Give straight business talks. Tell about goods and prices. Tell about styles and qualities. Say why the goods you sell are better than those most other people sell. Each cylinder should be convincing business talks, as crisp and concise as possible. Needn't waste cylinder space

with jokes. People would listen whether the words were musical or not. One cylinder could be made to cover the thing, but it would be as well to have a number of cylinders, each with a different trade argument. In most cases it would be well to talk about the goods on display, but that wouldn't be essential. It would be a good thing to talk about the store where these goods are sold, about the clerks, and the anxiety to treat customers fairly. The fact is, people would listen and would be convinced, and enjoy it at the same time.

This Phonograph would be a good thing to have talking in the store all through the year. If people were waiting to buy goods or to have them wrapped up, this "machine" could be talking for the house, telling about other goods and quoting prices. The Phonograph is tireless and accurate. It is not disconcerted by surroundings—it keeps talking away, and it is novel and interesting. It has a quiet, metallic voice, but people like to hear it and will stand and listen.

## Robbing Edison

**Some of His Employees Have Been Helping Themselves to Phonographs**

Since the arrest of an employee recently for stealing a Phonograph cabinet from the Edison Phonograph Works, in West Orange, where he was employed, the West Orange police have discovered that a systematic robbery of the works has been in progress for months. Several hundred dollars' worth of Phonographs, cabinets, etc., have already been recovered, and the full extent of the thefts is not yet known.

Policeman Busold saw him draw a package from underneath the fence adjoining the works at 10 o'clock at night, after hanging about the factory for an hour or more. While he was locked up at the station house he dropped a clue which led Captain Bamford to believe that others were implicated in the matter, and an investigation was begun by the police and Superintendent Gilmore, of the Phonograph works, which led to the arrest of two other employees on charges of larceny.

When he was arrested, Singer made a confession which led to the recovery recently of a quantity of the stolen goods. Singer, who is fifteen years old, was employed as a messenger in the works and was considered thoroughly trustworthy, and had free access to all parts of the works. Taking advantage of his position he had for months been stealing Phonographs, records, cabinets and other articles and secreting them under the fence outside the works, from where either he or some other employee would take the articles after working hours.

At Singer's home Policeman Murphy, of West Orange, and Constable Murray, of Orange, recovered two Phonographs, three records and a number of tubes and other articles. Another Phonograph was recovered in Newark, upon information furnished by him, and at the residence of James McKenna, in West Orange, Policemen Brady and Murphy found a Phonograph, a cabinet and thirty-six records hidden under a quantity of paper and rubbish in the cellar. McKenna was arrested, but discharged for lack of evidence against him. Singer and Leopold were held under bail to await the action of the Grand Jury.

Superintendent Gilmore and the police believe that the robberies have been on a larger scale than has yet been discovered and a thorough investigation will be made. Singer, it is said, has been making nothing out of his thefts except the goods he appropriated for his own use, and supplied Phonographs to other employees who expressed a desire for them out of pure good nature and generosity.

# THE PHONOSCOPE

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EMIL IMANDT, EDITOR

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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 Constantiople, 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.

Paul H. Cromelin of Washington, D. C., has gone to Berlin to assume the management of the German headquarters of the Columbia Phonograph Company.

The Polyphone attachment for talking-machines has been greatly reduced in price as will be noticed by their full page advertisement which appears elsewhere in this issue.

Whatever spare time Steve Porter has from the Columbia Phonograph Company, he now utilizes at the Eupire Picture Machine Company, where the demand for machines exceeds the present output.

I. W. Norcross, of the Norcross Phonograph Company, has several new surprises in store which he promises to spring on the public in the near future. We are anxiously awaiting to hear from him.

Mr. F. M. Prescott's exhibit of Gram-o-phones at the National Export Exposition, Philadelphia, Pa., was ready on the opening day, September 14th. This is characteristic of Mr. Prescott. Nearly all other exhibits were in a state of chaos.

W. S. Darby of the Gramophone Company of Washington, D. C., who has been traveling through the principal countries of Europe since the first of the year has arrived in Paris, France. He leaves in a few days for Madrid, Spain.

The Stork made a visit August 29th, to the home of F. M. Prescott. When asked by a local dealer whether the new arrival was a Phonograph or Gram-o-phone, Mr. Prescott said that from the volume of sound he thought the young man must be a Gram-o-phone.

Mr. Robert W. Maupin, of Washington, D. C., has been appointed assistant manager of the Baltimore office of the Columbia Phonograph Company. He succeeds Mr. Charles J. Hopkins, who has been made manager of the St. Louis office of the company.

We are pleased to announce that Mr. H. P. Godwin, the able advertising manager of the Columbia Phonograph Company, who has been confined to his home for a short while, is rapidly recovering. We expect to see him at his duties in a few days.

Mr. S. F. Moriarty, Vice-President of the Edison United Phonograph Company, owners of Edison's foreign patents, is spending a few weeks at the headquarters of the Company in New York. Mr. Moriarty makes his headquarters at the Company's London office.

Mr. Shattuck, the alert advertising manager of the National Phonograph Company and the Edison Manufacturing Company, has recently returned from a much needed vacation. He feels like a new man, being fully prepared to cope with the hard season's work which he anticipates.

The Queen extended greetings to Negus Menelik, of Abyssinia, without having to make a sea voyage to that country. A Phonograph was taken to her residence, on the Isle of Wight, which delivered the Negus' greeting to the Queen. In reply the Queen delivered hers. The reply is to be forwarded to the Negus.

In a prominent cigar store in Hempstead, L. I., where there are a number of Phonographs on exhibition, the proprietor placed a record on the show-case and while his attention was called in another direction a colored gentleman entered and mistaking the record for a dice box attempted to throw dice with it.

The H. C. White Company, manufacturers of stereoscopes at North Bennington, Vt., are just completing some extensive repairs and additions begun early in the season, but the rush of orders for goods and the promising outlook of the future has led the company to decide to make a further addition to the main building.

The Navajo Indians of Northeastern Arizona have been introduced to the vitascope, and their wonder has been as though the day of resurrection had come. The dead have been seen to walk, and out on the great red sandstone plain the white man's magic has brought the "fire wagon" and has arrayed armies of soldiers, that came unseen and that vanished into the night.

The Golden family of swimmers of Bath Beach, were immortalized recently when they appeared before a picture projecting machine off Shield's bathing establishment. For a period of many minutes the whole family which consists of seven good swimmers, indulged in fancy diving and swimming and other water sports for the benefit of the camera and to the amusement of the public.

On board the United States training ship HARTFORD, which is to be placed in commission, under command of J. M. Hawley, will be a fine stereopticon and Phonograph—presented to the crew by Miss Helen Gould.

Miss Gould promptly gave this latest proof of her interest in the American sailors upon hearing that Chaplain John M. Steele had expressed a wish for such apparatus. When the HARTFORD reaches New York, Commander Hawley intends to have a reception for the generous donor.

We would strongly recommend talking-machine dealers to place their orders early for future shipments in the talking-machine line, as it is quite possible that there will be a great delay in filling orders around the holidays. If you have not already contracted for your supplies we would strongly urge your preparing for the rush by anticipating your future wants. One firm in the supply line to-day with sufficient capacity to handle the increased trade is the house of Hawthorne and Sheble, of New York and Philadelphia, whose advertisement appears elsewhere in our pages. We strongly recommend our readers to communicate with them in regard to supplies.

Miss Anna Barthold has accepted another engagement with the "Sign of the Cross" company. This lady has become very popular as a Phonograph singer, having sung for most of the prominent concerns, but as there was not enough work in this particular line to keep her busy she decided to join the company another season. However, any one desiring her services can write THE PHONOSCOPE, who will forward all mail matter to Miss Barthold. She will endeavor to fill all engagements in this line.

We have recently seen a very complete master record catalogue, of both small master records and Grand master records, that is issued by Hawthorne and Sheble, of New York and Philadelphia. This is one of the most complete catalogues we have ever seen as it comprises all the cream in the way of musical selections, instrumental and vocal. We have recently heard some of the Grand master records manufactured by Hawthorne and Sheble, and are free to admit they are unsurpassed in tone, quality and volume. We would recommend all dealers to send to this firm for their catalogue of Grand master records, as we are sure the records will prove a revelation to the trade.

Mr. G. Bettini, has visited all the principle cities of Europe, where he has met with splendid success from a business standpoint. At the present time he is in France. It is very uncertain as to when he will return. Mr. Abbott, his brother-in-law, who has assumed entire charge during Mr. Bettini's absence, states that although business at the home office is very brisk he would be delighted to have Mr. Bettini return, being very anxious for a much needed rest. No doubt Mr. Abbott has been very faithful and industrious while in charge.

Communications point to the highest talking-machine business this year on record. In going the rounds of the dealers and manufacturers we are informed that their sales so far this year are about double of any previous season. One of the busiest firms in the trade is the firm of Hawthorne and Sheble, of New and Philadelphia, who report the demand for their horns, carrying cases, horn stands, diaphragm glasses, etc., is unprecedented and they are filling their orders with difficulty on account of the great volume of trade they are receiving. It is a satisfaction to know of this firm's success as they are pioneers in a great many of the bright ideas now in existence in the talking-machine business and we predict a brilliant future for them.

Ching Ling Foo, the famous magician and court performer to his Imperial Majesty the Chinese Emperor, has been commanded by the Emperor to make a number of Gramophone records for two Gramophones which Ching Ling Foo is to

carry back to China and place in the Royal palace at Peking. These records have been made, as well as some others, by Hou. Foo and Mrs. Foo, members of this very notable family, and they are signed in the Chinese characters as an evidence of their genuineness. They possess a peculiar interest, not alone because of their characteristic Chinese tone, but as well for their peculiar musical quality. The performers have accompanied themselves in their songs with a distinctive Chinese musical instrument, which is in some respects like our banjo, but is without the musical quality of that instrument.

One of the most enterprising Phonograph Companies of New York City is Reed, Dawson & Co. They are making a specialty of the Grand Concert records and are working day and night in their laboratory in order to keep up with the demand. This firm are supplying the trade with master records from all of the best talent available, including Cal Stewart, Yankee stories; Billy Golden, Negro specialties; A. Campbell, tenor; Dan Quinn, comic songs; Vess. L. Ossman, banjoist; Geo. Schweinfest, piccolo; W. F. Hooley, basso; S. H. Dudley, comic songs; C. H. H. Booth, pianist; Signor G. Peluso, director Metropolitan band; T. H. Reed, violinist; Harry Chambers, cornetist; Chas. P. Lowe, xylophone; Geo. P. Watson, yodler; A. D. Madeira, basso; Billy Heins, comic songs; G. S. Williams, Coon songs; F. C. Stanley, baritone; Harry Macdonald and Jerre Mahoney, tenor; A. C. Sweet, cornetist; Leo. A. Zimmerman, trombone solos; H. von der Heide, cello solos; Lyric Trio; Original American Quartette; Metropolitan Band; Reed's Orchestra; Estella L. Mann; Jessie Olliver; Miss Fields; Miss Worthington and others. Last, but not least, the popular Irish comedian Jos. R. Gannon, who has been engaged to make the celebrated Michael Casey series and is appointed manager of the New York office.

One of the most popular and best known baritone singers throughout the United States, is Mr. J. Aldrich Libby, whose reputation as a great singer extends from Maine to California. Time and again he has been importuned by various companies making Phonograph records, to sing for them, but he has heretofore refused all offers, The E. T. Paull Music Company, however, have made special arrangements with Mr. Libby whereby he will sing exclusively for them. His magnificent voice, his wonderfully clear enunciation and artistic manner of singing simply places his records on a level with any on the market. They will make only original master records of Mr. Libby, and such being the case, the number of records made by him will be to a greater or less extent limited. The master records made by Mr. Libby on the small blanks are equal in power to nine-tenths of the large concert Grand records. There is no dealer in Phonograph records that can afford to be without Mr. Libby's records, as there is no dealer but has more or less trade for high grade records. It is the object of this firm to place a sample order with any dealer in records at a low price, simply to show quality and character of the work done by Mr. Libby. Every dealer in records should write this firm, whose page advertisement and address will be found in another column of this issue, and secure a sample record of Mr. Libby. In connection with Mr. Libby, the firm control the records made by Mr. C. C. Clark, whose ability as a coon song singer is unequalled, these, in connection with Mr. E. T. Paull, playing his own compositions on the piano, gives this company one of the strongest possible inducements for dealers to handle the records made by them.

## The Polyphone

### Attachment for Talking Machines

One of the simplest and at the same time one of the most ingenious attachments for talking-machines which has yet appeared is found in the Polyphone.

It has long been a well known acoustic principle that when a sound has been reflected or repeated within an exceedingly short interval of time, the original and the repetition sound in unison. The makers of stringed musical instruments apply this principle by using sounding boards, upon the resonance of which the quality of the tone depends. In the Polyphone a similar principle is employed.

The Polyphone is fitted with two diaphragms and two styli arranged one in front of the other so that the same sound is twice produced. At first blush it might appear that one diaphragm would reproduce one word and the second another word. But when it is considered that the cylinder makes two revolutions in a single second, it is evident that the interval between the two sounds is so small that the repetition and the original practically coincide. Since the repeated sound is equal in volume to the initial sound, it follows that the Polyphone is capable of reproducing a word with twice the loudness of the ordinary Phonograph. In addition to this increased volume the use of two diaphragms imparts to the sound that quality which, as before remarked, depends upon the application of the principle of resonance or of repetition. The double diaphragm can be applied to any Phonograph whatever, so that any ordinary talking-machine can be converted into a Polyphone.

The manufacturers are having splendid success with this attachment, the sales reaching into the thousands. A large dealer in New York has recently made arrangements to handle the Polyphone in the East on a large scale, intending to lay in a full stock of machines in order to make immediate deliveries.

Several thousand dollars are being expended in advertising the Polyphone in local and foreign papers, and the reduced prices at which they are being sold will greatly increase their trade.

article and we will quote him in substance as follows:

Mr. Stewart said, that in reference to the advertisement we have been carrying in your paper for the past year, that at the time it was inserted it was absolutely true as at that time Reed & Dawson were not making any records of Mr. Cal Stewart and it is absolutely true at the present time as Messrs. Reed & Dawson are not at the present making records of Mr. Cal Stewart, or if they are doing it they are made by some one else with Mr. Stewart's name attached.

Mr. Stewart says as near as he can remember he has worked all told, in one year and eight months, five times for Reed & Dawson not making over twenty-five rounds at any one time, while on the other hand has worked for Harms, Kaiser & Hagen nearly one hundred times, which will show who are making the records of Mr. Cal Stewart in the original line, and at one time made eighty-six rounds in one day breaking all previous records which existed up to that time for talking selections.

Mr. Stewart further says that if Reed & Dawson have his records in stock at the present time, their sales must have been exceedingly diminutive or they would have long since sold what they obtained from five days of record-making. Mr. Stewart says that this is absolutely true in every detail and at the present time Reed & Dawson are not making any records of Mr. Cal Stewart and if necessary he will furnish affidavit to the foregoing as being absolutely true in every detail.

As our advertisement stating we are the only company making original records of the famous Cal Stewart, is not only placed there with Mr. Stewart's permission but according to his statement is a fact, we will continue the same until Mr. Stewart notifies us of his intentions to make these records for others.

Should any readers have doubts as to the truth of the above statement we are at liberty to state that the same will be verified at any time by Mr. Cal Stewart, who will gladly answer all correspondence directed to him in care of THE PHONOSCOPE.

HARMS, KAISER & HAGEN

J. K.

## 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.

EDITOR PHONOSCOPE:

Apropos of the Prescott-National Phonograph suit, cannot the Attorney-General proceed against the National Company under the Sherman anti-trust law? The law states that corporations must not injure the trade of another by unjust methods or by conspiracy. Does not the National by its black list and other unlawful acts against Prescott come under the Sherman law?

ANXIOUS READER.

NEW YORK, N. Y., Sept. 27, 1899.

EDITOR OF THE PHONOSCOPE.

DEAR SIR:—In reply to a notice in your last issue, placed there by the firm of Reed & Dawson in the "grievance column," we would say we called the attention of Mr. Cal Stewart to the

## The Begs with a Talking-Machine

### A Blind Beggar Lays Aside His Raspy Violin for a More Modern Instrument

Blessed forever be the talking-machine! Not because men may sit in their homes and hear speeches and songs by famous folk in these lines; not because little children may delight in its music and dance to it, but because one blind beggar, who is as charitable to others as he would that they should be to him, has laid aside his sneezy violin hushed his voice and supplied himself with a Phonograph.

He sat at the corner with a small talking-machine on his knee. He was blind. One by one the children in the neighborhood gathered around him. One by one they would run home and presently return with a penny or a nickel. And like a troop of enchanted beings they stood around and listened to songs and musical selections that were really not bad to hear. And more than one grown up child stopped in passing, then dropped a coin in the tin cup and walked on thankfully.

There is one beggar who will not be so poor this time next year as he is now.

## Action Against Edison

**Frederick M. Prescott, Complainant, and Thomas A. Edison, The National Phonograph Company, William E. Gilmore, Charles E. Stevens, et. al., Defendants.**

Since our last issue in which we gave notice of the suit Prescott vs. Edison, Stevens, et al. the bill of complaint has been printed and we have had so many inquiries relative to same that we print below pertinent parts of the suit and the prayer for injunction. Those desiring to read the entire bill of complaint, which is a voluminous document, can obtain copies by addressing F. M. Prescott.

\*\*\* That in the fall of eighteen hundred and ninety-seven, the said William E. Gilmore, on behalf of the National Phonograph Company, solicited your orator to purchase Phonographs of that company, and offered to sell your orator at lower prices than any other customer, so that it was to the interest of your orator to cease buying Phonographs of the United States Phonograph Company, and to buy of the National Phonograph Company; that your orator was then buying about five thousand dollars worth of Phonographs monthly of the United States Phonograph Company, and that it was to the interest of the National Phonograph Company and the Edison Phonograph Works to secure your orator's trade; that your orator's trade was almost entirely an export trade with foreign countries, and that the said Thomas A. Edison and the National Phonograph Company were under contractual obligation with a corporation known as the Edison United Phonograph Company, not to sell Phonographs for export outside of the United States of America and Canada, and that for that reason the said Edison Phonograph Works and the National Phonograph Company, and the said Gilmore as representing them, were anxious to sell Phonographs to your orator for the reason that they would thereby increase their trade, inasmuch as the machines sold to your orator were by him re-sold in foreign countries, where the Edison Phonograph Works and the National Phonograph Company could not lawfully sell Phonographs. \*\*\*

\*\*\* That in order to favor your orator, the said National Phonograph Company allowed your orator, in addition to the maximum discount allowed other customers, a rebate on Phonographs and five per cent. cash discount, and that the National Phonograph Company and the Edison Manufacturing Company, in order to further favor your orator, furnished him with the names of customers of the United States Phonograph Company, which had been procured by one Charles E. Stevens, who was at the time when he furnished the said names to your orator, a clerk in the employ of the National Phonograph Company at Orange, New Jersey; and that, in addition thereto, and as a further means of increasing your orator's business, the Edison Phonograph Works, the National Phonograph Company and Thomas A. Edison turned over to your orator foreign correspondence from countries outside of the United States of America with reference to Phonographs; and in addition thereto recommended customers inquiring for Phonographs to your orator; and that the relations between your orator and the National Phonograph Company and the Edison Manufacturing Company were very close and confidential, and to the great advantage of both parties; that by a special agreement between said Gilmore and your orator, there was paid in cash to said Stevens one-half of the amount of the special rebate and the whole of the extra cash discount so allowed to your orator

by the said National Phonograph Company, which was either paid over to said Gilmore by Stevens or divided between said Gilmore and Stevens.

That in the spring of eighteen hundred and ninety eight your orator was buying of the Edison Manufacturing Company and the National Phonograph Company about fifteen thousand dollars worth of goods every month, and that he had a large force of clerks employed; had advertising contracts running for a year to the amount of fifteen hundred dollars, had a lease for two years on his office, and that the continued success of his business depended largely upon his intimate relations with the Edison Manufacturing Company and the National Phonograph Company, and the extra discounts and rebates allowed him on his purchases over and above what was allowed to other customers; that Charles E. Stevens was at that time, as already stated, in the employ of the National Phonograph Company, and was very intimate with William E. Gilmore, the general manager of the Edison Phonograph Works, of the National Phonograph Company and of the Edison Manufacturing Company; that he had been originally brought from the employ of the General Electric Company of Schenectady, New York, through the influence of the said Gilmore, and secured a position for a short time with the United States Phonograph Company at Newark, New Jersey, of which position he availed himself to secure the names and addresses of, prices and discounts allowed to, all the principal customers of the United States Phonograph Company; that in the spring of eighteen hundred and ninety-eight, the said Charles E. Stevens stated to your orator that neither he nor Mr. Gilmore nor Mr. Edison were satisfied with the manner in which your orator was conducting his business, and he stated that he was about ready to resign his position with the National Phonograph Company and to go into the export business in Phonographs in competition with your orator; that Markt & Company, who were then your orator's largest customers, and were a large export house in the city of New York, had offered to fit up an office for the said Stevens in New York City at their expense, to furnish him with capital to conduct the business, to put him in charge of the said office, and to divide the profits with him; that the said Stevens stated that he was ready to receive a proposition from your orator; that your orator at that time was so dependent upon his relations with the Edison Manufacturing Company, the Edison Phonograph Works and the National Phonograph Company, and knew so well the intimate relations of the said Stevens with the said companies and with William E. Gilmore, the controlling spirit in the said companies, that he thought it advisable to yield to Stevens' threat of entering into competition, and to enter into a partnership with the said Stevens, which he accordingly did with Gilmore's knowledge and approval, on the eleventh day of May, eighteen hundred and ninety-eight; a copy of the co-partnership agreement of the said Stevens with your orator is hereto annexed, marked Schedule 1, and made part hereof; that all of the capital of said co-partnership was contributed by your orator, and that the said Stevens never invested any money therein; that thereafter and until September twelfth, eighteen hundred and ninety-eight, your orator and the said Stevens continued in partnership in business under the style of the Edison Phonograph Agency, at the Edison building, 44 Broad Street, New York City; \*\*\* and that letters addressed to Thomas A. Edison and checks payable to his order were turned over to the said Edison Phonograph Agency, and such orders were filled by the said Edison Phonograph Agency; that from the first of January, eighteen hundred and ninety-eight, to August thirty-first, eighteen hundred and ninety-eight, your orator and the said

firm, doing business as the Edison Phonograph Agency, paid to the National Phonograph Company and the Edison Manufacturing Company in cash the sum of ninety-nine thousand one hundred and sixty dollars and seventy-seven cents, being an average of over twelve thousand dollars per month, a greater part of which was for Phonographs manufactured by the Edison Phonograph Works; and that the said the Edison Phonograph Agency was by far the largest customer of the said companies; and that the said Stevens received as his share of the profits of the said business while he was in partnership with your orator, and without the investment of any capital on his part, the sum of eight hundred and fifty dollars as salary at the rate of fifty dollars per week, and in addition the sum of two thousand eight hundred and eighty-one dollars and fifty-five cents, as his share of the profits. \*\*\* and the said Stevens had come into full charge of the office, the said Stevens began to make private copies of lists of customers of the firm, and other preparations in evident contemplation of a dissolution of the co-partnership; that on the sixteenth of August, less than two weeks after your orator had left the United States, the said Stevens wrote to your orator that the partnership must end on September first, if possible; that the said letter was written at such a time that it would be very difficult for your orator to reach New York by the first of September, and that the same was planned and calculated by the said Stevens with the knowledge and consent of the said Gilmore, for the purpose of embarrassing your orator and of taking an undue and unfair advantage of him during his absence for the benefit of the said Stevens and the said Gilmore; that your orator received said letter on his arrival at London, on the twenty-fifth of August, eighteen hundred and ninety-eight, and on the same day received a cablegram dated August twenty-fifth, stating that "The National withdraws rebate September 1st," the meaning of which was that the National Phonograph Company would, on and after September 1st, refuse to allow as large a discount on purchases of goods made by the Edison Phonograph Agency as had theretofore been allowed, and your orator charges that the threat of the National Phonograph Company to withdraw the said rebate, the letter of August sixteenth, and the conduct of the said Stevens in making private lists of customers of the Edison Phonograph Agency and in his other conduct of the said business during your orator's absence, were all parts of a plan contrived by the said Edison, Gilmore and Stevens to destroy the business which your orator had built up, and to obtain the large profits arising therefrom for their own use and benefit. That your orator, immediately upon receipt of the cablegram and letter, prepared to return to New York, and actually arrived in New York September second, thereupon an agreement to dissolve the partnership was made, a copy of which is hereto annexed, marked Schedule 2; and that your orator at the same time paid to the said Stevens the sum of twelve hundred and eighty-one dollars and fifty-five cents for his interest in the assets of the Edison Phonograph Agency, which interest was thereupon assigned to your orator, a copy of the said assignment being hereto annexed, marked Schedule 3; that the only complaint made by the said Stevens to your orator of the management of the said business was the fact that your orator had taken checks, the property of the Edison Phonograph Agency, but payable to your orator's order, and deposited them in his personal bank account; that, as a matter of fact, all of the capital for the business had been furnished by your orator, and several thousand dollars had thus been advanced by him for the conduct of the said business; that the said checks were from old customers of your orator, and were properly credited on the books of the Edison

Phonograph Agency to the customers who had sent them, and properly charged on the books of the Edison Phonograph Agency to your orator's account, and that there was no time when the said Edison Phonograph Agency was not in debt to your orator for advances actually made; that the said Stevens well knew that the said checks so deposited to your orator's personal account, had been properly entered upon the books of the Edison Phonograph Agency, and that his complaint was a mere pretext for the purpose of obtaining some excuse for dissolving the partnership; and that the said Stevens, prior to the return of your orator from Europe, and without the knowledge of your orator, had had printed matter prepared relating to the sale of Phonographs, mentioning his own name alone as dealing therein, and had already, while your orator was abroad, written to customers of the firm stating that he had taken charge of the Phonograph business, and that orders should be sent directly to him, all of which was a part of a scheme of the said Edison, Stevens and Gilmore to injure your orator. \* \* \*

\* \* \* that a circular letter had been issued by the National Phonograph Company, owners of Mr. Edison's Phonograph patents, containing the following language: "You are instructed not to sell, either directly or indirectly, Edison's Phonograph records, &c., to F. M. Prescott," and which circular also stated that Mr. Prescott had been doing business as the Edison Phonograph Agency without authority from Mr. Edison. And your orator charges that the circular letter issued by the National Phonograph Company was in furtherance of the conspiracy on the part of the said Edison, Gilmore and Stevens to break up your orator's business, and that the said Stevens well knew when he issued the said circulars that the statement that Mr. Prescott had been doing business as the Edison Phonograph Agency without authority from Mr. Edison was false; that the said business conducted by the said Stevens is not solely and exclusively his own business, but that the said Thomas A. Edison and William E. Gilmore are interested therein, and that they, or one of them, share in the profits thereof, and that the said business of the said Charles E. Stevens is really a method adopted by the said National Phonograph Company, Thomas A. Edison and William E. Gilmore, for the purpose of evading the injunctions heretofore issued restraining the sale of Phonographs for export, and that the description of the said Charles E. Stevens as selling agent in the said circulars is a true and correct description, and that he is the selling agent for the National Phonograph Company, sharing his profits as such agent with Thomas A. Edison and William E. Gilmore.

That the said Edison, Gilmore and Stevens, as a part of the conspiracy above mentioned, have circulated reports amongst the trade, by letters and circulars stating that your orator's credit was not good, that your orator's bills were not paid, that your orator could not get goods from the National Phonograph Company to fill orders, that if anyone had trouble in getting goods from your orator they would know the reason why, and could easily get them from Stevens; that in further pursuance of the said conspiracy, the said The National Phonograph Company has issued circulars entitled "List of Suspended Dealers," and have placed your orator's name at the head of the said list, have instructed persons dealing in their goods not to sell Phonographs or supplies for Phonographs to your orator, and have persuaded dealers in goods not manufactured by or in any way dealt in by the defendants to refuse to sell your orator such goods by threats of the defendants to stop selling said dealers their manufactures, and have induced dealers who had entered into contracts with your orator to cancel such contracts to the great damage of your orator,

for the sole purpose of injuring your orator's business and without the possibility of thereby benefiting themselves, and that the natural effect of publishing your orator's name as a "suspended dealer" is to create the impression in the trade and with the public that your orator is irresponsible, and that the said circular is cunningly devised and printed by the defendants with that express object in view, although they well know that your orator is solvent and in good business repute, and that the defendants have recently caused an office to be opened at 174 Fifth Avenue, in the city of New York, under the name of "Edison's Phonograph Agency," with the express purpose of depriving your orator of his property right in the name "Edison Phonograph Agency," and to establish by a similarity of name a claim to mail that may be received at the post office intended for your orator; and have placed one T—— J. Moncks in charge thereof; and have caused advertisements to be inserted in trade journals and to be placed in juxtaposition to your orator's advertisements, so worded as to create an impression that your orator is conducting his business illegally; and that the defendants have sought in every way to boycott your orator and to destroy his business, and have boasted that they would drive him out of business; and that they have actually succeeded in largely decreasing your orator's sale of Phonographs.

All of which doings of the said defendants are contrary to equity and good conscience, and tend to the manifest wrong, injury and oppression of your orator in the premises.

In consideration whereof, and forasmuch as your orator is without adequate remedy in the premises, and by the strict rules of the common law, and can only obtain relief in this Honorable Court where matters of this nature are properly cognizable and relievable.

To the end, therefore, that the said defendants, Thomas A. Edison, William E. Gilmore, the National Phonograph Company, Charles E. Stevens, and T—— J. Moncks, may, without oath, an answer under oath being waived, to the best and utmost of their respective knowledge, remembrance, information and belief, full, true and perfect answer make to all and singular the matters aforesaid, and that as fully and particularly as if the same were here repeated, and they and every of them distinctly interrogated thereto, and that they may be enjoined by this Court from in any way using or availing themselves of any information obtained by the said Charles E. Stevens while in partnership with your orator, and from using, in any way, the lists of customers of your orator, secretly made by the said Charles E. Stevens in violation of good faith, or from using and availing themselves, in any way, of information surreptitiously obtained by them, or from circulating among your orator's customers, or among the trade, reports derogatory to the credit and financial or business standing of your orator, and may be enjoined from setting up an exclusive right to the sale of genuine Edison Phonographs, and may be enjoined from selling Phonographs for export in violation of any contracts heretofore made by the said defendants, or any of them, and from conducting business under the name of "Edison's Phonograph Agency," or any other name similar to the name "Edison's Phonograph Agency," and calculated to mislead; and from diverting mail matter intended for your orator; and may be restrained from interfering, in any way, with your orator's business and with his purchase of Edison Phonographs in the market and the supplying of the same to his customers; and that your orator may have such further and other relief in the premises as the nature of the case may require, and as shall be agreeable to equity and good conscience. \* \* \*

## Our Correspondence

COLUMBUS, OHIO.

I have found from experience that the Phonograph as an advertiser is a grand success. Two years ago I persuaded one of my clients to buy one, and the results were surprising. The first thing to do is to call the attention of the people to the fact that you have quite an interest in their entertainment, and that you have purchased the latest thing out in the way of a Phonograph or "talking-machine," which brings to your place of business the most celebrated bands, the finest of singers and entertainers in the world. State that you are giving concerts all through the day, free. You can also have special records made with music and announcements of your goods and prices.

I have noticed that there is a short space on the end of each cylinder, and it can be easily used to great advantage by putting a record on the machine and moving the recorder to the right end of the cylinder to the space that is left. Then record anything you wish. Make mention of any line of goods you wish, or call attention to your different departments. For example, "Notice Our Stylish Headwear for Men," or "Do You Need a Pair of Shoes? If so, You Can Buy Them Here," etc.

By getting a few real good records and making mention in some of your regular advertisements—that for one week such and such a piece (naming it) can be heard at your store, you will soon find it will wonderfully help your sales. People will come to hear the Phonograph, and, of course, they are going to buy something, and you will gain many customers.

Then again, have certain days for the entertainment of the ladies. Suppose you advertise that on Tuesday, say from two to four o'clock p. m., you will give a free concert to all ladies who are present; also name a few pieces of music that will be played on this occasion. This will surely take the hearts of many of the ladies, and you will get them to your store, and eventually they will buy. It is also a capital idea to issue little informal invitations; this makes it more personal. I noticed that an advertisement I wrote for one of my clients, in which I added, "If you want to hear the 'Charge of the Rough Riders,' come to our store next week," brought large returns.

When buying a Phonograph or a Graphophone, you should buy a large horn twenty-six to thirty inches long; this will be loud enough for most any purpose. There is an attachment now, the Polyphone, that increases the loudness wonderfully.

Make your store attractive and you will be sure to attract many who will become your regular customers.

J. J. H.

## New Corporations

Master Record Company of New York; capital, \$133,000; to make and deal in records for Phonographs, Gramophones, and talking-machines.

Naturascope Company, New York City. Dealing in Naturascopes, Biographs, etc. Capital \$5,000. Incorporators: L. Frenkel, H. E. Snares, A. J. Benedict, all of New York City.

American Multiplex Talking-Machine Company, Washington, D. C.; capital \$5,000,000; shares \$100 each. Attorney, John M. Wiley, New York City, N. Y.

## Wants and For Sale

Special "Want" and "For Sale" advertisements will be inserted in this column at the uniform rate of three cents a word, each insertion. Answers can be sent in charge of "The Phonoscope" if desired. All letters received will be promptly forwarded to parties for whom intended, without extra charge.

**WANTED**—New Edison Phonographs, latest models. Address W., care of Phonoscope Publishing Co., 4 East 14th Street, New York City.

**FOR SALE**—At Sacrifice price, 2 genuine Edison Kinetoscopes; 18 Electric Motor Graphophones in large cabinets. W. G. Slauson, Olean, N. Y.

**FOR SALE**.—Now ready, bound copies of THE PHONOSCOPE Vol. I. Price \$2.00. Address Phonoscope Publishing Company, 4 East 14th Street.

**FOR SALE**.—Home Grand Graphophone, more than twice as loud as the voice or vocal rendition, including recorder, reproducer and shaving-knife, large brass horn, records, blanks, etc. Address, J. K. care of Phonoscope Publishing Company, 4 East 14th Street, New York City.

### THE SILVER DIAPHRAGM FOR THE GRAPHOPHONE

The Composition Diaphragm for the Phonograph improves the Tone, Lessens the Harsh and Blasting Noises, cannot Break. Sent by mail for 30 cents. Inserted in Reproducer for 40 cents.

Silver Diaphragm Co., Greenfield, Mass.

"A LITTLE SPICE NOW AND THEN  
IS RELISHED BY THE WISEST MEN"

### RECORDS

### RECORDS

ALL RECORDS "ORIGINAL," "no duplicates," made one at a time, every word guaranteed to be clear and distinct, and we are the only parties now making them. Send for list and prices. Address,

**JOHN MONROE,**  
Laboratory and Phonograph Parlor

290½ Morrison St.,

Portland, Ore., U. S. A.

Multonomah Block

## 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

**THE PRENTIS TRIO.** Performing at a lawn fete. This is a decided novelty in acrobatics. Surrounded by a background of trees, with the soft grass for a carpet, this man, woman and child go through their various acts with great dexterity. The child stands on his father's shoulders, jumps, turns a somersault and alights on the woman's shoulder's with an accuracy, the envy of many an amateur. The man does some great tumbling; and the woman some backward somersaults that are very interesting indeed.

**BICYCLE TRICK RIDING, No. 2.** "Neidert," of national fame, does stunts on his wheel that are simply wonderful. Makes his bicycle rear up, and rides around the stage on his back wheel; besides a lot of other easy things, such as riding on one pedal and riding backward, seated on handlebar.

**ARABIAN GUN TWIRLER.** An interesting exhibit by Hadji Cheriff of the original Midway Plaisance. Twirls his rifle over shoulder, behind back, under leg, both hands and one hand.

**THREE ACROBATS.** The Bouffons are artists in their line. They tumble in and out of trick doors, disappear and reappear in unexpected places in most unexpected ways. This picture is sure to amuse the children.

**A QUIET LITTLE SMOKE.** Baby sits in his high chair and papa is playing with him. Papa is smoking his evening pipe. Baby claps his hands, points to pipe and wants it. So papa puts on baby's hood, and baby smokes papa's pipe. The child's face is full of expression, and is as pretty a picture of baby life as was ever made for a moving picture machine. Sure to delight the children.

**A FAIR EXCHANGE IS NO ROBBERY.** The coachman sleepeth. The broad piazzas look cool and nap provoking. Even the horse droopeth his ears and shutteth one eye contemptively. All at once, the small boy! and with him the butler, whom he hath impressed as prime minister in the joke. Horse awakeneth and unhitcheth and leadeth away. Boy bringeth billy goat, and fasteneth to the runabout. Coachman still sleepeth, boy doubleth in joy and butler shaketh. Dude cometh with lady, who entereth the wagon. Dude graspeth the situation, but not the joke. Awakeneth Jehu sasseth the dude, who scrappeth and bruisseth Jehu and his hat. Small boy weepeth for very joy.

**CASEY AT THE BAT.** The umpire makes a decision that Casey don't like, and an argument follows, during which Casey deftly trips him up, and continues the argument on the ground. The other players run from the bench and join the rumpus. The fielders come running in and the pile on the home plate looks like a foot ball scrimmage. A solemn warning to all rotten umpires.

**TRIAL RACE COLUMBIA AND DEFENDER, No. 2.** The Columbia leads the Defender the second time over the course. Both yachts are shown in different positions and on different tacks. The picture also shows the Columbia crossing the line at the finish, with the judges taking time and making notes.

## 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

Always Steve Porter  
A Picture No Artist Can Paint Steve Porter  
A New York Girl's Good Enough for Me Mr. Havens  
Angels' Serenade (Violin Obligato) Miss Mann & Mr. Erdmann  
Any Sacred Solo (with organ) Miss Mann or Messrs. Havens & Hooley  
Bugle Calls Wm. J. Styles  
Cantilena (Violin) Ernest Erdmann  
Church Scene Old Homestead Original Lyric Trio  
Down at Cassidy's Anna Barthold  
Duet from Carmen Miss Mann and Mr. Madeira  
Finnegan Dan. Quinn  
Good Night (Dorothy) Original Lyric Trio  
Hey! Flanagan, Hello? Dan Quinn  
I'm Livin' Easy Dan Quinn  
I Want to Go To-morrow Dan Quinn  
I've Waited Honey, Waited Long for You Mr. Havens  
I Don't Like No Cheap Man Anna Barthold  
I Dream That I Dwelt in Marble Halls Anna Barthold  
Kiss Your Goozie Woosie Anna Barthold  
Last Rose of Summer Anna Barthold  
La Larcenet, Piccolo Solo Geo. Schweinfest  
Louisiana Lou (Violin Obligato) Miss Mann & Mr. Erdmann  
March Trio (Charlatan) Original Lyric Trio  
Mamma's little Pumpkin-Colored Coon Anna Barthold  
Melody in F (Violin) Ernest Erdmann  
Mesmerize Magee Dan Quinn  
My Rainbow Bride Dan Quinn  
Micheal Murphy as a Gas Bill Collector J. R. Gannon  
Musette—Offenbach (Cello Solo) Master Jean Moliere  
Murphy as a Political Speaker J. R. Gannon  
My Baby's Kiss Anna Barthold  
My African Queen Dan Quinn  
My Creole Sue Steve Porter  
My Little Georgia Rose Steve Porter  
One Little Word Steve Porter  
O That We two were Maying Miss Mann and Mr. Madeira  
O Hush a By Baby (Violin Obligato) Miss Mann & Mr. Erdmann  
On Billow Rocking (Chimes of Normandy) Mr. Havens  
P. S. Mr. Johnson Sends Regards Dan Quinn  
Page Song (Huguenots) Miss Maun  
Reception Polka (Cornet) Wm. J. Styles  
San Francisco Sadie Dan Quinn  
Sacred Duets (with organ) Miss Mann & Mr. Havens  
Serenade (Mattioli) Miss Mann  
Simple Aveu (Cello Solo) Master Jean Moliere  
Sis Hopkins J. R. Gannon  
Smoky Mokes Dan Quinn  
Sweet Rose, Yodel Song and Dance Geo. P. Watson  
The Moth and the Flame Anna Barthold  
The Stuttering Coon Dan Quinn  
The Girl I Loved in Sunny Tennessee Steve Porter  
The Change Will Do You Good Dan Quinn  
The Cat Got it, Aunt Hannah Dan Quinn  
Think Once Again Before We Part Anna Barthold  
Traumerie (Cello Solo) Master Jean Moliere  
Tripping on the Green Reed's Orchestra  
The Kissing Bug Steve Porter  
Those Cruel Words Good-bye Steve Porter  
Where the Sweet Maguolia Blooms Steve Porter  
Won't You Take Me Back to Dixie Steve Porter  
Waltz Song (Romeo & Juliet) Miss Maun  
Warmin' Up in Dixie Reeds Orchestra  
We All Went Down to Murph's on a Sunday J. Gannon  
When Dewey Comes Sailing Home Dan Quinn  
Waldorf Hyphen Astoria Dan Quinn  
You Got to Play Rag Time Dan Quinn  
Uncle Josh in Society Cal Stewart  
Uncle Josh and the Lightning Rod Agent Cal Stewart  
Uncle Josh in the Chinese Laundry Cal Stewart

### LATEST GRAMOPHONE RECORDS

A Day in a Country School Geo. Graham  
All I Want Is Ma Chickens Len Spencer  
Bride Eleet Banjo Duet Cullen & Collins  
Dance of the Brownies Banjo Joe Cullen  
Dancing in the Sunlight Xylophone Solo Chas. P. Lowe  
Dudley Huek's "Robin Adair" Haydn Male Quartet  
Fortune Teller March Banjo Joe Cullen  
How'd You Like To Be the Ice Man? Dan Quinn  
Kiss Me, Honey, Do Len Spencer  
Little Old New York Dan Quinn  
Let Me See the Old Plantation Len Spencer  
Mal Regendo Sig. F. Giannini  
Miss Helen Hunt Dan Quinn  
My Old Kentucky Home E. M. Favor  
Nearer, My God, to Thee Haydn Male Quartet  
Only Just a Little Yaller Coon Miss Mann  
Scarlet Letter March Banjo Joe Cullen  
Set to the Vee! Sig. F. Giannini

## 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

Adois Amor Joseph Dare 1  
By the Lakes of Killarney Annie B. O'Shea 11  
Black Man's Kissing Bug Ben Harney 1  
Because Horwitz & Bowers 1  
Deep, Down Deep Chas. F. Shattuck 1  
Dream on Beloved Arthur Trevelyan 3  
For Love Alone J. Fred Helf 9  
Got Your Habits On John Queen 10  
He Carved His Name Upon the Tree Gussie L. Davis 10  
He Who Laughs Last Mrs. F. M. Brand 1  
How'd You Like to be the Iceman? Helf & Moran 9  
I Couldn't Spell That Word Because I Love You J. Fred Helf and G. B. Alexander 10  
If You Were Only By My Side E. T. Paull 11  
If I Thought You Loved Me Yet John V. Hollar 9  
I Remember Only You Edwin F. Kendall 8  
I'm Livin' Easy Irving Joues 2  
I've Got Another Nigger on My Staff Sterling & Von Tilzer 10  
I Wonder if She's Waiting Harry von Tilzer 2  
I Love Ma Babe Andrew B. Sterling 2  
I Would Give the World to See My Dear Old Home C. C. Clark 8  
I've Just Come Back to Say Good-bye Chas. K. Harris 4  
I Would Give the World to See My Dear Old Home Chas. Clinton Clarke 8  
Just Suppose Lyn Udall 1  
Just for Old Time Sake Louis Pritzkow 1  
Just For the Old Days Stanley Haskins 5  
Little Miss Puritau Lyn Udall 1  
Lucy Dale Harry Linton 10  
Mamie Tracy Roger Harding 9  
Mary Had a Little Lamb Jos. Tabrar 9  
Mid the Green Fields of Virginia Ohas. K. Harris 4  
My Little Lassie Candy Coon Nat D. Mann 1  
My Love's the Same Roger Harding 7  
My Sunny Southern Home Roger Harding 7  
My Old Westchester Home Among the Maples Wm. B. Gray 9  
My Ann Elizer Malcolm Williams 5  
My Ababama Lize Wise and Pervin 5  
My Watermelon Boy Malcolm Williams 5  
My Black Bess Sterling & Von Tilzer 11  
Niggerism Williams Bros 4  
Oh, Such a Business Gus Edwards 1  
One Touch of Nature Makes the Whole World Kin Felix McGlennan 9  
Pretty Kitty Clover Roger Harding 7  
Smoky Mokes A. Holzman 10  
That's How the Rag-Time Dance is Done Sterling & Von Tilzer 10  
The Girl I Loved in Old Virginia Max Dreyfus 2  
The Old Church Door Gussie L. Davis 11  
The Sermon That Touched His Heart Tony Stanford 10  
The Stories Mother Told Me Sterling & Von Tilzer 10  
The Hottest Ever—Cake Walk Song J. O'Dea 4  
Two Little Roses from Mother to Me Harry Yeager 7  
That You May Be Mine John W. Bratton 1  
Those Cruel Words, "Good-bye" Fred Helf 9  
'Tis Best For Us to Part Roger Harding 7  
'Twere Better Had We Parted Long Ago W. C. Davies 8  
Where is My Boy To-night Jas. W. Casey 1  
Why Did We Drift Apart Philip Staats 8  
Why Did We Drift Apart Philip Staats 8  
Will I Find My Mamma There? Chas. K. Harris 4  
Will He Ever Return Vera Doré 3  
Wing Lee's Rag Time Clock Al Trahern 5  
You'll Get All Dat's a Comin' to You Sterling & Von Tilzer 10  
You're It Gussie L. Davis 9  
You Ain't the Man I Thought You Was Lew Sully 9

### LATE INSTRUMENTAL PUBLICATIONS

A Warmin' Up in Dixie E. T. Paull 11  
Coaching Club W. V. Ullner 5  
Darktown is Out To-night (Guitar) Arr. by Trinkaus 1  
Florentine Caprice Geo. T. Trinkaus 1  
Great Ruby—March T. W. Hinkley 5  
High Lights Chas. Connolly 1  
Plantation Echoes Otto M. Heinzman 11  
'Round the Town Charles Irwin 5  
Smoky Mokes A. Holzman 10  
The Gallant 71st F. Fanculli 10  
Skeleton Dance W. V. Ullner 5  
The Mosquito's Parade Howard Whitney 1  
The Winner F. W. Meacham 1

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; 10 Feist & Frankenthaler; 11 E. T. Paull Music Co.

# HIGH STANDARD MASTER RECORDS

FOR

PHONOGRAPHS, GRAPHOPHONES AND TALKING MACHINES

MADE BY THE

# Norcross Phonograph Co.

I. W. NORCROSS, Jr., Manager

RECORDS, \$1.00 EACH  
\$10.00 per DOZEN

Exhibition Masters,  
\$2.00 Each

SPECIAL DIAPHRAGM GLASSES, 15 CENTS EACH; \$1.50 PER DOZEN

ADDRESS ALL COMMUNICATIONS TO THE

## NORCROSS PHONOGRAPH CO.

Rooms: 10, 11, 12, 13 and 14

New Zealand Building, Broadway and 37th Street NEW YORK CITY

I. W. NORCROSS

O. OSBORNE

# AMERICAN JEWEL COMPANY

MANUFACTURERS OF

MECHANICAL JEWELS

## PHONOGRAPH SAPPHIRES

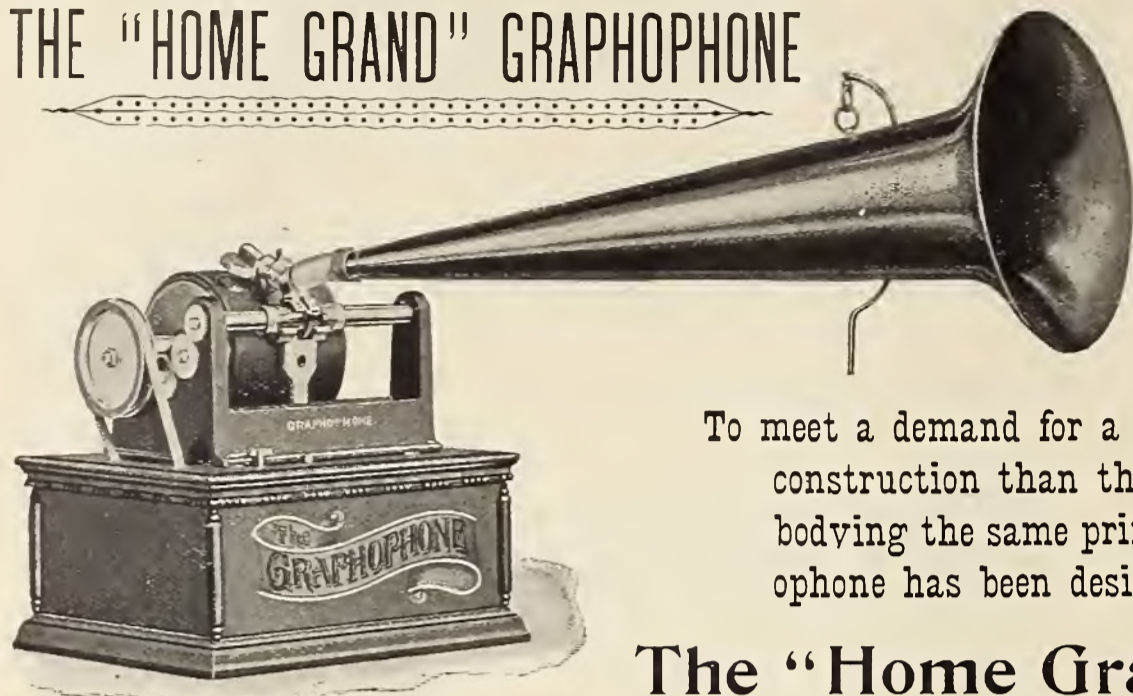
	EACH	REPAIRING
Reproducing Points . . . . .	\$ .75	\$ .25
Recording Stylus . . . . .	1.25	.75
Shaving Knife, { Including } { Setting }	1.25	.50
High Speed Shaving Knife, { Including } { Setting }	1.75	.75
Special Stylus . . . . .	3.50	1.50

Office and Factory:

125 West 37th Street, Corner Broadway

NEW YORK CITY

# THE "HOME GRAND" GRAPHOPHONE



A Wonderful Talking Machine of the Genuine Grand Type for } **\$100**

Not an Imitation, but the Real Thing!

Reproduces the same records as the Graphophone Grand with the same marvelous effects

To meet a demand for a Graphophone of less expensive construction than the Graphophone Grand, but embodying the same principles, a new form of Graphophone has been designed, known as

## The "Home Grand," Price, \$100.

The farthest step forward ever made in the talking machine art, crossing the threshold of a new world of possibilities, was the discovery, in our laboratory, of the principles applied in the construction of the Graphophone Grand, which, when first publicly exhibited seven months ago, made a tremendous sensation by its marvelously loud and perfect reproductions of sound. Scientists hailed this achievement as a great discovery, for it swept aside the limits that had barred the way to absolutely perfect sound-reproduction. These principles are now applied with equal success in the production of the new "HOME GRAND" which is a machine of the genuine "Grand" type and not an imitation.

The "Home Grand" with Columbia Grand records brings, in audible effect, the living singer or musician actually into the presence of the listener.

Reproduces music, song or speech as loud and louder than the original, with all the original sweetness and melody.

The real music; the actual voice; not a diminished copy or a "far away" effect.

The "Home Grand" is handsome and durable in construction and simple in operation. It is provided with a tandem-spring motor that will run several Grand records at one winding.

No talking machine, except the Graphophone Grand, will compare with the new machine in point of volume or smoothness of tone.

### New Prices for Grand Records

**\$2.50** } June 1st the following prices for Columbia "Grand" records and blanks go into effect  
 RECORDS = = = = = \$2.50                      BLANKS = = = = = \$1.50

### The Five Dollar Graphophone

A Graphophone cheap but not a cheap Graphophone

This new Graphophone, as marvelous in its performance as in its price, is well-made and reproduces musical and other records brilliantly and perfectly. Clockwork motor.

**PRICE - - \$5.00**

Including Reproducer, 10-inch Japanned tin horn

**PRICE, with recorder added = - - \$7.50**                      When accompanied by a recorder this Graphophone can be used for making records. The \$5.00 Graphophone is furnished when desired with a hand cabinet of neat design and a nickeled horn.

**PRICE - - - - - \$10.00**                      Including—Bent wood hand cabinet, 10-inch Nickeled horn, Reproducer and Recorder.



The Five Dollar Graphophone

The Graphophone has been found to be the most satisfactory machine for exhibitors to handle. Outfits are arranged especially to suit the needs of the exhibitor. When a large amplifying horn is used the reproductions of music are loud enough to fill large exhibition halls.

This Company's establishment is manufacturing headquarters of the world for all Graphophone and talking machine supplies. COLUMBIA RECORDS have become famous because they are made under the direction of the most expert record makers. Our facilities enable us to supply records unrivalled in quality at less than the cost at which others can make inferior ones.

*Amplifying Horns, Musical and other Records and Supplies of all kinds can be obtained at any of our offices . . . . .*

**WRITE FOR CATALOGUE B-N**

## COLUMBIA PHONOGRAPH COMPANY DEPARTMENT B-N

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Retail Branch: 1155-1157-1159 Broadway

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 CHICAGO, 211 State Street  
 ST. LOUIS, 720-722 Olive Street  
 SAN FRANCISCO 723 Market Street

PHILADELPHIA, 1032 Chestnut Street  
 WASHINGTON, 919 Pennsylvania Avenue  
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# E. T. Paull Music Co.

## TALKING MACHINE RECORDS

We Manufacture Only  
Original Master  
Records

### WHAT WE HAVE

We have one of the best equipped Phonograph Plants in this country.

We have all of the latest, up-to-date and improved appliances for making records.

We have the best skilled operators in the business found anywhere.

We have and control the best talent and artists in the profession.

We have the clearest, the cleanest, the loudest, the purest and best toned records for Phonographs, Graphophones and talking-machines that can be had.

WE ARE MAKING A SPECIAL  
FEATURE OF COON  
SONG RECORDS

Sung by

Charles Clinton Clark



E. T. PAULL

AUTHOR OF

BEN HUR CHARIOT RACE MARCH,  
Big Seller. Universal Favorite.

CHARGE OF THE LIGHT BRIGADE MARCH,  
Companion Piece to Chariot Race

N. Y. AND CONEY ISLAND CYCLE MARCH,  
The Popular Bicycle March Two-Step.

AMERICA FOREVER MARCH,  
One of the Greatest Marches ever written

A WARMIN' UP IN DIXIE  
The Latest, Greatest and Best Cake-Walk Published

Mr. Clark is without any exception the best coon singer that ever attempted to sing in a Phonograph. We can verify this statement to the satisfaction of any one that will order a sample record. Mr. Clark's intonation, side remarks and witticisms makes his records head and shoulders above anything on the market in this particular line.

## We have the only original Casey Series of Master Talking Records made by JOSEPH R. GANNON

These records have a world-wide reputation. Ours is the only Company that supply original master records of the Casey Series. They are the finest talking records made. Every dealer in Phonograph Records in the land should have this series; they are the greatest sellers on the market. Order one as a sample and you will simply be astonished at the wonderful reproduction. There is nothing made that compares with them. Simply to show them means a sale. Don't fail to order a sample. Remember we have original master records. No duplicates. Write us for list of subjects, sent free on application.

## E. T. PAULL Plays His Own Compositions

One of the features of our Phonograph business will be Piano Solos of Mr. E. T. PAULL, who will play his own compositions. There are hundreds of people all over the U. S. who would only be too glad of an opportunity to buy a Phonograph record containing one of Mr. Paull's compositions, played by himself. They give the composer's idea as to proper manner in which each piece should be played. Mr. Paull's ability as a march writer is second to none, and his compositions are known and played from one end of the country to the other. The celebrated Ben Hur Chariot Race March, Charge of the Light Brigade March, the great America Forever March, and his new piece: A Warmin' Up in Dixie, are all universal favorites. The number of records made by Mr. Paull, will necessarily be limited, as all records made will be originals.

## WHAT WE WANT

We want every dealer in talking-machine records to try our **original master records**. We want every person who has a talking-machine of any kind to have our records. We want every one interested in any way, in round cylinder records to write us for the **very low prices**, that we offer to introduce our production.

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We guarantee to furnish a better record at a lower price than any one else in the trade, who make a business of supplying original master records. Write us for the **special inducements** we shall make on a sample order to any reader of this paper, mentioning this advertisement.

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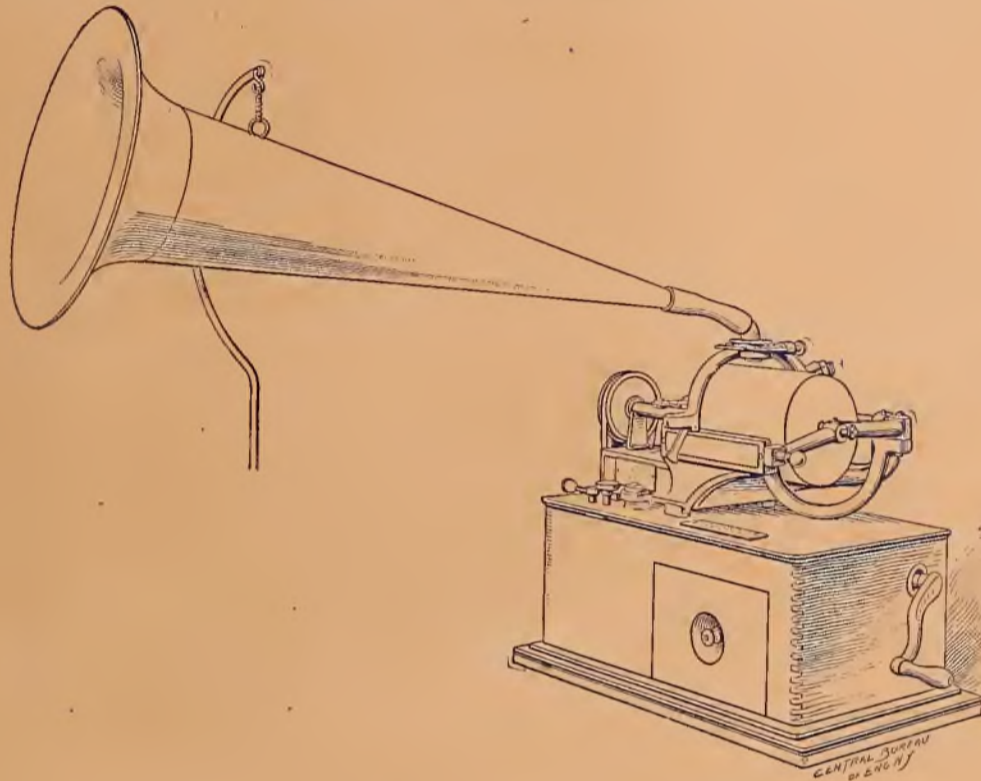
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