

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. 11

New York, November, 1899

Principal Features of this Number

A NEW AMPLIFYING HORN

ENLARGES ITS FACILITIES

TO TAKE MOVING PICTURES OF THE SUN'S ECLIPSE

TRADE NOTES

CANNOT STOP EXHIBITS

NEW CORPORATIONS

OUR CORRESPONDENCE

PHONOGRAPH SHORT STORIES

PREACHES BY MACHINE

NEW RECORDS FOR TALKING MACHINES New Records

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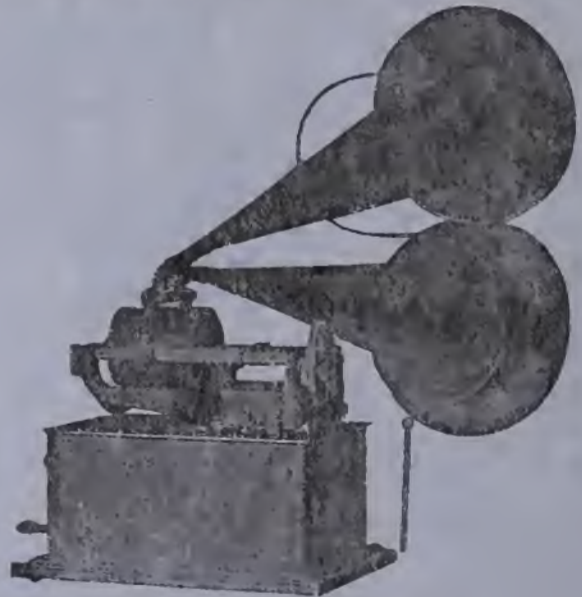
1 Edison Standard Phonograph with Polyphone complete...	} Price was
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2 Extra Loud Automatic Reproducing Diaphragms.....	} \$35.00
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1 Oil Can.....	} Now
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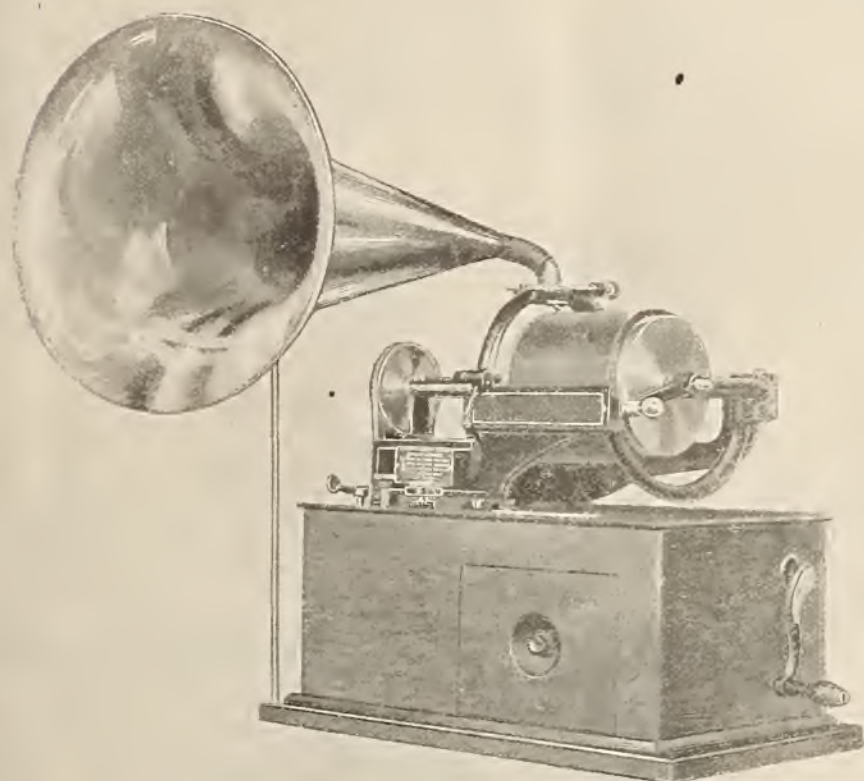
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No. 15 Clover Leaf Horn Stand \$2.50

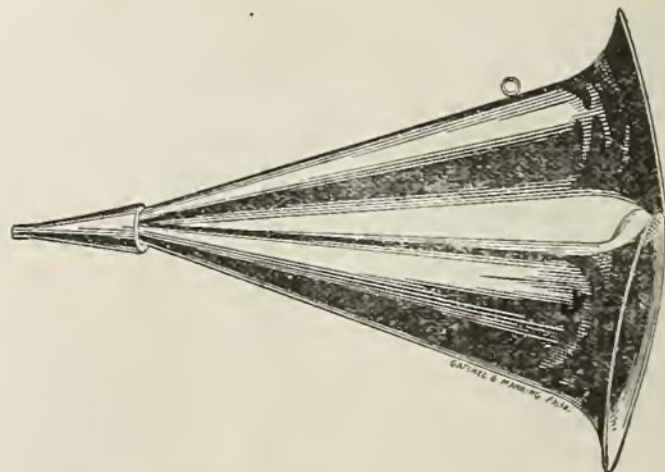


Showing Front View of the Clover Leaf Horn

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Our goods are made under patents and protection of the American Graphophone Co., who have over two million dollars invested and are the largest manufacturers of Talking Machines, Records and Supplies in the world. This company own all the basic patents pertaining to the Talking Machine Art, and have won every legal decision in suits against infringers on final hearing. Suits are now pending against the Gramophone Co. and other manufacturers and dealers in Talking Machines of the disk type similar to ours, the United States Courts having already enjoined, on final hearing, other machines using the infringing features of the Gramophone. Dealers will be fully protected in handling our product, and it is the intention of the American Graphophone Co. to sue dealers who are handling infringing machines at an early date.



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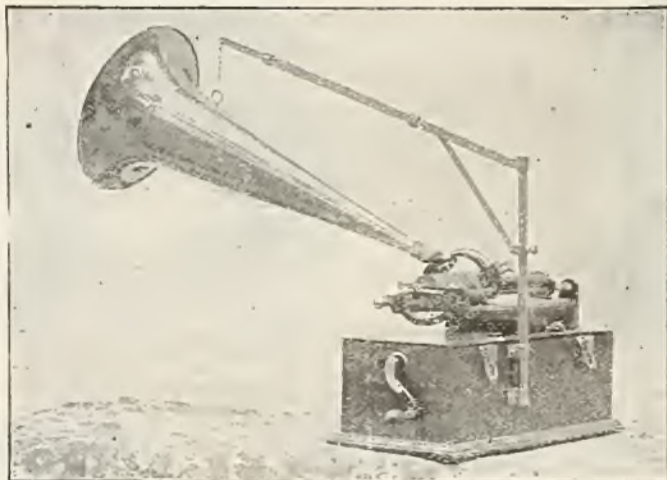
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IMITATION IS THE SINCEREST FLATTERY

Endorsed by the Trade in general both for Recording and Reproducing

THE NORCROSS PHONOGRAPH CO., New Zealand Building
J. BASANT, Esq., NEW YORK, August 3, 1898.

DEAR SIR.—In reply to your inquiry concerning the fibre diaphragms sent me for trial will say that I am very much pleased with them. They give a highly satisfactory reproduction with the Edison Automatic and from what tests I have already given them in recording, I find them exceedingly fine.

Yours very truly, I. W. NORCROSS, JR.

MUSICAL PHONOGRAPH RECORD CO., 57 West 24th Street
BASANT, Esq., NEW YORK, June 27, 1898.

DEAR SIR.—I have given the fibre diaphragm you so kindly sent me a thorough test, and found it all you claim it to be. It gives a smooth, loud reproduction without blast, takes away the nasal quality, and is equally as good for recording purposes.

I am sure that all phonograph dealers will recognize its merits upon the first trial. Sincerely yours, ROGER HARDING.

THE PHONOSCOPE PUBLISHING CO., 4 East 14th Street,
JOHN BAZANT, Esq., NEW YORK, July 28, 1898.

DEAR SIR.—The diaphragms which you sent us for trial are very satisfactory in every respect for reproducing, being free from blast and giving the tone a round and natural sound with no metallic resonance.

THE PHONOSCOPE PUBLISHING CO., Per E. IMANDT.

—AND MANY OTHERS TOO NUMEROUS TO MENTION—

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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, NOVEMBER, 1899

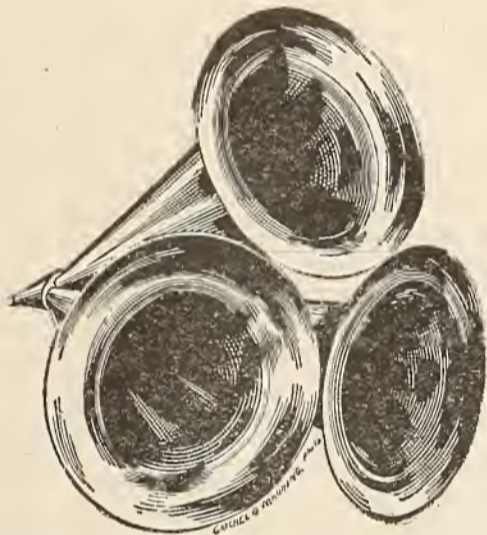
No. 11

A New Amplifying Horn

It is interesting to note the growth and development of the various branches of the talking-machine business. Heretofore the interest has been centered in improving the mechanism of the machines, the style diaphragms, and the process of making the records.

diaphragm, a sounding box, providing the sounding box is of such shape and dimensions as to amplify the vibrations in place of deadening same.

To further increase and distribute the sound, Messrs. Hawthorne & Sheble have attached three horns to the sound box. These horns are so arranged as to distribute the sound to all points, in place of confining it to one point, as is the case with the ordinary horn. The appearance of the grouped horns is most attractive as may be seen from our illustration.



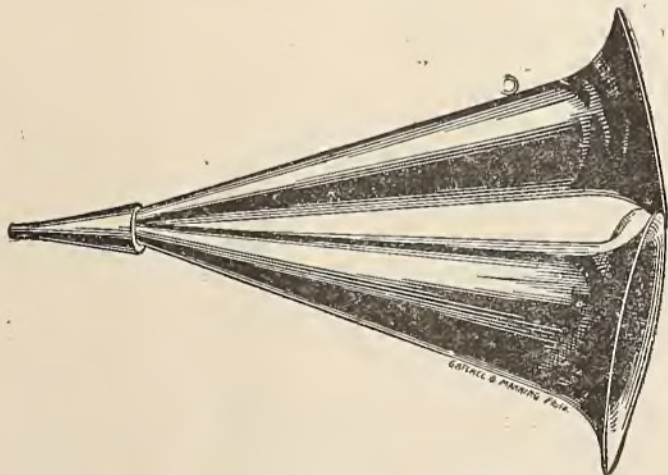
Showing Front View of Clover Leaf Horn.

The first radical departure from the old lines is an improvement in reproducing horns. This horn, or rather multiple horn, is being placed on the market by Messrs. Hawthorne & Sheble, whose advertisement will be found on another page of this issue. It embodies some entirely new and valuable features, on which Messrs. Hawthorne & Sheble have already applied for Letters Patent in the United States and foreign countries.

It has been discovered by experimenting, that a smoother, clearer and louder tone can be obtained by interposing between the horn proper and the

That the results justify the expenditure, which has been made in experimenting, is conclusively proven by the remark made by one of the largest dealers in talking-machines, after he had listened to the same: "There would be but little market for the Grand and Concert machines, if all small machines were equipped with your horn."

The appearance of the horn has suggested a very appropriate name, "The Clover Leaf." Needless to say that the horn is made in the well equipped factory of Hawthorne & Sheble. It is being manufactured in both brass and silveroid.



Showing Side View of Clover Leaf Horn.

On account of the size of the bells of this horn, it requires a special horn stand with an extra large ring to support the horn. This can also be obtained from the manufacturers at a reasonable figure.

Enlarges its Facilities

**Columbia Phonograph Company
Builds a Factory in France and
Opens a Store in London**

Following closely the announcements by the Columbia Phonograph Company that the volume of its business in the month of December, 1899, was by far the greatest in its history, and that the January, 1900, sales exceeded those of the prior January by nearly half a hundred thousand dollars, comes information that large extensions of its facilities abroad are about to be completed. A new sales office is being opened in London, and a plant for the manufacture of blank cylinders has just begun operations near Paris.

About two years ago the growing foreign demand for the perfected talking-machine reached such proportions that the first European branch of the company was opened in Paris. Besides looking after the trade on the continent and in the British Isles, the Paris office made large shipments of talking-machines and supplies to South America and the orient. Soon followed the opening of the Berlin branch to help care for the interests of customers in eastern Europe and the Levant.

The demands of the foreign trade have made imperative the opening of a London sales office, a step which has been in contemplation for some time. Acceptable premises have been secured after considerable difficulty, on the Strand between Trafalgar Square and the Charing Cross depot, on the opposite side of the street from the depot. This location is the most crowded section of the Strand both by day and night. It is in the neighborhood of all the principle hotels and theatres and is an ideal situation for the talking-machine business. The store is now being handsomely refitted after the general plan characteristic of the elaborate scheme with which the public is familiar, followed out in all the cities where the Columbia Company has branches.

In addition to the London opening, the rapid growth of the service has necessitated the establishment of a factory on the other side, so that the foreign trade can be quickly supplied with blank cylinders and similar accessories for which there is an enormous demand. A site was secured in St. Denis, a suburb of Paris, where, after the various formalities of the French law had been complied with, the plant was installed. The blank expert of the American Graphophone Company was sent over from their Bridgeport factory to superintend the new work. It is splendidly equipped and is capable of a large daily output.

To Take Moving Pictures of the Sun's Eclipse

Marvellously Elaborate Preparations to Make Permanent Records of the Great Natural Phenomenon

A journey of between three and four thousand miles in order to do fifty-five seconds' work. It sounds like a quixotic undertaking, but Professor David P. Todd and Mr. Percival Lowell, the men who are now making the journey, do not regard it in that light. If the fifty-five seconds of work to perform which they are going all the way from here to Tripoli, in Northern Africa, is successful it may result in knowledge of the highest scientific value.

The enterprise on which these two scientists have embarked is the observation of the total eclipse of the sun, which is to occur May 28 next. It would not be necessary to go all the way to Africa merely to see it, for this particular eclipse will be visible from the southern part of the United States. But in making astronomical observations of so important an event as this it is necessary to take advantage of every favorable influence. The thing that most frequently interferes with eclipse observations is cloudy weather. The likelihood of clouds in Tripoli, shielded as it is by the Atlas Mountains, and near the borders of the Sahara Desert, is nearly fifty per cent less than at any point in this country. Therefore these scientists are going to transport themselves and their instruments to this distant spot so that their chances of success may be as bright as possible.

Professor Todd may be described as an expert in the observation of eclipses. Three years ago he went to Japan with a party for this purpose, and he has headed a number of similar expeditions to different parts of the world. He has devised a number of instruments for use in eclipse work. With his wife, who is also an astronomer of rare attainments, he is the author of a book on "Total Eclipses of the Sun," which is an authority on the subject. Professor Todd hopes to be able on his return from his present journey to add a very interesting chapter to this book.

Mr. Percival Lowell, who accompanies Professor Todd, is well known for his work in astronomy through the observatory which he supports in Arizona and in many other ways. It was at his instance that the present expedition was undertaken.

Although the period during which the face of the sun will be completely hidden on May 28 will be of brief duration, there probably never has been an eclipse for which more thorough preparations for the purpose of taking observations was made. A number of new instruments, several of them the invention of Professor Todd, will be employed for the first time. Another device which is to be brought into use at the suggestion of Professor Todd will utilize a recent invention in the cause of science. As is generally known the chief method of gaining information about the sun is by taking photographs during the progress of an eclipse. This year, under the direction of Professor Todd, the biograph will be employed for this purpose and moving pictures of the progress of the eclipse will be made both in this country and abroad.

Arrangements have been made by a biograph company to send expert operators to a favorable point in the path of the eclipse through this country. On the other side a party from either the British or French biograph company will accompany the professor and his assistants to Africa to

make similar views. By making practically a continuous record of all that goes on in the vicinity of the sun during the progress of the eclipse the observations will realize the highest possible value.

As is generally understood, the obscuration of the sun known as an eclipse is due to the presence of the moon directly between the sun and the earth. The surface of the moon is so much smaller than that of the sun that in spite of its relative nearness it casts only a very narrow shadow. Moreover, the movements of both earth and moon are so rapid that an eclipse can last but a few minutes under most favorable conditions. The longest possible duration of totality is about eight minutes. That might occur at the equator. Receding from there in either direction the length of time during which the sun's face is completely darkened becomes less and less.

The longest period during which the sun will be hidden during the approaching eclipse at any point from which it may be observed is less than two minutes. The path of this eclipse is somewhat unusual. It is the first one observable from any part of the United States since 1889, when numerous observations were made in California and the Northwest.

In the eclipse of May 28 the point of the moon's shadow will touch the earth somewhere out in the Pacific Ocean. Thence it will sweep along at the rate of a thousand miles an hour, reaching land on the west coast of Mexico, crossing that country in a northeasterly direction, and arriving in the United States at New Orleans, where it will be total at half-past seven A. M., the period of totality lasting one minute and seventeen seconds.

In crossing the United States the path of the eclipse follows a line from New Orleans to Norfolk, passing across the States of Mississippi, Alabama, Georgia, the Carolinas and the southwestern corner of Virginia. The region which will be temporarily in darkness will be a strip about fifty-four miles wide along the route.

Leaving the coast at Norfolk the eclipse sweeps on in the same direction until it reaches a point in the Atlantic at latitude 45 degrees north. This is the northern extremity of its course and will be reached at noon. If it were on land it would be the most desirable station from which to watch the eclipse, for the period of totality will continue for two and one-quarter minutes. But the difficulties of making observations from shipboard render it impracticable to study the eclipse from this point.

Turning to the southeast at latitude 45 degrees the eclipse will travel on across the Atlantic to the coast of Portugal, where it is timed to arrive at half-past three P. M. It will cross to Alicante, on the east coast of Spain. From here the path will lead across the Mediterranean to Algiers, over Tripoli, where the duration of totality will be fifty-five seconds and where Professor Todd will make his observations at nineteen minutes past five P. M. The remainder of the course is across the desert and northeastern Africa, ending near the Red Sea.

It is interesting to note the careful and thorough preparations which are made for the study of an eclipse. For example, during the last four years the United States Weather Bureau has been making observations along the path of the eclipse in this country in order to determine the region of least cloud. As a result of these observations a point has been selected, where the prospect of clear weather is the most favorable. This point is near Columbus, Ga., in the southern foothills of the Alleghanies, and it is here that the American party will watch the eclipse and photograph it by means of the biograph apparatus.

One interesting feature of the approaching observation is a plan by which Professor Todd expects to steal a march on the eclipse and secure complete co-operation between the parties of

observers on opposite sides of the Atlantic. This plan will be carried out through the aid of the telegraph and cable lines connecting the two or more points from which observations will be made. A direct line along the path of the eclipse from New Orleans to Tripoli will be cleared at the beginning of the observations, and a cipher code will be arranged for the quick transmission of information between the different parties. Thus, as soon as the observers in Georgia or Alabama have completed their work the result will be wired to Professor Todd and his assistants in Tripoli in advance of the appearance of the eclipse at that point.

The carrying out of this plan will add greatly to the value of this work, for it will enable the party in Tripoli to verify any peculiar phenomena detected by the scientists on this side. For example, one thing that the observers are to look for is an inter-Mercurial planet—that is, a planet with its orbit nearer the sun than is that of Mercury. If such a planet is detected on this side of the Atlantic the watchers in Northern Africa will be informed, and will make a special effort to verify the discovery. By arranging the course and the code in advance it will be possible to do this with time to spare, notwithstanding the tremendous pace at which the eclipse will travel.

Professor Todd sailed from New York on his expedition on January 17. Before his departure he explained his plans and permitted a representative to see some of the special apparatus which he has designed, and which is to be brought into use for the first time on May 28. Among this is a 24-inch lens, which is to be used in the photographic work. The largest ever employed heretofore was a 13-inch glass. The use of the more powerful lens will add greatly to the possibilities of securing important results.

"One attempt which we shall make," said Professor Todd, "is to secure a satisfactory photograph of the solar corona. The corona is the irregular boundary of light which surrounds the disk of the sun when the latter is darkened. To photograph it has proved a matter of difficulty, because it varies so much in brilliancy from its outer to its inner border. In an exposure for the outer portion the brilliancy of the inner part destroys the reproduction of that part of it. On the other hand, an exposure sufficient to catch the inner section loses the outer portion entirely.

"To overcome this difficulty I devised an apparatus intended to secure a gradual exposure of the different portions. I built this some years ago and took it to Japan with me. I was unable to use it there, but will make the attempt again this year.

"The machine is automatic in its operation, and is controlled by electricity. It employs an ordinary telescopic lens, but between the lens and the plate is interposed a metal disk, surrounded by thin metal rings, which fit closely together, but may be worked separately by means of small levers. By lifting these rings one at a time a varying length of exposure is secured, which is expected to equalize the varying degrees of brilliancy in the corona itself. The plates recording the image are mounted on a hexagonal 'barrel' behind this metal shield, and can be revolved so as to secure a rapid succession of views. It is hoped by this means to obtain a satisfactory photograph of this interesting phenomenon.

"Another device which I shall employ I call the 'electric commutator.' It provides for the operation of multiple telescopic cameras, so that a number of views may be taken in rapid succession or simultaneously if desired. With the addition of the biograph apparatus we hope to get results equivalent to those that would ordinarily be obtained by multiplying the duration of totality tenfold. Of course, in such an undertaking as this it is impossible to predict any result whatever with

certainty. Unfavorable weather conditions may nullify all our efforts.

"We are going first to London, where additional apparatus will be obtained. Thence we shall proceed through France, visiting the different observatories there. Later we shall go to the Balearic Islands, where we probably shall set up our instruments and test them. We expect to arrive in Tripoli about May 1, as nearly a month will be required to make the final preparations and to get everything in readiness for the observation. As I have said, the period of totality at the point where we probably shall station ourselves is only about fifty-five seconds. The chances of total failure are about even with those of at least a partial success. But certainly we should not accomplish anything by remaining at home, and the chance of reaching important results is decidedly worth the risk."

Moving Picture Monopoly

Thomas Armat, of Washington, by a Patent Office Decision, Gets a Practical Monopoly of the Business

A decision handed down by the Commissioner of Patents, in Washington, affirms the action of the Board of Appeal, which upholds the contention of Thomas Armat, of that city, that he is the inventor of the moving picture machine. The decision is one of the most important given out from the patent office in years, for it practically declares all other picture machines are infringements, and that in future only Armat will be permitted to show views of the championship fights.

The case has been in the Patent Office for more than four years, and has been bitterly fought by the several New York concerns who are most interested in the decision. They averred that if Armat was declared to be the inventor of the moving picture idea their machines would necessarily be designated as unlawful imitations, and under the law they would be subjected to enormous fines.

The litigant parties whom the decision will directly affect are the American Mutoscope Company, and E. & H. T. Anthony, assignees respectively of Herman Custer and Woodville Latham. Under the decision the machines of the companies are an infringement, as well as the products of the Edison Company, the biograph, the vitascope, the cinematograph and all other projecting apparatus now on the market.

The importance of the decision may be gleaned from the fact that the pictures yielded door receipts estimated to be \$500,000, the four weeks' receipts in New York alone being more than \$40,000.

Armat recently assigned his patents to the Animated-Photo Projecting Company, of this city, and it is this concern which will now begin a fight against the companies declared to be imitators under the decision of the Patent Office.

The news of the decision created a great deal of surprise among those interested in the patent, for the several New York companies have expended several millions of dollars within the past few years under the belief that they were fully protected by priority of their inventions. The first machine of the sort shown in New York came from Berlin, then a new invention was introduced from Paris. At about the same time Thomas Edison put his machine on the market. Each of the devices were patented under the statutes;

but none held the exclusive right for moving pictures.

It was then Armat brought his action. He claimed that he invented the original motion machine, and introduced witnesses to prove his was first on the market. He contended he had patented the motion idea while the others had received papers only on mechanical novelty. The significance of his claim was immediately recognized and the several New York companies got together to fight it.

After a long hearing, the Patent Office decided the Washingtonian was right, and rendered a decision in his favor. The opinion, however, was not accepted as authentic, and the matter was sent to the head commissioner for a final hearing, with the result that he decided in favor of the plaintiff.

Thomas O'Rourke and William A. Brady are among those most seriously affected by the decision, for they have the contracts for the production of the fight pictures, and under the judgement they not only will be stopped from further exhibitions, but may be individually held for infringement.

Neither Mr. Brady nor Mr. O'Rourke could be seen, but one of their representatives said they would not worry about any action, as they simply rented the machines from the Biograph Company.

"We shall continue to show the fight pictures each night," he said, "and if there is any legal come back, the biograph people will be compelled to stand for it."

According to the opinions of lawyers the decision in Armat's favor is final and that it cannot be undone by any court, so if the Biograph or any of the other New York concerns is found guilty of having infringed on the patents, they will be compelled to pay to him several millions of dollars which were earned in the past few years.

Legal Notices

Judge McPherson heard argument in the petition of Thomas A. Edison asking the Court to make an order upon Ellsworth A. Hawthorne and Horace Sheble, directing them to answer certain questions propounded to them by counsel for the petitioner at an examiner's meeting.

Mr. Edison filed a bill in equity in July last to have Messrs. Hawthorne and Sheble enjoined from using the words "Edison Phonograph Agency" in connection with their business. He alleged that they were using the name without his authority, and that they were not employed by him. The matter was referred to an examiner. During one of the meetings before him the defendants were asked, on cross-examination, from whom they purchased certain Phonographs, and also requested to produce their books containing an account of their transactions with the National Phonograph Company. Under advice of counsel they declined to answer or produce the books, whereupon the matter was certified to the Court.

At the conclusion of the argument, which was of a technical nature, Judge McPherson stated that he would refuse the petition.—*Philadelphia Ledger*.

James L. Andem, proprietor of the Edison Phonograph Company, established in Cincinnati, Ohio, recently brought suit in the United States Court against Thomas A. Edison for \$50,000 damages. Mr. Edison and several of the companies in which he is a stockholder and controller some time ago tried to have Mr. Andem prohibited from using the name "Edison Phonograph Company" in his business, and sought to have the court issue an injunction against him. Mr. Andem is resisting

this, and in his answer he shows that he is entitled to use the name, having bought the right to it from the Ohio Phonograph Company, which, it is claimed, had all the Edison Phonograph rights for this State, having purchased them from the Edison lessee, the North American Phonograph Company. Mr. Andem says that his business name, the "Edison Phonograph Company," has been used for several years without objection or interference from Mr. Edison or his companies. Recently, however, Mr. Edison and his agents, Mr. Andem claims, began conspiring to drive him out of business in Ohio, both by direct competition and by the competition of others, inspired by them, all in defiance of Mr. Andem's rights to the Edison privileges in Ohio. Mr. Andem says he has been damaged by this course to the amount of \$50,000, and he asks judgment for that sum against Edison.—*Cincinnati Tribune*, February 14th.

United States Marshal Henkel sent two of his deputies to the Dewey Theatre on Fourteenth Street to seize the photographic films used in the moving picture machine there. The deputies were armed with a writ of attachment issued by Judge Lacombe of the United States Circuit Court, which stated that the films were being used in disobedience to an injunction obtained by Thomas A. Edison, who has a suit for infringement pending against Eberhard Schneider, owner of the machine and films at the Dewey.

When the Federal officers reached the theatre neither Timothy "Dry Dollar" Sullivan nor George J. Kraus, who run it, was there. Their subordinates saw in the act of confiscation an indication that their employers' "pull" was gone. The real state of affairs was not known until after 8 o'clock at night and the knowledge brought with it relief.

"That's better," said one of the men. "Those pictures were pretty hot and I thought that was the reason they were nabbed." A spare set of films was procured and pictures were shown at a recent performance.

Schneider said that he had been enjoined from using a machine a year ago and that he had then bought an Edison machine, put a few attachments invented by himself on it and proceeded with his business. He did not know of any reason for an injunction in regard to the films he was using. "I buy them from reputable firms here," he said, "and change the titles of the pictures. I don't think they are copies of any of Edison's films. So far as I knew they are not infringements on the films of any maker."

Among the films seized were some not concerned in the Edison suit.

The National Gramophone Corporation are issuing circular letters to their friends, calling attention to the Vitaphone made by the American Talking Machine Company, but do not call attention to the Zonophone made by the Universal Talking Machine Company, of which O. D. LaDow is President and financial backer. He is also secretary and general manager of the National Gramophone Corporation. Probably Mr. LaDow does not wish the stockholders in the National Gramophone Corporation who employ him at a good salary to work for them and watch their interests, to get on to the fact that he is the prime mover in a Company manufacturing goods the exact counterpart in every way to the Gramophone. Probably F. J. Dunham, President and Frank Seaman, treasurer of the National Gramophone Corporation, are well aware of the two connecting links which the manager has, but the duplicity does not look well to the stockholders, having a manager with two irons in the same fire.

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 Constantinople, Australia, South America, Central America, Canada and 105 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.

Trade Notes

Miss F. Bischoff, Secretary of The American Graphophone Company, is away on a well-earned and much needed vacation.

The Columbia Phonograph Company will open up in Loudon soon; this will enable them to cover Europe in fine shape.

F. M. Prescott has issued a net price list to the trade on talking-machine supplies. Every dealer who wants low prices should send for a copy of it.

Mr. Godwin, the genial advertising manager of the Columbia Phonograph Company is under the weather again. We hope he will be around soon again.

Owing to increased manufacture, F. M. Prescott has been able to reduce the cost and consequently selling prices on his line of glass horns as per advertisement.

A quarterly dividend (No. 19) of two per cent has been declared on the common stock of the American Graphophone Company, payable March 15, to stockholders of record March 1st.

Thomas Armat, after a four years' fight, has at last sustained his projecting picture machine patents. This will compel the Biograph and others to pay royalty in future.

Nick Conway and Phil. Staats, the popular comedians, are making trial records for talking-machines. The manager of one of our leading laboratories complimented them and predicted success.

F. E. Burrows, for the past three years in charge of the shipping department of the National Gramophone Company, has been laid off for the present by the Company probably in order to reduce expenses.

The record talent have certainly had a harvest during the past winter and it is a great sight to

see them lined up on pay day, wearing their sealskin coats and diamonds, with a four horse truck outside to carry off the coin.

Our representative heard a record of Mr. J. Aldrich Libbey, the well-known baritone, which was one of the sweetest ever produced on a talking-machine. This record was made at the laboratory of the Lyric Phonograph Company.

F. J. Patter, for the past two years in charge of the outside advertising of the National Gramophone Corporation, is reported to have been laid off by this Company on account of poor business and the desire of this Company to reduce expenses.

The Universal Talking Machine Company, of which F. M. Prescott is the sole export agent, has opened in New York City a laboratory for the manufacture of flat disc records. Their process is different from that employed in the manufacture of Gramophone records and the records are also said to be superior in quality.

Mr. Hagen, of Harnis, Kaiser & Hagen, reports business as better than ever and promises to increase daily. The fact that the supply of blanks is somewhat limited causes a little inconvenience. The above firm have several new features catalogued this month. Every Phonograph user should send for their list.

The Berliner Gramophone Corporation, have started a patent suit against the American Talking Machine Company, probably for the purpose of offsetting the suits now pending against the Gramophone started by the American Graphophone Company over a year ago. The Berliner patents have never been sustained, so our readers can draw their own conclusions.

The demand for talking-machines is constantly increasing owing to the improvements in machines and lowering of prices. The Vitaphone disc talking-machine lately put on the market by the American Talking Machine Company, has been so largely oversold, it is stated, that the company have been compelled to call in their road agents until they can catch up with the orders booked.

Undoubtedly one of the most satisfactory amplifying horns for talking-machine use is the silver, old horn manufactured by Hawthorne & Sheble. This horn is made of a dense white metal that does not have the vibrant quality of brass, hence it does not cause counter vibration similar to the brass horn. The reproduction of a record by this means is undoubtedly louder and clearer than from any other horn and we recommend its use by all our readers.

Orders for records are pouring in thick and fast at the Lyric Phonograph Company, but owing to the fact that they cannot procure enough small blanks they have been somewhat handicapped, which will compel them to work day and night for some time to come in order to catch up to the demand. The shortage of small blanks is a serious drawback to the original record makers who have invested several thousands of dollars to fit up their plants.

To close out a lot of picture machines, the Greater New York Phonograph Company have offered to sell the viviscope at a greatly reduced

price. These machines are all new and in perfect condition, price; formerly, \$35.00. This is a grand opportunity for a person with a small capital. The chemically prepared linen fibre diaphragm and adjustable horn crane placed on the market by this company, have met with great success. Note change of address.

The American Graphophone Company, which is better known through its selling department, the Columbia Phonograph Company, has just offered \$200,000 of five per cent twenty year debentures. The entire issue was promptly taken by the stockholders, many large over-subscriptions being received. The money received from this sale is to be used in further extensions of this rapidly growing enterprise. The Berlin, Chicago and San Francisco stores are to be enlarged.

A new novelty has been recently placed on the market, for which there has been a long felt want. It consists of a neat wooden carrying case for the Gem Phonograph. Any dealer, or user of a Gem Phonograph is aware of what an awkward article the Gem machine is and will welcome the addition to the supply line. An ingenious means is provided to fasten the machine to the wooden base of the cabinet, so that it is permanently attached thereto. It retails for \$2.50, the same price as the Q Graphophone case. We predict a large sale for this cabinet. It is manufactured by Hawthorne & Sheble.

A broad claim is made by the Concert Phonograph Company, who were recently incorporated with a paid up capital of \$100,000. They have fitted up one of the most elaborate talking-machine laboratories and are in a position to furnish records at a nominal figure. Mr. C. C. Clark, the genial manager for the above concern, states that "we can furnish better records at a lower price than any other manufacturer, who makes it a business of selling original master records," also claiming that the records embody more snap, giuger, quality and volume than any other record on the market.

Mr. English, well-known in the earlier Edison Phonograph Laboratory work, has taken charge of the new laboratory of the Universal Talking Machine Company on 24th Street, and is manufacturing a full line of flat disc indestructible records, same as the Berliner Gramophone records. The new Company expect to have a full line of records on the market shortly. Mr. Orville LaDow is said to be the President and financial backer of the Universal Talking Machine Company, and is also largely interested in other talking-machine enterprises, being secretary and general manager of the National Gramophone Corporation of this city.

Encouraged by the success attained at the entertainment in 1899, the PHONOSCOPE PUBLISHING COMPANY have decided to tender another benefit this year to be known as the second annual musical, dramatic and Phonographic entertainment, for the benefit of the Montgomery Street, M. E. Mission, of Newark, N. J., to be held at Association Hall, Clinton Street near Broad Street, April 4, 1900, at 8.15 P. M., reserved seats, seventy-five cents each. The leading Phonograph talent have kindly volunteered their services on this occasion. Last year's benefit swelled the funds of the mission considerably, but the present outlook is that the second will meet with still greater success.

Cannot Stop Exhibits

The Commissioners Without Power to Control the Slot Machines

Attorney Duvall submitted an opinion to the Commissioners recently on the question of taxing exhibitions of moving pictures in Washington, D. C., in which he held that the exhibitions in question could not be taxed under the existing laws of the District. The matter was brought to the attention of the Commissioners through a letter which stated that the character of some of the exhibitions in the slot machines were not such as should be exhibited in public places.

The complaint was addressed to Commissioner Ross, and received immediate attention. A letter was addressed to Major Sylvester requesting that a policeman in citizens' clothing be detailed to visit the place where one of these moving picture machines was being shown and report on the character of the exhibition. Detective McNamee was detailed to watch the place and make a report on the show. McNamee submitted his report to the inspector.

The detective stated that he viewed five of the scenes presented and did not see anything that was out of the ordinary. The pictures shown, he reported, were productions from life, and were such as are seen at the theatres in the city at any time. In commenting on the report Inspector Boardman said that the place in question maintains slot-machines, each machine having a series of pictures, and five cents must be dropped in the slot before the machine will operate. In concluding his report, the inspector states:

"It is a very difficult matter to decide whether or not the exhibition is a violation of the law, as it entirely depends upon what construction one puts on the pictures. As McNamee says, he has seen similar exhibitions on the stage."

The question was then as to whether or not the pictures were of an obscene nature, but in forwarding the reports of his subordinates Major Sylvester makes the following statement:

"It has been construed that when an obscene picture is placed or exhibited where it must be observed by the public, it comes under the law, but when so situated that persons must seek it or pay a price to observe it, the law does not apply. The law is deficient, also, in defining an obscene picture. This exhibition appears to me to be an exhibition for gain, and, in my opinion, a license might be required for the same of \$5 per view."

When the papers were returned to Commissioner Ross he recommended that they be referred to the Attorney for the District for an opinion as to the power of the Commissioners to require such a license, and the recommendation was approved by the other Commissioners.

As stated, the opinion of the Attorney was submitted, and is entirely in favor of allowing the managers of such exhibitions the right to show their pictures without tax when shown in a slot machine. The Attorney said:

"The law imposing licenses on trades and business, etc., in the District is an act of the late Legislative Assembly, approved August 23, 1871. The only provision therein which could be held to be applicable to the exhibitions under consideration is in the seventeenth paragraph of section 21, viz:

The managers of concerts, exhibitions, and balls, for gain, not otherwise enumerated, or games of any kind, when an admission fee is charged, shall pay for each day \$5.

"In point of fact, however, no admission fee is charged for these exhibitions, and consequently it is not within the purview of this section.

"If the process or scheme by which the fee or charge is collected was a mere subterfuge, invented or intended to evade the license law, the courts would doubtless sustain the authorities in requiring a license and exacting a tax therefor, but the 'slot machine' is not such a subterfuge."

It is probable that the Commissioners will appeal to Congress for power to prevent these exhibitions.

New Corporations

Colorado Mutoscope Company, of Denver; leasing biographs, etc. Capital, \$7,000.

American Phonograph Company, of New York City. Mining and milling business. Capital, \$1,500,000. Incorporators: E. C. Miles, of Roselle, N. J.; C. Miles, of New York City; G. D. Synder, A. Francom, G. H. Redman, all of Brooklyn.

Concert Phonograph Record Company, of Dover, N. J. Manufacturing and sell Phonographs and talking-machines. Capital, \$100,000. Incorporators: F. R. Fast, of Hillsdale, N. J.; C. C. Clark, of Westwood, N. J.; C. H. Lary, of Newburgh; J. Virdin, of Dover, N. J.

The Wells Phonograph and Cycle Supplies Company of Camden, N. J., with a capital of \$50,000. John A. Wells and Carrie A. Hobart, of Huntington Valley, Pa.; Louis Buehn, of Philadelphia, Pa.; Jonah G. Reeves, of Camden, N. J., and William T. Smith, of Philadelphia, Pa., are the incorporators.

Certificate of incorporation has been filed in the office of the county clerk by the American Vitagraph Company, the incorporators of which are Howard Cox, Herman Meyer and Stephen J. Cox, all of Cranford, at which place the company's principal office will be located.

The objects for which the company is formed is making, acquiring, advertising and disposing of machinery, tools, scientific and other apparatus. The capital stock of the company is \$6,000, divided into 240 shares, the par value of each being \$25.

Our Correspondents

PORTLAND, Oregon, January 25, 1900.

TO THE EDITOR:—Perhaps a few words from the Pacific North-west would not be out of place. There seems to be no one in communication with you from "this nick of woods" except myself, and I have not written for so long that I presume an affidavit will have to be provided before we can be recognized. For myself, would say that business has improved. We never took so much money through the tubes, in our five years in the business as we have since getting the Concertograph. (This is my word; it is to distinguish it from the small machines.) I have a letter from the Edison Company congratulating me on the word. My Christmas business for five days, ending Christmas night was best I ever had yet in five years, great Phonograph men told me that the business was played out. I expect this is the reason I started into it. After getting the big Concert, I proposed to try it on the 400; we tried it and it worked. My engagement was in the Marquam Grand Opera House of this city, the largest and nicest theatre in the Pacific Northwest; played to a full house, the proceeds amounting to \$400. The entertainment lasted one hour and forty minutes, during

which time twenty-five selections were rendered, not a soul leaving the house, applause followed every number, shaking the very roof. We have been asked to play this house again on a per cent. Since that performance, have been on the road and played several theatres and churches. One church, only five blocks from the Marquam Grand, we played to over 700 people, collecting \$175.

In the line of making records, we report a business very much improved. Last week in one day we filled orders for Toronto, Canada; Adelaide, Australia; a city in Northern New York, and an order from Sioux City, Iowa. This is certainly somewhat scattered, but it is pleasant to know that it had good "money of the realm" in it. Our machine was the first and long the only Concertograph in Oregon. Now there are probably thirty in operation in the State.

Mr. Peter Bacigalupi, of San Francisco, spent a couple of weeks with us in October. He had been as far north as Victoria, B. C., and was working his way back. He said he made good sales in all the coast cities from Victoria down. Mr. Bacigalupi is the pioneer in the Phonograph business on this coast. He does a good business with South America, Australia and the Phillipines, and his trade in these ports extends from Mexico on the south to Alaska in the frozen north.

Mr. J. Wilson, with his projecting machine, is tearing off good money at 272 Morrison St., only a few doors from the place where he was in 1897. Mr. Wilson is one of the few on this coast who have made any money with the moving pictures.

J. MONROE.

Notable among the visitors during the past week to the factory of the American Graphophone Company were Messrs. Chas. J. Bell and Chas. G. Glover, well-known financiers, and S. H. Kauffman, President of the *Evening Star* Newspaper Company, all of Washington City. These gentlemen were the guests of Mr. E. D. Easton, President of the Graphophone Company, and made a tour of inspection through the immense manufacturing plant, examining the various interesting processes necessary to produce the finished talking-machine, such as the cutting and polishing sapphire points and setting them in the delicate recording and reproducing diaphragms, and the mixing, melting and moulding of the blanks which store up the melodious harmonies reproduced by the instruments, the making of the records themselves and many other unique operations.

As they were about to leave, these gentlemen each dictated into the Graphophone Grand impressions of his visit, all agreeing that they previously had no conception of the immensity of the plant nor the magnitude of the industry. They expressed their amazement that so many buildings, so much machinery, such a large number of men and women should be required in order to turn out sufficient product to meet the market demand for these instruments.

The plant of the American Graphophone Company is one of the largest manufactories of talking-machines in the world. It is located at Bridgeport, Conn., the principal manufacturing city in Connecticut where skilled labor is plentiful. Over 1,000 men and women are employed. Four acres of floor space are occupied in buildings each 400 feet long and 60 feet wide. From this factory Graphophones are sent out to all portions of this hemisphere, as well as to Europe, Asia and Africa and every quarter of the globe.

Original record makers are experiencing great difficulty in securing small blanks which hinders their filling orders considerably.

Phonograph Short Stories

Last Christmas my wife and I were invited to a house party at Larchmont, New York. The gray afternoon was deepening into dim dusk as the sleigh left the little station, and the cold was intense. Our fifteen minutes' ride to the home of our host chilled us through and through, and as we fumbled with wraps and gloves in the silent hall of the house, our feelings



were divided between personal discomfort and wonderment that no one was there to greet us. Suddenly there piped up a thin little voice seeming to come from nowhere. It grew louder and stronger, and we heard "Merry Christmas, merry, merry Christmas. Welcome, Mr. Openeer; we are glad to see you. Welcome, Mrs. Openeer; how is the baby? How did you leave Ponjo?" (Ponjo is our dog.) We looked around bewildered. The voice continued: "Take off your wraps; lay them on the table. James will see them safely laid away."



Astonishment gave way to curiosity, and we drew aside a curtain and found the cheery speaker to be—a Phonograph. Then through a half-open door we heard whisperings and merry laughter as the uncanny little machine went on to sing for us a Christmas glee. Before it was finished the children of the house came running in laughing,

followed by our hostess and the other guests; and we saw and felt heartily the double welcome that had been prepared for us. The surprise had all been planned. Our host had talked and sung this Christmas greeting into the Phonograph the night before, making a "record" with which the



Jolly little machine could greet each guest as he arrived. We saw it all when Jack Halsey and his sister came, about five minutes later. "Here

comes Jack," called one of the children from the porte cochere window; and hastily adjusting the wax cylinder ticketed "Halsey," we waited in the dining-room and den with half-open doors as they entered. "Hello, Jack," said the Phonograph behind the curtain, "How d'ye do, Clara? Glad to see you. Come in and stay a while." They stopped and stared around, bewildered, just as we had done. "Take off your things. Merry Christmas." And then, without stopping, the wonderful toy began to play the banjo.



Then we all of us burst in upon the astonished pair, and welcomed them amid shouts of laughter. The thing entertained us all next day. When we tired of hearing our own voices fired back at us, we played the piano for it. Then we made a quartette of banjoists; then our host played the cornet; then we sang—solos, duets and choruses; and the "bally little mocker," as Algy Dunraven called it, gave us every time as good as we gave it. Why, it was perfectly wonderful!

Then we were entertained with boughten records. Selections by famous bands and orchestras, operatic, military marches and dance music, all in perfect time, and loud and clear. Songs by famous singers, speeches by famous men, funny talks and dialect records. Why, we spent a delightful time. Our host told us confidentially that had he engaged the artists, performers and bands to appear in person, a thousand dollars would have been a reasonable price for the entertainment that was provided for less than a tenth of that sum. And, best of all, he could repeat the whole programme the very next night if he wanted to. And we believed every word, because we had heard it all ourselves.

I have since bought a Phonograph for myself; and have been repaid a hundred times for the investment, by the fun and entertainment I've got out of it. My advice to my friends is, "Go and do likewise."



My wife called on our next door neighbor the other day to sympathize with her over the loss of their eight-year-old boy. They had bought a Phonograph, by the way, immediately on hearing ours. Well, the conversation

naturally was about the dear little fellow who had just crossed over the Dark River. And she could not stop talking to my wife about his pretty eyes and curly hair and laughing voice. "It's one of the greatest consolations that I have these," she said, going to her record cabinet; and carefully taking from it three of the wax cylinders, she put one on the machine. The next moment it was as if Harry was in the room. First came his merry laugh, then an aside, "Dear mamma, do keep quiet while I speak my piece." Then came a steady little voice, clear and strong—



"A tiny little seed am I,
In the mold,
Hidden from the great blue sky
And the cold.
I throw my little rootlets out
And feel around.
There I almost turned about
In the ground.
Did I hear a bluebird sing?
Can it be,
If I did it must be spring.
I'll go and see."

Then there sounded a clapping of hands and bits of conversation. His mother sat there with tears in her eyes, but with a joyous look on her face. "My precious firstborn," was all she said.

And one of the first things my wife did when she came home that afternoon was to take our poor little youngster and make half a dozen records of his chatter and baby talk right away. I fancy him listening to those "talks" twenty years from now! But should he be taken from us in the meanwhile, I know I'd hold them as my most highly-prized possession.



I heard a novel use for a Phonograph the other day. Teaching languages,—what do you think of that? My wife told me about it. Somewhere in her afternoon calls she saw the whole thing. There was a Phonograph grinding off a French cylinder that had been specially prepared by the visiting teacher the day before: "J'ai, tu as, il a, elle a, nous avons, vous avez, ils ont' elles ont," over and over. Then "Avez vous le pain, avez vous le pain," and so on through a long list of words and phrases. Parrot like, perhaps, but there was the pronunciation and accent. Capital!

The children couldn't get away from it. Then came a German record, "Der die das, des der des, dem der dem," and so on. The broad a, the short i, the funny ö in König, the elusive and difficult umlaut. "Haben sie das Brod. Wo is mein Hut? Ich liebe dich," and little poems and couplets.

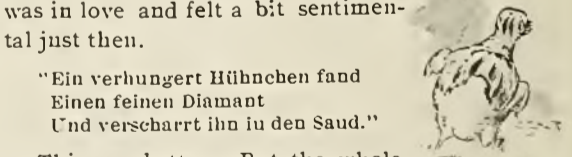


"Man sieht sieh, lernt sich kennen.
Liebt sich, muss sich trennen."

Rather advanced for children, this; but I suppose their teacher was in love and felt a bit sentimental just then.

"Ein verhungert Hühnchen fand
Einen feinen Diamant
Und verscharrt ihn in den Saud."

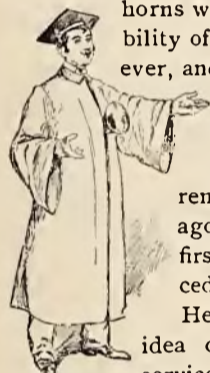
This was better. But the whole idea struck me very forcibly. The difficult pronunciation was there—always on tap—over and over, sinking deep into the minds and memories of the little youngsters, and especially so because it was a novelty. Ah! that's the point. New ideas appeal to children just as much as to "grown ups."



I look forward to the day when a great many other things besides the languages will be taught through the aid of this marvelous little talking-machine.



While the field of the Phonograph is a wonderfully large one, yet it reaches its limits, like everything else in this world for that matter. The recent attempt of the Sophomores of Ithaca to give their orations by talking machines was very laughable. The Professors found out what was in the wind and promptly vetoed it, but not before several rehearsals had been held to demonstrate its feasibility. The Freshies found it out, too, and invaded one of their trials with pitchers of water, which they poured into the Phonograph horns with dire results. The practicality of the scheme is assured, however, and some day we may hear of a commencement conducted entirely by machine talkers.



This reminds me of an occurrence that happened several years ago, when the Phonograph was first brought out. A very advanced Dominie at Hasbrouck Heights, N. J., conceived the idea of a novel Sunday evening service; so he prepared his sermon—

a short one—and several hymns and scripture readings the day before on a number of cylinders; and he actually held the meeting, "as advertised." The affair created quite a sensation at the time, I remember; quite a sensation indeed. Inside of a month the Rev. Mr. Dominie was preaching in a church out West,—preaching, mind you,—no more Phonograph for him. Well, it simply proves the truth of the saying, "Everything in its proper place."



The Phonograph for dictation in business offices has long been a success. Instead of talking to a



giddy and unreliable young lady stenographer (not all of them, I assure you, O ye wives of busy husbands, but sometimes—quite often), the letter is *talked*, just the same, into the specially

prepared cylinders, until a dozen or so are ready for the typewriter clerk. Then he is called from his work and transcribes the records at leisure. See? He is working all the time while you are dictating. With hearing-tubes in his ears, he puts each cylinder on another Phonograph in front of his typewriter, and pegs right along. There's no loss of time. He's always working and he's much cheaper than a "steonographer and typewriter." The experiment has been tried also, with some success, of sending the record, just exactly as you've talked into it, by mail or express, directly to your correspondent.



It has remained for Mrs. Openeer to discover the most novel use for the Phonograph as an entertainer. She gave a "Voice Guessing Party" last week, and we had all kinds of fun and jollity over the funny guesses. It's somewhat similar to a "Perfume Party." You know how that's done. Twelve or fifteen little vials, all alike as to appearance, are filled with different perfumes. It adds to the perplexity of the guessers to include vinegar, alcohol, benzine, turpentine, chloroform or kerosene. Then the contestants smell and guess, and the winner of the prize is the one who has the longest correct list. My wife conducted her party on a similar plan. Each guest made a three minutes' talk into a Phonograph in separate rooms (we borrowed two other machines for the evening), and after every one had talked or sung, either in natural voice or disguised, we played the records before all the assembled guests. Each was provided with paper and pencil. The scheme was immense. You can imagine the hilarity that greeted the wild guesses when the results were declared. A surprising number of the voices were guessed correctly, however, and the entertainment was voted by all to be a very happy success. I tell you, my friends, it takes a Phonograph every time to be a fun-maker.



I represent a chemical syndicate. It's a far cry from sulphuric acid and by-products to Phonographs, I know, but you will see the connection presently. There's a town I strike when I'm on the road where there is a most unique collection of stories: unpublished, unbound, yet indestructible, and most carefully preserved. The genius who is making the collection does business in Louisville, what street I won't say, and whenever a drummer shoots a good story at him he says, "Hold up—come here," and then and there, on the spot, he embalm



Mr. Drummer in wax; and like a fly in amber, his funny tale is preserved for all time. I've sat by the hour listening to stories; and *such* stories. Cylinder after cylinder, every one different. Every now and then I'd recognize a fellow knight of the road; some I hadn't met for years, some dead. I do not hesitate to say that Mr. Blank's collection of stories hasn't an equal

in the whole world. Some of the mildest of them, revised and expurgated, are often heard in vaudeville; but for the most part, the "Louisville records" are to be heard only by the favored few who are in the ring. I have lately heard of other collections, but none to equal that of the pioneer, Mr. Blank.



I told my wife about Blank's collection the last time I made home after a three weeks' flier, and gave her a sketch—very sketchy indeed—of some of the yarns. She said, "Capital idea!" and before I knew what she was about she started what is now known to my friends as "Openeer's Voice Album." As a novelty, it proves very interesting to visitors, and bids fair to be as popular as the old-fashioned autograph collections, and, in fact, supplements that and the photograph album most beautifully. We limit our friends to a half-minute's talk, first announcing the name and following with a funny short talk, or a touching sentiment, or a bit of poetry; and really, we have a delightful way of entertaining our guests, as anyone who has made Phonograph records for friends well knows.



The recent hot and bloody work before Santiago, in Cuba, has made one of my wife's Voice Album records of inestimable value. Young Smith, of the 71st New York, was my cousin, and was among the first to try the effect of his voice on a wax cylinder. His name comes out loud and clear, and then these words:—

"Of all the fish in sea or lake
The bloomin' codfish takes
the cake."

It's funny, but it's sad too; for poor Smith was shot through the lungs with a Mauser bullet and died seven days afterward. When his father learned of the record we had he bought the finest, most



expensive Phonograph to be had; and we gave him our cylinder, taking several copies or duplicates of it for ourselves and his friends. This is easily done, you know, by connecting the "speaker" from the Phonograph that is playing the original to the "recorder" of another machine, on which is a smooth blank. Of course, this copy is a little indistinct—all duplicates are. The original records such as you buy are always the best. But the copies we made were plain enough for us to distinguish Bert's voice, and we are proud



of it, I can tell you, not only for the satisfaction of having a *hero* record in our collection, but also



that we were able to be of service to his father; for the old gentleman holds that cylinder as one of his choicest possessions on earth.



Copyright, 1899, National Phonograph Company, New York. Reprinted by special permission of the National Phonograph Company.

A New Reproducing Trumpet

A reproducing trumpet has recently been invented and patented by Mr. G. L. Hogan which is creating a great deal of interest and enthusiasm among people interested in talking-machines owing to its wonderful simplicity and marvelous results.

Instead of using a disc form of diaphragm as heretofore used in the construction of talking-machines, Mr. Hogan dispenses with this entirely. This trumpet is composed of celluloid which is about 1-100 part of an inch thick and from 18 to 30 inches long. A stylus is attached to the point end of this trumpet and the entire trumpet is made to vibrate, which increases the sound in volume. Owing to the fact that the vibrations of the trumpet produce the sound waves, it is heard approximately equal in all directions, obviating the necessity of having to stand in front of the trumpet, also owing to the fact that the sound waves are generated and delivered directly by a conical trumpet. They are delivered on a diverging surface and free from foreign or counter vibrations, which renders the reproduction much more natural.

This trumpet being made of very light material is easily carried on the feeding device of the machine without a tripod support, as is required with metal trumpets.

The patents on this reproducer are owned and controlled by the American Micrograph Company of New York. Several European as well as American concerns are anxious to license these patents. It will doubtless display an important feature in the talking-machine business.

Annual Meeting and Report of the National Gramophone Corporation

The annual meeting of the National Gramophone Corporation was held on Saturday afternoon, February 17th, at the office of the company, having been adjourned from February 6th. The meeting was of more than usual interest, for the reason that this is the first time that anything like a report upon this company's business has been submitted to the stockholders. The report presented on Saturday covered the ten months from March 1, 1899, to December 31, the former date marking the increase in the capital stock of the company from \$200,000 to \$800,000.

The total income of the company for the ten months, including increase of merchandise, was reported at \$456,229.88, against which were placed the following expenses:

Merchandise and material purchased	\$206,372 12
Dividends	71,450 00
Expenses, including advertising	91,347 96
Doubtful and bad accounts	6,579 95
	<hr/>
	\$375,750 03
Surplus (excess of income over disbursements)	\$84,779 85

The report stated that the company had been handicapped by reason of the fact that in the expectation of placing a new model on the market during the year they had reduced the price of their old model from \$25 to \$18. Owing to delays the new model was not brought out, and the result was that the company continued to sell the old model at the reduced price. This, it is estimated, reduced the earnings by \$100,000. The report, however, stated that profits accrued on foreign contracts but not yet accounted for in detail would safely add from \$10,000 to \$15,000 to the earnings as above given.

"We have largely added to the assets of the corporation," the report continued, "by securing patents for improvements which we anticipate will greatly increase the profits of the business this year. January is not looked upon as a good month in this business, yet our sales for January, 1900, show a larger net profit than for any January business in the history of the Gramophone. It may

also be added that for the first 13 days of February our average daily shipment of machines was 75 and our average daily shipment of records has been 3,000." The report adds that by the end of the year it is expected to increase the output of records to 4,000 daily, at an estimated yearly profit of \$125,000 on this part of the business alone.

The retiring board of directors announced that it had been decided to declare dividends quarterly instead of monthly as heretofore. The following directors were elected: Frank J. Dunham, George H. Robinson, H. N. Higinbotham, H. C. Duval, Frank Seaman, O. D. La Dow and Waldo G. Morse. At a subsequent meeting the board re-elected the old officers, as follows: President, Frank J. Dunham; Vice-President, George H. Robinson; Treasurer, Frank Seaman; Secretary and General Manager, Waldo G. Morse.

The following article appeared in a publication issued by the Gramophone Corporation;

A WORD TO THE WISE IS SUFFICIENT.

We wish to give a word of warning to our friends who may be solicited to purchase the Vitaphone, or the red, flat disc records, manufactured by the American Talking Machine Company, or the Stylophone marketed by the New England Stylophone Company. These machines are undoubted infringements of the Gramophone. All persons who buy or handle infringing merchandise are liable for damages just as is the manufacturer. We therefore wish to say that we shall be obliged, in self-defence, to take suitable action immediately, looking toward a suit being entered against any one who is found to be handling the products of either the American Talking Machine Company or the New England Stylophone Company.

Preaches by Machine

Two talking-machines occupied the pulpit at Zion Tabernacle, Chicago, Ill., and through them "Dr." John Alexander Dowie, while resting quietly at White Lake, Mich., conducted a service in Chicago. "Dr." Dowie's voice could be heard all over the auditorium. He not only preached to his congregation much in his usual tone of voice, but announced the hymns, made the prayer, and gave out the regular notices.

"Dr." Dowie promised his congregation through the machine that he would be with them in person next Sunday and would take up his work again, conducting various services all day. He notified them of an important meeting to be held on the following Tuesday evening, at which some definite plans for the proposed Zion City will be discussed.

The services opened, as usual, with a procession by the choir. Several of "Dr." Dowie's elders were on the platform, but none of them moved to open the services when the choir had finished. Only "Brother" Parsous, who operated the machines, had a part to play in the opening of the services. He turned the switch that controlled one of the machines and the next moment "Dr." Dowie's voice was heard in prayer. His followers listened reverently. The words could be distinguished easily.

The services continued in this way, "Dr." Dowie filling in all the intervals, and even reading the verses of the hymns as they were sung.

It was necessary to preserve perfect quiet in order to hear the reproduction. This was found difficult. The nervous strain of listening so intently tired the people, and they began to leave early. "Dr." Dowie preached a long sermon.

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.

FOR SALE—100 Artoscopes, nickel-in-the-slot picture machines, all in good order; make an offer for one or the lot. Address, A. B. care Phonoscope Publishing Company, 4 East 14th Street, New York City.

FOR SALE—Graphophone Recorders, new, \$3 50 each. Address, C. D., care of Phonoscope Publishing Co., 4 East 14th Street, New York City.

FOR SALE.—Now ready, bound copies of THE PHONOSCOPE Vols. I and II. Price \$2.00 per volume. Address Phonoscope Publishing Co., 4 East 14th Street.

FOR SALE CHEAP.—The following bets in regard to patents have been made, and the holder of the small end of the bets having lost first of series will sell balance cheap: \$1,000 against \$400 that U. S. Phonograph Co., lose patent suit. \$1,000 against \$300 that Berliner Gramophone Co., lose patent suit. \$1,000 against \$500 that National Gramophone Co., stock will sell at \$10.00 a share before it sells at par. \$1,000 against \$300 that Berliner will not sustain any of his patents, with exception of zinc etching process. Address, R. E. Morse, care of Phonoscope Publishing Company, 4 East 14th Street, New York City.

Bound Copies of The Phonoscope Volumes 1 and 2 \$2.00 per volume

Every Phonograph Dealer, Operator or Individual interested should secure these bound copies.

Phonoscope Publishing Co.
4 East 14th Street
NEW YORK CITY

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

SECOND SPECIAL SERVICE BATTALION, CANADIAN INFANTRY, EMBARKING FOR SOUTH AFRICA. This picture shows the Canadian troops departing from Quebec for the war in the Transvaal. The scene opens with the soldiers clad in campaign uniform, marching under the triumphal arch, cheered by thousands of spectators who are waving English flags. The troops next appear marching upon the wharf and finally embarking upon the transport Sardinia, which is to carry them to far away South Africa.

BRITISH INFANTRY MARCHING TO BATTLE. Showing a regiment of British Troops, composed of Sheiks and Hindoostans, marching to the battlefield and wheeling in company formation. Troops are commanded by English officers in campaign uniform.

WHY JONES DISCHARGED HIS CLERKS. Great Hit. Two delinquent clerks are seated in a broker's office engaged in a game of cards. The boss suddenly appears walking through the corridor. The cards are thrown down in great haste and when the employer enters the office the clerks are apparently busily engaged in their work. The boss looks over the mail and then sits down behind an adjacent screen to enjoy the morning paper. A lady suddenly enters the office and upon inquiring for the broker, is shown behind the screen by one of the clerks. The broker and lady suddenly display considerable affection for each other, and are ardently making love when they are discovered by one of the clerks. He immediately calls the attention of the stenographer and they post themselves upon chairs and engage in looking over the top of the screen. One of the chairs is suddenly tipped over by the office boy and the clerks and screen fall upon the unsuspecting broker. He immediately becomes wrathful, throws off his coat and proceeds to clear the office. One of the clerks becomes frightened and jumps through the window into the corridor; the other is unceremoniously fired through the door. This is an extremely humorous picture.

WHY MRS. JONES GOT A DIVORCE. The scene opens by showing a pretty cook mixing bread in the kitchen. Jones comes in unexpectedly from a trip and carries a dress suit case. He inquires for his wife and is told by the cook that she is absent. Jones is hungry and asks for something to eat. The cook is very obliging and Jones becomes unruly, chuckles the cook under the chin. The cook puts her arms around Jones' neck and leaves finger imprints of flour on his back. This is where the trouble commences. Jones' wife suddenly appears and accuses Jones of making love to the cook. Jones denies it. She scornfully points to the finger marks on Jones' back. Jones still denies it. The wife becomes angry and seizes the pan of flour and turns it upside down on Jones' head, spoiling his best Sunday clothes. Jones escapes and the cook is discharged. This is a very funny picture.

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

All I Want is Action for My Money Mr. Erdman
An Ethiopian Mardi Gras (Violin Solo) Mr. Erdman
Across the Hills to Georgia (Violin Obligato) Miss Mann & Mr. Erdman
A Rural Wedding (W. Mason Organ Solo) F. O. Elmore
An Innocent Young Maid (Roger Bro's. Hit) Miss Mann
Abi's "Little Snow White," Lyric Trio
Alti and Terame (Said Pasha) Miss Mann & Mr. Havens
Bugle Calls Wm. J. Styles
Bridal March (Organ Solo) F. Oscar Elmore
Constance's Solo From Oper "Ameer" Miss Mann
Captain of the Pinafore Lyric Trio
Ducts From the Greek Slave Miss Mann & Mr. Havens
Duet From "The Ameer" Miss Mann & Mr. Havens
Defender Polka (Cornet) Wm. Styles
Daughter of Love Waltz (Mandolin) Mr. L. Wolfe
Dolly Dear Geo. Gaskin
Everybody Have a Good Time Dan Quinn
Everything is Rag-Time Now Len Spencer
Flowers That Bloom in the Spring Lyric Trio
Heimweh (Violin Obligato) Miss Mann & Mr. Erdman
Heimweh (Violin Solo) Mr. Erdman
Hannah's a Hummer Dan Quinn
I Couldn't Do a Thing to You Dan Quinn
In Dahomey Dan Quinn
I've Waited Honey, Waited Long For You Dan Quinn
International March (Mandolin) Mr. L. Wolfe
I Want My Lou Lou Anna Barthold
I'd Leave My Happy Home For You Len Spencer
I've Waited Honey, Waited Long For You Len Spencer
I Don't Care, to be Your Lady Friend No More (Violin Solo) Mr. Erdman
I've Waited Honey, Waited Long For You (Violin Obligato) Miss Mann & Mr. Erdman
In Old Ben Franklin's Days From Opera "Ameer" John Havens
I'm Glad I Met You Mary John Havens
I Will Magnify Thee, O Lord (with Organ) Lyric Trio
In Zion's Sacred Gates (with Organ) Lyric Trio
Jennie Jones (Variations) Cornet Wm. Styles
Love is Tyrant From Opera "Singing Girl" Miss Mann
March Francaise (Seetson Clark Organ Solo) F. Oscar Elmore
My Darling Nell (Violin Obligato) Miss Mann & Mr. Erdman
My Alabama Lize John Havens
Michael Murphy as a Gas Bill Collector J. R. Gannon
My Blackbird (Orch. Acc.) Len Spencer
Murphy as a Political Speaker J. R. Gannon
My African Queen Dan Quinn
My Creole Sue Steve Porter
My Little Georgia Rose Steve Porter
One Little Word Steve Porter
San Francisco Sadie Dan Quinn
Rosie Carey Anna Barthold
Solo from "Boccaccio" Anna Barthold
She'd Never Been There Before Anna Barthold
Sunny Southern Home Geo. Gaskin
She is More to be Pitied Than Censured Anna Barthold
Smoky Mokes Len Spencer
Sweet Little Maid From Ireland Geo. Gaskin
Suwanee River Anna Barthold
Simple Aven (Cello Solo) Master Jean Moliere
Sis Hopkins J. R. Gannon
Sweet Rose, Yodel Song and Dance Geo. P. Watson
Scene De Ballet (Violin Solo) Mr. Erdman
Tyrolean Song From Opera "Singing Girl" Miss Mann
Two Roses (new) Miss Mann
Torpedo and the Whale Lyric Trio
The Matrimonial Guards (Charlatan) Miss Mann & Mr. Havens
The Oriental Coon (Orch. Acc.) Len Spencer
Think Once Again Before We Part Anna Barthold
The Rag-Time Hymn Dan Quinn
The Hottest Ever Dan Quinn
The Girl I Loved in Sunny Tennessee Steve Porter
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
Vienna Forever (Mandolin) Mr. L. Wolfe
When the Swallows Homeward Fly Anna Barthold
Where the Sweet Magnolia Blooms Steve Porter
Won't You Take Me Back to Dixie Steve Porter
When You Come Back to Georgia John Havens
When I Think of Thee Miss Mann
Warmin' Up in Dixie Reed's Orchestra
We All Went Down to Murphy's on a Sunday J. Gannon
Uncle Josh in Society Cal Stewart
Uncle Josh and the Lightning Rod Agent Cal Stewart
Uncle Josh in the Chinese Laundry Cal Stewart

The Latest Popular Songs

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

A Knot of Blue Louis F. Gottschalk 1
A Letter from Ohio W. C. Bock 1
A Picture No Artist Can Paint J. Fred Helf 7
All the Coons Are A Comin' Ma Way Sandy Hirsch 8
Adrift Fred J. Hamill 10
By the Lakes of Killarney Annie B. O'Shea 11
Charity Wm. E. Bock 1
Daddy! Come and Kiss Yo' Little Baby Harry Freeman 1
Dreams Dave Fitzgibbon 1
Everything is Rag-Time Now Robert A. Kaiser 7
For Love Alone J. Fred Helf 9
How'd You Like to be the Ice-man? Helf & Moran 9
I'm Glad I Met You, Mary Monroe H. Rosenfield 10
I Love Only You Billie Taylor 1
It's Only a Portrait of Mother Barney Fagan 1
I've Been Dreaming of You, Baby A. B. Sionne 1
If I Thought You Loved Another Alfred Solomon 1
I'm 'Fraid Dis Snap is 'Most Too Good to Last A. B. 1
I Doubted You, My Love Young & Fitzgibbon 1
I'll Meet You Down the Line Harry Maye 1
If You Were Only By My Side E. T. Paull 11
If I Thought You Loved Me Yet John V. Hollar 9
I Wonder if She's Waiting Harry von Tilzer 2
I Love Ma Babe Andrew B. Sterling 2
I've Just Come Back to Say Good-bye Chas. K. Harris 4
It Seems Like Only Yesterday G. B. & D. E. Wheeler 8
Just a Dream of You Malcolm Douglas 1
Just Tim and Me Louis Wesley Jones 1
Just For the Old Days Stanley Haskins 5
Little Miss Mignonette Kennett & Udall 1
Lucy Dale Harry Linton 10
Mamie Tracy Roger Harding 5
Mary Had a Little Lamb Jos. Tabrar 9
Mid the Green Fields of Virginia Chas. K. Harris 4
My Old Westchester Home Among the Maples Wm. B. Gray 9
My Ann Elizer Malcolm Williams 5
My Alabama Lize Wise and Perrin 5
My Watermelon Boy Malcolm Williams 5
My Mother's Old Daguerrotype Grace Walker 1
My Blackbird Barney Fagan 7
My Sunny Southern Home Roger Harding 7
My Little Yalla Daisy Hattie Starr 10
Never James W. Casey 1
Niggerism Williams Bros 4
One Touch of Nature Makes the Whole World Kin Felix McGlennan 9
Pretty Kitty Clover Roger Harding 7
'Round the Town Herbert Dillea 1
Ring Off, Coon A. B. Sloane 1
She's All We Have To-day Emily Smith 1
Sing Me the Songs that Mother Sung Harry S. Marion 10
Starlight Land Wm. M. Hutchinson 1
Such is My Love for Thee Ford & Bratton 1
Sweet Little Maid from Ireland Jay Cee 7
Tell Her the Story Now Malcolm Douglas 1
The Coffee Colored Coon E. Greaves 1
The Reglar Army Man Mason Gill 1
The Lambs' Gambol Theo. Bendix 1
The Stars are Softly Glowing Josephine Homans 1
The Prize Cake-Walker is Old Uncle Sam Fred Hylands 7
The Cake Walk in the Sky Ben Harney 1
The Touch of a Woman's Hand Ford & Bratton 1
When Chloe Sings a Song John Stromberg 1
Why? Paul Cohn 10
You Don't Stop the World from Going 'Round Fred Hylands 7

LATE INSTRUMENTAL PUBLICATIONS
A Warmin' Up in Dixie E. T. Paull 11
A Louisiana Barn Dance Alfred C. Marks 2
Dream Whispers-Gavotte B. B. Brooks 1
Gavotte Pompadour Ad. Newberger 1
Great Ruby-March T. W. Hindley 5
Huckleberry Cross-Roads-March, Two-step Robert Cone 1
Persiflage W. T. Francis 1
Plantation Echoes Otto M. Heinzman 11
Rag-Time Society-March, Two-step Herbert Dillea 1
Smoky Mokes A. Holzman 10
The Gallant 71st F. Panculli 10
The Rajah Waltzes Samuel S. Aronson 8
The Girl in the Barracks-March, Two-step Nat D. Mann 1
The Girl from Maxims Theo. Bendix 1
The Hummer, Medley Selection Arr. by F. W. Mencham 1
Visalia Waltzes Herbert Walter 7
When I Gave My Heart and Hand to You J. Haack 8

Note. The publishers are designated as follows: 1 M. Witmark & Sons; 2 T. B. Harms & Co.; 3 F. A. Mills; 4 Chas. K. Harris; 5 Myl Bros.; 6 J. W. Stern; 7 Hylands, Spencer, Yeager Co.; 8 Gage Bros.; 9 W. B. Gray; 10 Windson Music Co.; 11 E. T. Paull Music Co.

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

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Paid up Capital \$100,000

OFFICES AND SALESROOMS:

44 West 29th Street, New York**Manufacturers of Original Talking Machine Records**

We manufacture only Original Master Records.

We have the best equipped plant.

We have the best skilled operators.

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

We have the cleanest, clearest, loudest, purest, best tone records that can be had; including the very latest up-to-date selections vocal and instrumental. We do not issue a large "dead" catalogue. We have an up-to-date, short, gingery catalogue.

We are ready to "make good any" of the above statements.

These records and their makers have a world-wide reputation.

Every dealer in the Phonograph line should handle our records. They are quick sellers and quickly create demands for more. We have a few especially good features which we control absolutely. We want every dealer in Talking Machine Records to try our "Original Master Records."

We want every one who is interested to write us for prices. We can furnish a better record at a lower price, than other Manufacturers who make it a business of selling "Original Master Records."

Write us for special inducements we shall make on a sample order to any reader in this paper mentioning this advertisement.

Address all orders and communications to the Manufacturers:

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Original Records Only

Of Highest Quality, Tone and Volume

PHONOGRAPH AND GRAPHOPHONE RECORDS

VIOLIN, CORNET, MANDOLIN,
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Grand Records made,
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MISS MANN'S SOLOS WITH
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guaranteed to be clear and distinct, and
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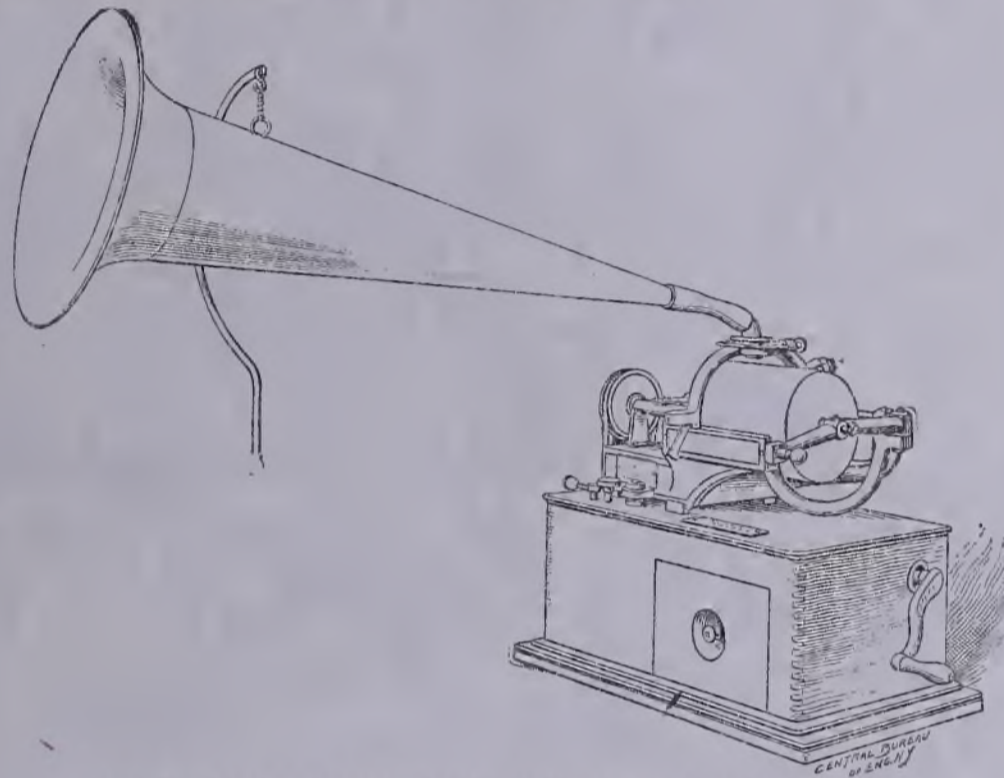
RECORDS, 50 CENTS
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reliable and trustworthy

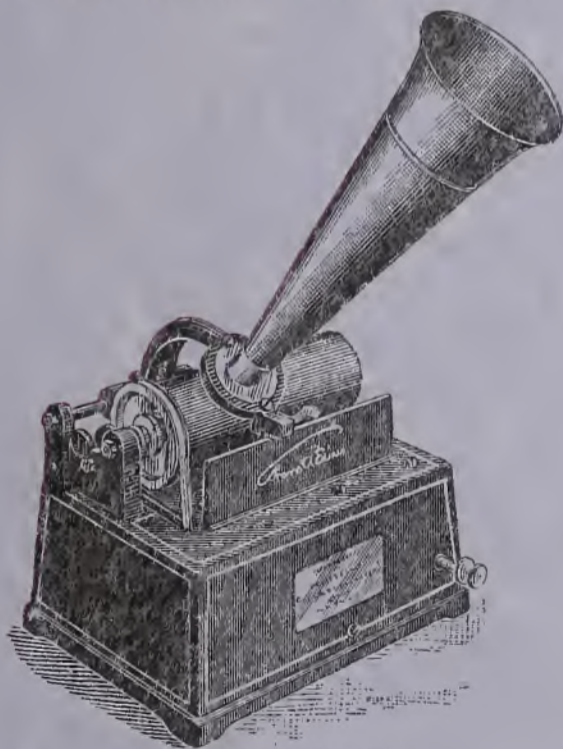
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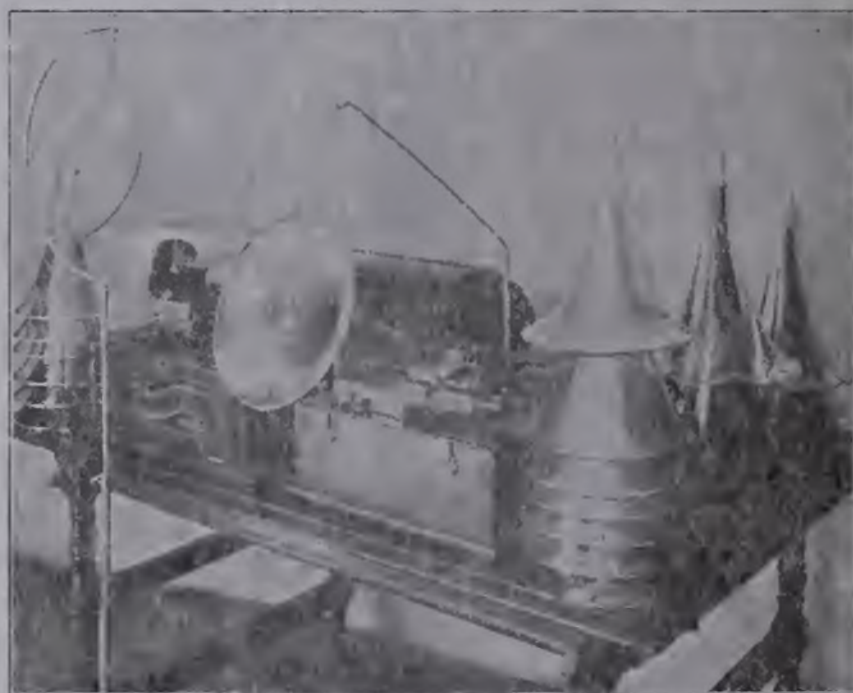
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