"For the Good of the Order."

Wednesday a committee appointed by the grand executive committee will go to Chicago for a conference with the Western Passenger association with a hope of the adoption of a flat 2-cents-a-mile book. This rate is already in force on the western roads for 2,000-mile books, but with a rebate of $19.59, which it is desired shall be removed, and the question really under consideration is as to whether a 3,000 or a 5,000-mile book shall be adopted. The former will probable be the more convenient. The Northern Pacific, Great Northern, and the Soo indicate that they will acquiesce in the arrangement, so there seems to be every reason to believe that an agreement can be reached. The attitude of the railroads is reasonable, apparently, and it should be, for it is a matter that is fully mutual interest.

An interchangeable excess baggage book is another point of importance to be adjusted. If a uniform mileage rate is agreed upon, there seems to be no reason why an excess baggage book, good on both western and northern roads, cannot be provided. The railroads in this section carry 150 pounds for a passenger, and all over that is excess. In Ohio the U. C. T. is trying to get a law passed providing for 250 pounds of baggage for every first-class ticket. This is not to be asked for in the northwest, it is understood.

One of the best things at the hardware convention was the address of Alex W. Crozier, secretary of Council No. 63, upon the practice of salesmenship according to the National School of Salesmanship of Minneapolis. It was a practical talk full of pertinent suggestions and good advice that made a strong impression, as was shown by the enthusiastic rising vote that was tendered the speaker.

There is talk of having a standing committee, composed of members of the councils of the twin cities. The idea is a good one, in view of the fact that questions pertaining to railroads are constantly coming up which require careful treatment. The men appointed on the committee should be well selected. The negotiations with the railroads require tact and judgment, and there is no doubt that ill-advised agitation has in the past had the effect of delaying rather than promoting certain reforms and improvements that are desired.

The local hotel men met the special city council committee Thursday for a conference as to the regulations for fire-escapes and precautions that should be included in the contemplated ordinance. The hotel men protested against providing outside fire-escapes accessible from hallways, and there was some disagreemnt as to the requirement for rope fire-escapes for each sleeping room in a hotel. Another meeting is to be held March 12, and the traveling men should be represented.

The news that Charles Q. Roemer of Crookston, who travels for a Duluth hardware house, may, thru his wife, share in the distribution of the estate of Sir Francis Drake, which amounts to $20,000,000, leads his brethren in the U. C. T. to indulge in some hopeful anticipations that it is not all a dream. Mr. Roemer has announced his intention of the erection of a commodious clubhouse at Crookston for traveling men with an endowment fund to maintain it, in case his wife gets the legacy, which will amount to about $350,000.

HARDWARE CONVENTION

Many Traveling Men in Attendance—Profusion of Exhibits.

The annual convention of the Minnesota Retail Hardware association at the Nicollet house Thursday and Friday, had the largest attendance of any yet held. This is the most successful association in the country in this line of trade. The number of traveling men present was very large and the exhibits were numerous and novel. The Nicollet house looked like a miniature exposition. Every nook and corner available in the rotunda and corridors was occupied by advertising exhibits, and the rooms on two floors were fitted up by different firms as headquarters.

BOYCOTT FIRETRAPS

Campaign Starts in Chicago to Demand Safer Hotels.

Special to The Journal.

Chicago, March 3.—Western traveling men have started a movement to secure safer hotels. Members of the Illinois Commercial Men's association have agreed to constitute themselves a body of fire inspectors with roving commissions to see that fire regulations are observed in all hotels in which they stop, and to "kick" when dangerous conditions are discovered.

The West hotel fire in Minneapolis started this movement, and the Illinois traveling men have already heard from Iowa and other associations that the campaign for safer hotels will have the support of the traveling brotherhood everywhere.

The West hotel was of the so-called "slow-burning" order, but it did not burn slow enough to prevent the death of eight people, six of whom were traveling men. It is not this sort of "fireproof" hotel that the commercial travelers demand. They promise their patronage to proprietors of the steel and fireproof-tile type of hotel. In view of the fact that traveling men form the largest element in hotel prosperity, it is not unlikely that their campaign will be the beginning of an era of fireproof building, such as no other agency has been able to bring about.

"In any hotel fire most of the people whose lives are endangered are traveling men," said the president of the Illinois association. "We spend most of our nights in hotels and have a right to demand greater safety. Possibly many doubt if there is sufficient need for such a radical movement. Of three or four hotels in a good-sized city, it will be difficult to determins which is the least protected. The rule obtains the country thru, even in states where strict laws covering this subject are found on the statutes. There are now laws enough, and it is up to us to stir them into action. Already the campaign has won its converts and individually the travelers will boycott hotels that do not provide protection."

ON THE ROAD

Twice-Told Tales Told by Commercial Travelers.

"What's this here limited liability idea that the corporations are working now?" asked one of the hotel loungers of the traveling man who was supposed to know everything because he was from town.

"I'll illustrate it," said the traveling man. "Order a beer and a cigar."

This was done.

"Now, each one of you chip in a nickel."

The other three responded out of curiosity.

The traveling man handed the 15 cents to the bartender in payment for the beer and cigar, drank the one and lighted the other.

"Now you see," he explained, "I am acting as a director, and you are the stockholders."

"But where do we come in?" one of them asked.

"Oh, you don't come in. You only sit around and spit. This is the best way to illustrate limited liability I can think of."

It had been a long ride. The traveling men in two seats facing each other had told all their stories, argued politics and finally got to religion, and probabilities as to a hereafter.

As a finale, one remarked, "Well, I don't see how I'm going to get my coat on over my wings."

"That won't bother you, Bill," answered another. "What will worry you will be how you can get your hat on over your horns."

LADIES' AUXILIARY

Form of Initiation and Other Ritualistic Details Adopted.

The Ladies' auxiliary, U. C. T. No. 63, held an all-day special business meeting, with a basket lunch, recently at Mrs. Ed Tisdale's residence. The object of this meeting was to discus the form of initiation, password, salutation and other points of interest for the benefit and good of the order.

As this was the first of the auxiliary's meetings, a good deal of interest was manifested by the ladies present, and a great deal of important work was planned for the coming year. In the meantime fingers were as busy as thoughts, hemming dish towels.

The wives, daughters and mothers of members of No. 63 are cordially invited to join the auxiliary to help in future work.

South Dakota U. C. T.'s.

Special to The Journal.

Huron, S. D., March 3.—Huron council No. 111, U. C. T., now has about one hundred members, several being added at its last regular meeting. The officers are: Frank Ferrell, S. C.; J. W. Butterfield, J. C.; L. R. Campbell, P. S. C.; Harvey J. Rice, secretary and treasurer. The council, which is about five years old, is one of the largest in this part of the northwest and is composed of as jovial and ambitious a lot of traveling men as ever graced the road.

S. S. Cool, severely injured in a wreck on the Rock Island road a few weeks ago, has received his "benefits."

Semimonthly receptions and dances are given for the entertainment of traveling men generally. These parties are given Saturday evenings, and are for traveling men who spend Sunday in Huron, and are always very enjoyable affairs.

Gave Hero a Medal.

The United Commercial Travelers of Seattle, Wash., took the lead in rewarding the heroic services of John Segalos in his efforts to save the passengers of the ill-fated Valencia. A beautiful medal suitably engraved was presented Segalos by Senior Counselor W. B. Rodgers at a special meeting of the council at their fine quarters in the Alaska building. It was the first public appreciation of the hero of the Valencia.

Personal Mention.

Charles Espey of No. 63 was at home last week. Charlie has been with Smith & Wyman so long that he runs his part of the business without let or hindrance.

R. C. Spencer, "Jolly Dick," was diligently at work last week talking harness at the convention. During resting hours he just as diligently hunted up and carried away all the souvenirs he could find.

W. H. Davies of No. 63, for many years with Janney, Semple, Hill Co., had his smiling visage at work during the convention greeting his many friends and customers. Billie is having a new coat of red paint put on his auto for the good old summer time.

Thomas M. Miller of Des Moines, Iowa, representing the Climax Refining company, is a candidate for U. C. T. honors in No. 63.

John F. Neimyer of No. 50, for many years representing T. L. Blood & Co. of St. Paul, is now with the Minnesota Linseed Oil and Paint company, and met many of his friends and customers at the hardware convention.

Harry W. Whittier of No. 63, with Dodson, Fisher & Brockman, was talking harness during the convention.

The following splendid delegation from Farwell, Ozmen, Kirk & Co. of St. Paul, was in charge of the firm's exhibit at the hardware convention, all of whom are members of No. 50, St. Paul: H. C. Goeltz, E. L. Fox, J. W. White, J. W. MacLean, Charles H. Bergstrom and C. E. Hein.

Alfred Andersen, No. 63, of the Alfred Andersen company, importer, was passing the most dainty "Rosette Waffles" 'round among all comers. Mr. Andersen owns the patent on the waffle iron.

W. W. Strayer of No. 63 had a fine exhibit. The firm of Strayer & Nesbit is making a noise in the stove world.

James Lambie of No. 50, representing the Lindeke-Warner company, St. Paul, made a flying visit to Minneapolis last Thursday. Jim is one of the veterans of the road and counts his friends and customers by the hundreds both in Minnesota and Wisconsin.

J. H. Roelker, with Cribben, Sexton & Co., Chicago, making the northern Minnesota and North Dakota territory, was on hand.

W. E. Mason of No. 63 was at the convention talking the merits of the Acme Harvester company.

Big, good-natured Max Espey of No. 63 was setting up the cigars last week to the boys, all on account of getting married. His legion of friends wish him all kinds of success, long life and an abundant store of happiness.

Sam W. Rankin of No. 63, who for many years traveled for Janney, Semple, Hill & Co., and is well known by all U. C. T. men as well as all other traveling men, is visiting in Minneapolis this week. He is now the general manager of the Glidden Mercantile company of Bridgers, Mont., and is enthusiastic about his western home. All the boys were glad to welcome Sam back again.

Charles H. Cook, representing the Cribben, Sexton Stone company of Chicago, had a fine exhibit at the Nicollet.

Janney, Semple, Hill & Co. kept open house during the convention and entertained a large number of their customers from all over the northwest. They had a delegation of traveling salesmen, all good U. C. Ts. Among them were W. W. Lewis, Charles Wagner, R. W. Gray, W. C. Spottswood, all of Minneapolis council No. 63, and Janney-Semple-Hill "Brown" of Winona council.

John Robbers and R. H. Glashan assisted Pet Brawley in looking after the many customers and friends of that popular St. Paul iron house, Nicols, Dean & Gregg.

W. B. Brawley, one of the old guard in the traveling fraternity and commonly known as "Pet," was circulating around the Nicollet, greeting his many friends at the convention. Brawley handles heavy iron for Nicols, Dean & Gregg of St. Paul.

T. M. Gilfillan of No. 63, representing the Jewel Stove company, was a busy man entertaining customers and friends at his sample room in the Nicollet.

B. F. Tekip of No. 63, representing the Climax Refining company, took in the hardware convention.

WHEN YOUR PIPE BITES

Not the Tobacco's Fault, But the Heat's.

"You see smoking tobacco advertised every now and again, guaranteed not to bite the tongue. Dealers sell it, of course, but inwardly they smile at the idea." So spoke a tobacconist.

"You see, it's this way. The fire in the pipe will bite the tongue, if the tobacco burns too fast—namely, if it is a very loose long-cut tobacco, or a very dry short cut, and not packed closely enough in the bowl. There is a point where tobacco may be too closely packed to draw, and a point where it is so loosely packed that it burns fast, and minute sparks pass thru the stem and reach the smoker's mouth. These are the cause of burnt tongues."

ALTERED.

Judge.

Mayor Dunne of Chicago is not without witty moments between worries over traction matters and an incompetent police force. He recently visited a strange barbershop, where the barber, failing to recognize him, was very talkative.

"Have you ever been here before?" he asked.

"Once," said the mayor.

"Strange I don't recall your face," said the barber.

"Not at all," replied the mayor. "It altered greatly as it healed."

AMERICAN MILLS FEEL THE CHINESE BOYCOTT

Effect of Agitation Apparent in New England Houses that Have Had a Big Trade in Orient—Escape from Boston Jail Believed to Have Been a Political Trick—Other News Stories from "Back East:"

By R. G. LARSEN.

Special Correspondence of The Journal.

BOSTON, March 1.—Some of the mills of New England are already beginning to feel the effects of the Chinese boycott on American goods. While the manufacturers are unwilling to admit that they are at all concerned over the Chinese trade, and declare that the worst effects of the boycott will be felt in the south, where cheaper classes of goods are made, reports from a number of centers indicate that the Chinese are already having their revenge. In Chicopee, for instance, where some of the mills made special lines of fabrics for the China trade, no orders have been received for months. Fall River has also been affected, and in Maine the millowners of Waterville and Biddeford are watching conditions in the east with more than ordinary interest. It has been difficult, however, to determine just what the effect of the boycott has really been for the reason that most of the Chinese trade is done thru New York, the houses there ordering goods from the New England mills, without giving any intimation where the goods may go ultimately.

One of the leading paper manufacturers in this state was a principal in a romance which caused considerable surprise this week. Samuel Raynor Whiting of Holyoke, and secretary of the Whiting Paper company, married his stenographer, Miss Gertrude Lillian Greeley, a handsome blonde of 25. Miss Greeley was born in Chicopee Falls, but has lived nearly all her life in Holyoke. She is said to be one of the most rapid stenographers in the world, and was sent to the world's fair at Buffalo to give demonstrations of the fact. Her father is foreman of a cotton mill in Utica, N. Y. After the fair she returned to Holyoke, and soon found employment with the Whiting company. Samuel R. Whiting is the eldest son of former Congressman William Whiting, who established the great Whiting plant which made him a millionaire many times over. His son is now practically the head of the concern. He is 39 years of age and this is his second marriage. His first wife was Mrs. Robert Seymour, a prominent society woman, whose death occurred a few years ago.

Wealthy Manufacturer Marries His Stenographer

The engagement of a member of the distinguished Saltonstall family has been of particular interest in what is known as the North Shore millionaire colony of Massachusetts, where Miss Rosamond Saltonstall has spent her summers for a number of years. She is a daughter of the late William Saltonstall, and is to marry Charles Auchinloss of New York, a graduate of Yale, who will graduate from the Harvard law school this year. He is a member of a prominent New York family, and met Miss Saltonstall's brothers in college.

Mrs. Louise de Lancy Frederick and Stillman Saunders, a rich shipbuilder of North Kingston, R. I., were married at Brookline this week. Mrs. Saunders, who is about 45, has a grownup family. She was divorced several years ago. Her maiden name was Louise de Lancy Rodman, and she is connected with the Lorillard family in New York. Mr. Saunders is about five years her senior and is a native of Rhode Island, where the family has been prominent for generations.

The Marriage of Miss Amelia M. Ely, daughter of Judge Frederick D. Ely of Dedham, to Dr. Walter Clarke Howe, a son of Mrs. Julia A. Howe of Boston, was an elaborate affair which brought a host of well-known people to Dedham. Dr. Howe is a member of the city hospital staff, is a native of Dedham and a graduate from the Harvard law school in '98. His bride is a graduate of Wellesley. After a trip abroad they will live in Boston.

The wife of Dr. Michael Chirurg, a Back Bay physician, whose domestic affairs have been exploited considerably since their marriage a few months ago, is now ill in a private hospital, from which she has issued a statement which, she says, explains all her troubles. She blames her mother, Mrs. Abbie S. Ames of Brookline, who was opposed to the marriage and never seems to have become reconciled. Mrs. Chirurg now says that money is at the bottom of the whole affair; that when her father died she was his only heir and that her mother was entitled to only a third of the personal property left at the time of his death. She alleges that her mother illegally sold all her property and took one-third of the proceeds, and she has brought suit for an accounting. Mrs. Ames, at the time of the marriage, claimed that her daughter had been hypnotized by Dr. Chirurg, and for some time the latter was kept busy denying this statement and the charge that he had another wife somewhere else.

Mother-in-Law Caused Family Row

No person was better known to the thousands who have been at fashionable Lenox than Patrick Deeley, who was for forty-six years employed at the Curtis house as stage driver and watchman, but everybody was surprised at his death to find he had left a fortune of $30,000. The help at this hotel all appear to be of the thrifty sort. Two sisters named Kelly, one a waitress, the other a chambermaid, left $20,000 each.

The failure of the Hanover bank, following shortly after the collapse of the Provident Securities company, has kept things stirred up in financial circles. Foster Cooper, vice president of the bank, has been held in $3,000 bail, and will be tried in April on an indictment charging him with conspiring with John L. White, president of the Imperial Trustee company, to use the mails in a scheme to defraud.

It is now intimated that politics had something to do with the recent jail-breaking at Charles street, that it was part of a plan to injure the prospects of Sheriff Seavey for reelection. District Attorney Moran became convinced that the prisoner could not have escaped without the help of officers, and the four men on duty on the night of the escape have been discharged. They had been employed at the jail for from ten to fourteen years. The men discharged were Thomas Fallon, George H. Callahan, Charles R. Hatch and Flavel Shurtleff.

Jail-Breaking May Have Been Political Trick

The failure of Alexander S. Porter, for many years one of the largest real estate operators in New England, was a surprise that appears to have come after several years of hard struggling to keep the place in the business world in which it was supposed he was firmly established. His liabilities of $226,000 are divided among a large number of banks and trust companies.

John A. Mullen has been appointed chief of the Boston fire department to succeed William T. Cheswell, who died recently while directing the work at a big fire in the business district.

There is considerable speculation in musical circles here as to who will be the successor of William Gericke as conductor of the Boston Symphony orchestra. Mr. Gericke has been conductor for thirteen years, and his retirement is said to be due to differences between him and Major Henry L. Higginson, to whom the orchestra owes its existence.

That belief in spiritualism, and even being afraid of spirits to such a degree as to move out of a house to escape them, does not indicate that a person is of unsound mind—this is a decision of Judge Robert Grant, the eminent novelist and playwright. The decision was given in the case of Mrs. Elizabeth Cundy of Roxbury, whose will, which gave practically her entire estate to the town of Salem, N. H., was contested by relatives. Mrs. Cundy was 76 years old at the time of her death, and it was asserted that for about twenty years she had been seeing spirits of her dead father and mother, and that after her husband died in 1898, she claimed that he also appeared to her. She was so conscious of the presence of the spirits that she would move from one part of the house to another to escape them. Judge Grant did not think this sufficient grounds to justify him in not allowing the will.

May See Spirits and Still Be in Right Mind

The murder and suicide of Mr. and Mrs. William F. Sears in Chicago has stirred New Hampshire, where the family has wide connections and is well known. They lived in Newport before going west. Mrs. Sears' maiden name was Maggie Clarke.

Fred H. Richardson, one of the richest men in Rutland, Vt., has been sued by Jennie Merlin of the same city for $25,000, which she claims for service rendered. According to the statement of her lawyer, she is now 337 years old, and for nineteen years had been intimately acquainted with Mr. Richardson, "caring for him in sickness and otherwise ministering to his wants."

At meetings of the Metropolitan and Eastern Steamship companies held at Bath, Me., this week, Charles W. Morse, the "ice king" of New York, was placed on the board of directors of each company. With him on the Metropolitan board are Calvin Austin, James T. Morse, William H. Hill and Henry M. Whitney. The Eastern elected all these with the exception of Mr. Whitney; also Governor William T. Cobb of Rockland, Charles F. Libbey of Portland, James B. Drake of Bath, John F. Hill of Augusta and John English of New York.

Cass Lake, Minn., March 3.—The debate between the Cass Lake and Grand Rapids high schools, which was to have been held on Friday, has been indefinitely postponed on account of the protracted illness of Miss Inwood, principal of the Cass Lake high school, who had charge of the arrangements.

The Investment Opportunity of a Life Time.

TALK-O-PHONE STOCK

A Sure Money Saver—A Sure Dividend Payer

20% PROFITS ASSURED.

Our January profits were actually $8,970.83 net, which equals $107,049.96 per annum on total stock at that time of $500,000—over 20%.

100% PROFITS PROBABLE.

Capacity of Plant	750 machines per day
Average profit per machine	$5
Profit per day	$3,750
Profit per year (312 days)	$1,700,000
Total capital	$1,060,000
Percentage profit	117%

The above actual figures should show to you clearly why, after the first $100,000.00 is subscribed, the price of the stock will be advanced from $10.00 per share, the present selling price, to $12.50 per share. The January actual earnings really mark this stock as worth $40.00 per share, and remember these earnings are not estimated, but have been actually made, and are now in the treasury of this company.

For Banking Reference We Refer By Permission to: The First National Bank, Toledo; The National Bank of Commerce, Toledo, Ohio; The Broadway Savings Bank, Toledo, Ohio; The Hamilton National Bank, Chicago, Ill., and The Bank of California, San Francisco, Cal.

For Business Reference We Refer Residents of Minneapolis and St. Paul to

MINNESOTA PHONOGRAPH COMPANY

37 E. 7th St., St. Paul — 518 Nicollet Ave., Minneapolis

It is not often that the public is offered a chance to invest in a strictly legitimate enterprise that is already a money maker, a chance to make a conservative investment that can and will pay the enormous profits of successful speculative ventures without any of the tremendous risk involved in the latter.

There is a wide difference between investment and speculation. SPECULATION is a long shot gamble—INVESTMENT means putting money into something that is an assured success, such as a business enterprise that does not have to rely upon possible future profits, but one that is now making large profits. Just such a concern is the Talk-O-Phone Company, with its tangible assets of over a half-million dollars, with its going and growing profitable business. We do not have to point to what we are going to do, but what we have done. We earned over 8 per cent last year. We are now earning at the rate of over 20 per cent, and the business growing by leaps and bounds. The table at the head of this column shows clearly how we can make over 100 per cent profit. With the money pouring in from this sale of stock, we are enabled to begin contracting for the large quantities required by such concerns as John M. Smyth Co., Chicago; Rudolph Wurlitzer Co., of Chicago; Conroy Piano Co., St. Louis, Mo.; Minnesota Phonograph Co., St. Paul, Minn.; Theo. F. Bentel Co., Pittsburg, Pa.; J. C. Groene & Co., Cincinnati, Ohio; Furey & McArdle, Omaha, Neb., and many others, and we are able to sell on the long time terms that are required on large orders. We say to you in all earnestness: "Now is the time to buy stock in The Talk-O-Phone Company." The first $100,000 is nearly subscribed, and then the stock advances to $12.50 per share. If you buy before this advance, your money will have increased 25 per cent. Then, too, remember the Directors consider it wise to declare in July a 5 per cent semi-annual dividend, so in addition to the increase of 25 per cent in the value of your holdings, your money will pay you a semi-annual interest of 5 per cent in July, 1906. In this enterprise you do not part with your money; you simply change it into first-class collateral. Your money goes into available assets. You are simply putting it to work and getting all the points from it yourself instead of putting it in a savings bank at 3 or 4 per cent. Do you suppose the savings banks permit your money to stay in their vaults? No, they in turn invest this money where it will pay profits, and they take the profits and give you only 3 or 4 per cent. This business with its brilliant future, its conservative, capable management, its assured success is as safe as any savings bank, and your money invested here will not only multiply rapidly, but in the meantime will be paying you good dividends. If you buy stock in this company, you are sure of a square deal. You are sure of receiving your share of the profits.

In last Sunday's issue of this paper and also the Sunday before, we gave you valuable information regarding this Talk-O-Phone stock, which, remember, is fully paid and nonassessable. If you did not read these ads, or if you have forgotten what was said, go to the library and look for them in the newspaper files, and read them carefully. It will pay you to do so.

Present Price of Talk-O-Phone Stock.

For the present, you can purchase Talk-O-Phone stock, which, remember, is fully paid and non-assessable, for $9.50 per share cash, or $10 per share on the installment plan, $1 with subscription and $1 per month per share for nine months. We know that $100 invested now in this stock means gilt-edged security in your hands for a valuation of $200, and we honestly believe $100 invested now will within two years, in addition to paying large dividends, be worth $1,000.

Could Any Concern Sell to a More Reliable List of Customers?

Just look up the financial rating of any of the following, all of whom are loyal Talk-O-Phone jobbers. Call on any of them and ask all about the Talk-O-Phone and the Talk-O-Phone Company.

Talk-O-Phone and the Talk-O-Phone Co.
D. S. Johnston & Co., Seattle, Wash.
Conroy Piano Co., St. Louis, Mo.
J. P. Crotty & Co., Minneapolis, Minn.
J. C. Groene & Co., Cincinnati, Ohio.
C. W. Marvin Piano Co., Detroit, Mich.
Hayes Music Co., Toledo, Ohio.
Butler Bros., St. Louis, Mo.
McGreal Bros., Milwaukee, Wis.
American Talking Machine Co., Omaha.
William Doerflinger Co., La Crosse, Wis.
Alexander-Elyea Co., Atlanta, Ga.
Rogers Mfg. Co., New York City.
Keen Talking Machine Co., Philadelphia.
Siegel, Cooper & Co., Chicago, Ill.
John M. Smyth & Co., Chicago, Ill.
Chicago Music Co., Chicago, Ill.
Wm. Tonk & Bro., Chicago, Ill.
Southern Cal. Music Co., Los Angeles, Cal.
Ellers' Piano House, Tacoma, Wash.
Powers & Henry, Pittsburg, Pa.
Harger & Blish, Dubuque, Iowa.
National Piano Co., Lansing, Mich.
W. Bryant, 218 Woodward av, Detroit, Mich.
Neal, Clark & Neal, Buffalo, N. Y.
C. B. Rouse, New York city.
Wm. Tonk & Bro., inc., New York city.
Moskowitz & Herbach, Philadelphia, Pa.
Butler Bros., Chicago, Ill.
Rudolph Wurlitzer & Co., Chicago, Ill.
James I. Lyons, Chicago, Ill.
Kohler & Chase, San Francisco, Cal.
Ellers Piano House, Spokane, Wash.
Ellers Piano House, Portland, Ore.
Theodore F. Bentel & Co., Pittsburg, Pa.
Minnesota Phonograph Co., St. Paul, Minn.
W. C. DeForrest & Son, Newcastle, Pa.
Nat. Automatic Fire Alarm Co., New Orleans.
Charles N. Fisher, Houston, Texas.
The Petmecky Co., Austin, Texas.
Eclipse Musical Co., Cleveland, Ohio.
Talking Machine Co., Rochester, N. Y.
Carlin & Lennox, Indianapolis, Ind.
Bernheimer Bros., Baltimore, Md.
Brown, Page & Hillman Co., Peoria, Ill.

You probably often spend more money in a single day on amusement or unnecessary things than would be required to buy, in this way, a good block of this dividend-paying, rapidly-enhancing stock.

THE TALK-O-PHONE

The Money-Making Product of the Great Factory at Toledo, Ohio.

A Few Words About the Product of the Great Factory. THE TALK-O-PHONE.

This machine is a superior type of the disc reproducer and up-to-date in every particular. It is made in various grades and models, ranging in retail price from $18.00 to $50.00 each. In addition to all such desirable features as multiple springs to give it long running power and permit winding while in operation; governor control to increase or decrease speed, thereby raising or lowering key; taper arm with revolving horn; the Talk-O-Phone also has the MECHANICAL FEED, a device which moves the reproducer across the record independent of the scratching of the needle. This wonderful new device renders the New Taper Arm Talk-O-Phone a marvelous sound reproducer and a great record saver.

Appreciating that the grating, grinding noises of all disc reproducing machines are obnoxious, we have been experimenting for the past year to perfect a Talk-O-Phone that would be entirely free from all foreign sounds and only reproduce the pure musical tones. We found that the dragging of the needle in order to propel the producer across the record was the cause of all the trouble. To obviate this we invented the MECHANICAL FEED, a device to propel the reproducer across the record entirely independent of the needle. The marvelous, clear reproductions resulting from this new device must be heard to be appreciated. This, too, is a great record saver, for there is no chance to scratch the needle across the record.

It will be observed that the New Talk-O-Phone operated on this principle gets entirely away from the old fundamental principle of reproducing machines, namely, the needle feed.

Our patents on this new device are very broad, and this arrangement can not be used on any other machine. We do not operate under any shop rights or license from any one.

For Convenience of Those Desiring Stock on Easy Terms.

Even if you have not the ready money to invest now, arrangements have been made whereby a limited amount of this stock has been set aside to be sold on the installment plan—$1.00 per share to be paid with subscription and $1.00 per share per month thereafter for nine months.

Subscribe at Once So You May Not Fail to Secure This Stock.

If you desire further particulars before subscribing, write at once. For remember, only the first $100,000 will be sold at $9.50 cash ($10.00 installments) per share; after that $12.50 per share. Also remember that any semi-annual dividend paid in July will be allowed for 6 months' time on stock purchased before March 10th, 1906. It is surely not stereotyped to say to you on this proposition—ACT NOW.

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M. J. 1906

A. L. IRISH, President
THE TALK-O-PHONE COMPANY, Toledo, O.

Dear Sir:—I hereby subscribe for.....shares, full paid and non-assessable, of the capital stock of the Talk-O-Phone Company of Toledo, Ohio, and agree to pay you.....dollars per share ($9.50 per share if your remittance pays your subscription in full, or $10.00 per share if you pay on installments of $1.00 now and $1.00 per month per share.)

I enclose herewith my remittance for.....
Yours truly,
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From the Toledo Tribune, October 12, 1905.

TALK-O-PHONE'S ELEGANT HOME

SPACIOUS GROUNDS AND LARGE AND MAGNIFICENT BUILDINGS

With a Very Large Business Belonging to the Valuable Plant—No Other Toledo Factory Made Such a Showing in the Same Time.

The home of the Talk-O-Phone is an elegant one. It contains spacious grounds, many costly buildings and an atmosphere of life and thrift most cheering. It shows in the very air of progress and prosperity the stirring individuality of the founder and the promoter of its great success.

This is where the Talk-O-Phone Company does business. No spot in all Toledo elicits more praise from visitors than does this manufacturing plant. It is in reality one man's success and as such is replete with much of profit for the young man and young woman and for all who achieve success obtained in the reality through courage and honest ambition.

In this home of the Talk-O-Phone, Toledo citizens entertain their guests and out-of-town friends and tell them of this city's manufacturing growth and development and refer to it as the exponent of highest business attainment.

It is a happy reflex of a promise made and a promise fulfilled; of a lofty conception of Toledo's resources—the resources of the world—the possibilities of genius, of labor, and of progressive enterprise.

And behind it and before it are the invincible [illegible] of the heroic force vested in Mr. Irish. And he, too, belongs to Toledo.