



FOREIGN DEPARTMENT
OF THE
**NATIONAL PHONOGRAPH CO.
EDISON MANUFACTURING CO.
BATES MANUFACTURING CO.**

FACTORIES
ORANGE, N. J., U. S. A.

EDISON PHONOGRAPHS
AND RECORDS.
EDISON PROJECTING KINETOSCOPES
AND ORIGINAL FILMS.
EDISON PRIMARY BATTERIES
AND FAN MOTOR OUTFITS.
BATES AND EDISON NUMBERING MACHINES.

**83 CHAMBERS STREET,
NEW YORK, N.Y.**

EUROPEAN OFFICE,
32 REMPART ST. GEORGES,
ANTWERP, BELGIUM.

New York, U.S.A. May 17, 1904.

Mr. W. E. Gilmore, Pres't.,
National Phonograph Co. Ltd.,
25 Clerkenwell Road,
London E. C. England.

Dear Sir:--

I beg to hand you herewith copy of a communication received from Mr. Cabanas, in which he reports progress in the work of taking Mexican Records. I am asking him to forward the MASTERS by Wells Fargo & Co's Express, as these people have excellent connections, and I will arrange, when shipments reach New York, to have them carefully inspected.

I have also advised him not to do anything in the way of taking songs from Italian Operas by female voices, as I believe this can be done much more satisfactory in Europe.

I also enclose herewith extract from the MEXICAN HERALD published in Mexico City, May 8th. Inasmuch, as it is now well known among our competitors that we have installed a Record Plant in Mexico, I will give Mr. Mc Chesney a copy of this article for the next issue of the PHONOGRAPH MONTHLY.

I recently received a communication from Mr. Cabanas, referring to the matter of price-cutting in that territory. He

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W.E.G.--2.

states that Mr. WILKINSON, -a representative of the Columbia Phonograph Co. is very anxious to know what list prices we propose to establish in Mexico and I enclose herewith Columbia Co's Mexican list.

Inasmuch as I am awaiting instructions from Mr. Dyer, in relation to our Mexican Agreement, I will not be able to go into this matter with you fully until you return.

Our business started off in good shape this month and indications are that our sales for May will exceed those of April. Up to May 16th our business amounted to \$9360.00 against \$6694.00 for April, covering the same period, --an increase of \$2666.00.

New York exporters report business as practically "dead", but all look forward to a very good business next season.

I received your letter of the 6th inst., dated at Brussels, and can imagine that you have been very busy since you reached London. I am sure that we shall all welcome advice to the effect that you are leaving for the States.

Trusting this will find Mrs. Gilmore and yourself enjoying your usual good health and with kind regards, I remain

Very truly yours,

Walter Stewart
MANAGER FOREIGN DEPT.

WS/AL/ENCL.

NATIONAL PHONOGRAPH COMPANY
FOREIGN DEPARTMENT.

EXTRACT FROM THE MEXICAN HERALD, MONDAY, MAY 8, 1904.

INSTALL RECORD PLANT.

EDISON PHONOGRAPH CO. WILL TAKE SELECTIONS OF MEXICAN MUSIC.

The National Phonograph Co. manufacturers of Edison Phonographs and Records, have just completed the installation of their record plant at la Calle de Colon No. 7, opposite the American consulate, and have begun taking selections of Mexican vocal and instrumental music, executed by the highest class talent in the country. The Mexican repertoire will include all the popular national airs, as well as the favorite selections from zarzuelas, etc., sung by the most prominent artists.

At the plant established in this city the master records will be taken. These will then be forwarded to the Edison laboratory, at Orange, N. J., for making the well known Edison gold moulded records, one of Mr. Edison's latest inventions in connection with the phonograph, which is largely responsible for the increased popularity of this instrument. Geo. J. Werner, one of the best record experts of the Edison laboratory has been sent here to superintend the work.

The interests of the National Phonograph Co. are represented in this republic by Ralph Cabañas, who is well known among the English speaking residents of this city. Mr. Cabañas returned to this city some six weeks ago, and has been attending to the necessary preliminary arrangements in connection with the record plant, as well as other details of the company's business in this country.