

We may as well return to Mr. Jones, who has the instrument in his office. It is a Saturday afternoon in summer; save for himself, the office is wholly deserted. Even he, while denied a holiday in his own establishment, must spend the afternoon in running around uptown. Meanwhile, several people are likely to call him up on the 'phone.

Nevertheless, he is not worried. He merely sets his telegraphone in readiness and departs. Presently "central" calls the office. The telegraphone answers with a little tinkling signal of its own! The man at the other end is informed that such is the case and that the conversation must be one-sided. He delivers his message to the telegraphone, and the telegraphone records it. And then, at the end of three minutes, if the talk has not yet ceased, it completes the good work by ringing off automatically and stopping itself! If there is more to be said, the other end will have to call again; if that is all, the telegraphone is ready for the next comer!

Toward six, Mr. Jones returns. The right-hand spool is almost full, it appears; people have been calling up in some numbers. Mr. Jones sits back in his chair, starts up the instrument, puts the receivers to his ears and listens to the various voices and messages that have been floating into his office since noon!

*That* is what one might almost consider a remarkable invention!

These are things which the telegraphone is actually doing, in its babyhood and before coming into general commercial use. With science, ingenuity, and the demands of modern business behind it, can there be any certain prediction of the extent of the field over which it will spread with the years of development to come? The basic principle, the apparatus itself, are simple, certain facts, of which the above-described adaptations are the first logical offshoots.

But why not go further and consider, for example, the really indestructible record, the record which only a magnet can eliminate; the record of sound which can without injury be pounded with a mallet or dropped out of the window?

Why not consider the record half an hour long—or two hours, if you like—which delivers without interruption all manner of sounds, which reproduces the voice as clearly as the voice itself, which gives back musical notes in all their original purity? There would seem to be possibilities there.

And why not consider—but why consider at all? With the telegraphone, the speculations of to-day are very likely to be the facts of to-morrow. We can but wait, and with the reasonable assurance that the wait will not be very long.



ONE man takes his work as a stone around his neck, and sinks to apathy. Another takes it as a stepping-stone, and mounts to success.