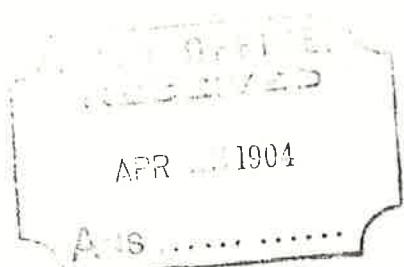


NATIONAL PHONOGRAPH COMPANY
FOREIGN DEPARTMENT.



C O P Y.

Mexico City, April 5, 1904.

Mr. Walter Stevens, Manager Foreign Dept.,
National Phonograph Co.,
83 Chambers St., New York.

Dear Sir:--

Yesterday afternoon I cabled you as follows:

"Abuna Practically Bradybene Glutino Recording Acanaceo of Anellato and Outfit."

which you will read:

"Arrangements are completed practically. Send as soon as possible outfit for recording. Telegraph probable date of arrival of our expert and outfit.

Although there is a great deal to be done yet with regard to selecting the music to be recorded here, most of the obstacles in the way of securing talent have been overcome, and I believe that we can start right to work just as soon as the outfit arrives, even though it has been made ready to start on short notice, which, indeed, I trust is the case. I trust that, as was proposed by Mr. Miller, the expert will make it a point to go through Laredo at the time the outfit does, as they are very careless in repacking there, and if he is on the ground to see that this is properly done, probably a good deal of breakage will be avoided. I tried to have the goods come straight through to Mexico City and be inspected by the Customs officials here, but was unable to do so. I was also unsuccessful in obtaining exemption from duties on the outfit. Could probably ultimately get such a concession, but it would

entail a loss of time in the arrival of outfit, which, as the duties will not amount to very much, would not be worth while.

ESTIMATE OF RECORD TAKING:

While I cannot as yet give you an absolutely accurate estimate of the expense which will be incurred in this connection, I believe the following to be very nearly correct. In outlining this work I have very thoroughly consulted both Messrs. Morales Cortazar & Co. and Mr. Jorge Alcalde, and have also been guided in a measure by the work done by the Columbia people, as representative of Mr. Joaquin Espinosa's opinion of the records which will have the best demand here. As this latter gentleman is entirely tied up with the C.P.Co., he could not be consulted direct.

The distribution and cost of this work will be about as follows:

1st. POPULAR:

	No.	Cost
Songs (Solos and Duets) guitar accompaniment	120	\$600.00
National Episodes -battles etc-	20	400.00

2nd. BANDS:

Mexican selections, by the three best Military bands in the Republic	100	2500.00
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3rd. SONGS:

Selections from most popular zarzuelas (light opera), comprising solos, duets, trios and quartets, with choruses when necessary; also typical songs not taken from zarzuelas -all with orchestra accompaniment	70	1700.00
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Forward-	310	5200.00
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Carried Forward-	No. 310	\$5200.00
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4th. MISCELLANEOUS:

Orchestra and instrumental selections; typical vocal selections with guitar and piano accompaniment, etc.--	40	400.00
Total	350	5600.00

Explaining these items more in detail, would state the songs under the 1st. are typical of the lower classes, and have a very great demand among its kind of people, especially for exhibitors, of which I am informed there are in the neighborhood of 2000 traveling throughout the country. The "National Episodes" are sketches from Mexican history, comprising battles, etc. They are made only by one man and his assistants here, who make a specialty of this work for wax records. Although this class of records are sold most extensively among the lower classes, they have a fair demand among the upper classes, The "National Episode" repertoire consists of about 100 selections, of which we have selected the 20 best sellers.

2nd. For the execution of these selections I have contracted the Estado Mayor and Zapadores bands, and have secured the agreement of the 1st. Artillery Band to play for us as soon as it can obtain a lease from it's contract with the C. P. Co., or said contract can be gotten around, active steps towards which end are being taken. We will then have the three best military bands in the country, and the 100 selections to be taken of this class of music will be divided among the three bands in proportion with the popularity the dealers here believe they enjoy. The price

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agreed upon is \$100.00 per session of three hours, and we have figured four selections per session. This is conservative, I believe, as the C.P.Co. averaged seven selections of two master records per session.

3rd. This item includes almost all of the high class songs with orchestra accompaniment, and the prices at which the singers have been contracted vary. Although we will get some of the singers of the Principal Theatre (now under contract with the C.P.Co.) if necessary, most of these selections will be executed by parties not belonging to that troupe, although well and favorably known to the Mexican public. In selecting these we have considered less their popularity on the stage and more the quality of their voices than was the case with the other company. It is true that the Principal Theatre troupe has the most popular artists in the country, and we will secure them if we have to, but believe there is material here from which a great deal better results can be obtained than the sample records forwarded you.

4th. This item includes selections from typical orchestras, quintets, etc., and a few high class vocal solos and duets with guitar and piano accompaniment. The Mexican typical orchestras are composed almost wholly of string instruments, and are, therefore, I believe, difficult to record. We have, therefore, wherever there is any doubt, made it a condition of the contract that a trial be made before any number of selections are agreed upon.

I have as yet not secured quarters for installing the plant, but have several in view. The approximate rental will be \$100.00 per month.

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Of course, all prices mentioned are in Mexican currency. I believe that the prices at which talent has been contracted when converted ~~xx~~ into U.S.Cy., will compare very favorably indeed with the prices obtaining at the laboratory.

I trust I have not gone into unnecessary details in this connection, but desire to keep you as thoroughly posted as possible on the work that will have to be done here.

EXPERT'S EXPENSES, SALARY, ETC.

I believe it is your wish that I handle these accounts here. I would therefore request that you give me definite instructions as to amounts, advances, if any, etc. in this connection. I request this, of course, on the supposition that it has been found impracticable to have Mr. Miller come down.

NUMBER OF MASTER RECORDS TO BE TAKEN:

The agreements I have made are based on two, or at most, three masters of each selection, this being the number Mr. Miller told me he thought would be necessary. If there has been any change in Mr. Miller's plans I would like to know as soon as possible, in order to make corresponding arrangements. I have thought it advisable in most cases to pay per selection rather than according to time consumed, because I feared the latter arrangement would cause less satisfactory and more expensive work.

I will most heartily appreciate any suggestions Mr. Miller may deem it advisable to make in connection with this work, with which I am at best not as familiar as I might be. Of course Mr. Werner is I know thoroughly capable, but everything will assist to obtain the most satisfactory results possible.

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FUNDS:

I have still on hand practically the amount of letter of credit (\$1,000.00 U.S. Cy.), and this will be sufficient to cover expenses for some little time after plant starts operations. For further remittances, I believe letters of credit will be the most satisfactory form. Mr. Hollins advised Mr. Root and myself that I could sign these here on receipt.

I trust soon to receive your cable advice as to when we can expect arrival of outfit, and with kind regards, beg to remain

Yours very truly,

(Signed) R. CABANAS.