

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.

Nov. 5, 1903.

Mr. W. E. Gilmore,
President & General Manager,
Orange, N. J.

Dear Sir:-

Referring to the telegram received from Mr. Jorge Alcalde,
Mexico City, I beg to give you the following information:

We began doing business with the firm of Espinosa y Alcalde
(Joaquin Espinosa and Jorge Alcalde) in 1901. During that year they
gave us business amounting to \$5475.87; and in 1902, from Jany. 1st to
April 29th, \$449.64. About this time the firm dissolved partnership,
the business being continued by Joaquin Espinosa. Mr. Espinosa gave
us business in 1901 amounting to \$377.25; 1902 \$5792.66, and in 1903,
\$5065.67. The last shipments made to Joaquin Espinosa were Sept. 29th
for 25 Homes, 10 Standards and 15 Gems; Oct. 15th, 5,000 blanks, and Oct.
30th, 1883 records.

Since the firm of Espinosa y Alcalde dissolved, we have done
no business with Jorge Alcalde, and from what I can learn, Joaquin Es-
pinosa was the brains and the moneyed man of the concern. You will re-
collect that Jorge Alcalde called several months ago, and among other
things wanted the exclusive sale of our goods in Mexico City, and wanted
to force Espinosa to purchase goods through him. I asked Mr. Alcalde at
the time how he could expect us to entertain a proposition of this kind

NATIONAL PHONOGRAPH COMPANY
FOREIGN DEPARTMENT.

W. E. G.

-2-

When Espinosa was giving us all the business and the money, and he had not placed one dollar's worth of orders with us since he had retired from the firm. He tried to explain this by saying that he had a large stock of our goods on hand, but did not give any satisfactory explanation as to where this stock was obtained. Personally I think he is a fakir, whereas Joaquin Espinosa is one of the best people we ever had in Mexico, always sending his money in advance of his orders, and we have never had the slightest difficulty in all our business relations with him.

There is not the slightest doubt that our business could be very largely increased in this territory if we were in a position to supply acceptable Mexican records. We list a number of Spanish titles and these are good, as far as they go, but they leave a large field open inasmuch as we do not supply any records to speak of, of a purely Mexican character. We have been forwarding blanks to our different customers in Mexico, and they have been forced to make their own records, and I imagine their quality is not A 1. If we can get into Mexico and supply them with a goodly number of acceptable Mexican records, I am sure the business would take on new life. I have heard for some time that the Columbia people have been throwing their energies into this particular territory, and it goes without saying that if we can give them a supply of our records such as they require, Columbia will not be in it.

Hoping to be able to go into this matter with you more fully in the near future, I remain,

Yours very truly,

Walter Brown

Manager Foreign Department.

WS/BC

P. S. - By referring to the enclosed statement you will note

NATIONAL PHONOGRAPH COMPANY
FOREIGN DEPARTMENT.

W. H. G. -3-

that in 1901 we were doing business both with Joaquin Espinosa and Espinosa y Alcalde. I presume this is accounted for by the fact that Espinosa sent a personal order with remittance, although at the same time he was a member of the firm.

MAKE CHECKS AND DRAFTS PAYABLE TO NATIONAL PHONOGRAPH CO.

STATEMENT.

NEW YORK.

Miss Espinosa y Alcalde

Mexico City

TO NATIONAL PHONOGRAPH CO., DR.

FOREIGN DEPARTMENT.

Folio.

83 CHAMBERS ST., NEW YORK.

1901

1902

547587

44966

592551

Last bill to above date 29/02

MAKE CHECKS AND DRAFTS PAYABLE TO NATIONAL PHONOGRAPH CO.

STATEMENT.

NEW YORK, _____

Mrs. *J. J. [unclear]*
[unclear]

TO NATIONAL PHONOGRAPH CO., DR.

FOREIGN DEPARTMENT.

Folio _____

83 CHAMBERS ST., NEW YORK.

1901		37725	
1902		579266	
1903		506567	
			1173558

First bill to about Oct 22/01