

National Phonograph Co.'s and Edison Manufacturing Co.'s Apparatus.

BOX 1338.

TELEPHONE 3043

*From the Laboratory  
Thomas A. Edison  
Chicago N.Y. Aug 29/98*

**C. E. Stevens,**

**Edison Building,**

44 Broad Street, New York, N. Y.

CABLE ADDRESS:

"ESTABAN," NEW YORK.

A1, A B C, COMMERCIAL, LEIBERS, HUNTINGS AND  
PRIVATE CODE USED.

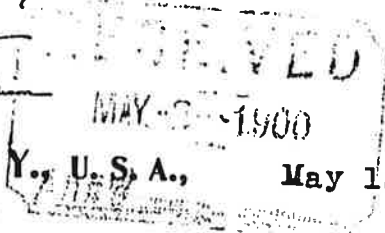
Removed to 15 Cedar Street.

**Thomas A.  
EDISON'S**

Phonographs,  
Records,  
Projectoscopes  
Original Films,  
Kinetoscopes,  
X Ray Apparatus,  
Fan Motors,  
Lalande Batteries,  
Dental Outfits,  
Surgical Outfits.

Mr C E Stevens is engaged in the sale  
of various apparatus manufactured  
by myself. I consider him perfectly  
reliable and trustworthy

*Thomas A. Edison*



New York, N. Y., U. S. A., May 1st, 1900.

Mr. W. E. Gilmore,  
President National Phono. Co.,  
Orange, N. J.

Personal.

Dear Sir:-

Monday, January 28th, I secured the services of Mr. Alfred Glocke of this city, as a travelling representative, and outlined a trip covering Mexico and South America. Before engaging Mr. Glocke, I received several very complimentary endorsements from prominent New York exporters and business men, and reasonably expected that he would prove to be a valuable man.

After spending about four weeks in my office, familiarizing himself with the different apparatus and other details relative to his trip, he left New York Monday, Feb. 26th, and at this writing, has visited the following places:--- Eagle Pass, Trevani, Monterrey, Saltillo, Torreon, Agua Calientes, San Luis Potosi, Tampico, and Mexico City. This territory had been thoroughly circularized, and I have several dealers who were placing orders with me regularly, and I had expected that he would not only get in close touch with these people, but also secure new trade, which I had not been able to reach through correspondence.

At this time, after an absence of more than two months, I have received but two small orders, amounting in all to about \$200.00 net. I am handing you herewith statement of his expense account, and considering the amount of business he has secured, I think it useless to continue Mr. Glocke as a travelling salesman. I have notified him that unless he is able to demonstrate that he is capable of securing a reasonable amount of business, I will be obliged to recall him, and have asked him not to proceed farther than Juarez, which place he expects to reach May 19th, without special instructions from me.

I will be pleased to receive your advice before taking definite action in this matter.