

FOREIGN DEPARTMENT  
OF THE

**NATIONAL PHONOGRAPH CO.  
EDISON MANUFACTURING CO.  
BATES MANUFACTURING CO.**

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

TRADE  
*Thomas A Edison*  
MARK

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.* April 18, 1904.

Mr. W. E. Gilmore, Pres't.,

National Phonograph Co., Ltd.,

25 Clerkenwell Road,

London E. C. England.

*Ansok  
5/11/1904*

Dear Sir:--

I beg to hand you herewith communication received from Mr. Cabañas, in which he confirms his cable, asking us to send Recording Outfit to Mexico.

The Outfit -comprising a shipment of 11 cases- was forwarded the 15th inst., by Express and Mr. Werner will leave the following Tuesday, (April 19th) and I have cabled Mr. Cabañas to this effect.

I have forwarded one copy of Mr. Cabañas's letter to Mr. Schermerhorn and a copy to Mr. Miller.

ESTIMATE OF RECORD TAKING: He gives the approximate cost of the 350 titles, \$5600.00 Mexican Silver, equivalent to \$2464.00 U.S.Cy.

MR. WERNER'S EXPENSES: I advanced Mr. Werner \$200.00 to provide for his expenses to Mexico City and have asked him to render his expense account each week to Mr. Cabañas who will O.K. same and pay the amount from cash he will draw against his letter of

NATIONAL PHONOGRAPH COMPANY  
FOREIGN DEPARTMENT.

April 13, 1904.

W.E.G.--2.

credit. Mr. Werner's salary will be arranged at the factory.

NUMBER OF MASTER RECORDS TO BE TAKEN: Mr. Miller advises that this matter must be left to Mr. Cabañas, but states that we should have as many if not more than the Columbia people. I have advised Mr. Cabañas, and Mr. Miller has also given Mr. Werner positive instructions, that what we require is QUALITY.

I shall arrange to renew letter of credit as expense vouchers are received.

Very truly yours,



MANAGER FOREIGN DEPT.

WS/AL/ENCL.