

MISCELLANEOUS "SMALL GOODS"

In addition to the branch treated of Lyon & Healy, of Chicago, have won a leading position in the production of guitars, mandolins, banjos and small musical instruments of that order, which give employment to a large number of hands. They have been in this business 25 years, and they have seen the banjo, which was once looked upon with contempt, grow to be considered an instrument worthy of real consideration. For the development of this instrument, we are indebted to S. S. Stewart, Philadelphia; the Dobsons, New York, and later, Lyon & Healy, of Chicago, who in their Washburn, demonstrate the great advance made. The Bauer Co., of Philadelphia, successors to Stewart, are widely acclaimed for the standard of their banjos.

The mandolin is a comparatively new instrument, dating back only to 1880. The imported instruments were of such a wretched quality that Joseph Bohman a few years later began the manufacture, and in 1886 Lyon & Healy, of Chicago, entered the field, and have built up a tremendous trade. The sales of these instruments during the past ten years have been very large, and to-day there are many small concerns throughout the country manufacturing them.

Guitars, while not quite so popular, are also in fairly good demand.

Another branch of the business that has made tremendous strides in this country is the manufacture of music boxes, which has become in a measure national by reason of the original contributions of Americans in the inventive field. The old cylinder box of Switzerland, as well as the more recent music boxes of Germany, have been wholly superseded in this country by the disc music boxes made by the Regina Music Box Co., Rahway, N. J. The first named have built

up a great business, and examples of their product are on exhibition in the Liberal Arts Building.

According to the statistics presented by the government in 1900, music boxes and materials are the most important of the various products specified under the heading of miscellaneous musical instruments, the value being placed at \$722,093, constituting 21.3 per cent of the total for the "small goods" industry. Mandolins and mandolas ranked next; their value, \$360,218, constituting 10.6 per cent. of the total for the in-



dustry. Guitars ranked third, with 9.6 per cent. of the total; zithers, Apollo harps, and autoharps, fourth, with 8.6 per cent., and brass instruments for bands fifth, with 7.5 per cent.

It appears that mandolins and mandolas were made most largely in Illinois, 36.4 per cent. of the total value of these instruments being reported for that State. New York, Massachusetts, New Jersey and Pennsylvania ranked next in the order named. Illinois led also in the manufacture of guitars, with 42.5 per cent. of the total value of products, followed by Massachusetts, New York and New Jersey. Indiana led in the manufacture of brass instruments for bands, with 57.1 per cent. of the total value, followed by Pennsylvania, Massachusetts, and Michigan.

Banjos were made most largely in New York, Illinois, Pennsylvania and Massachusetts, and violins in New York and Massachusetts.

In the manufacture of "small goods," New York leads, Chicago being a pretty close second, Jersey City leading Boston for third place. The value of products in these four cities constituted 46.3 per cent. of the total for the United States.

It is doubtful whether talking machines come under the heading of "small goods," or not, but they are to-day one of the most important auxiliary branches of the music trade. Their invention and development are absolutely American, and from this country their popularity has spread to all parts of the world.

These instruments are of such recent growth, as far as their exploitation in the musical field goes, that it is impossible to give any specific figures showing the volume of output, but it is safe to say that they mount up in the millions.

It is a source of satisfaction to know that such activity prevails in relation to musical art in America as the articles throughout indicate. It also shows that Americans as a people are wonderfully versatile, and capable of establishing industries which are maintained as specialties in countries abroad, while capable of improving almost everything which they undertake to manufacture. That has been distinctly shown in all branches of the music industries at least.

A WESTERN music dealer, whom everybody knows as Charlie, stammers badly. Occasionally Charlie, who is married, stays out rather late at night. He did so several nights ago. When he reached home he entered the house as quietly as possible and went to the room where his wife was sleeping. "Why, Charlie, where in the world were you until so late? What time is it?" "No-n-not-s-s-so v-v-very late. J-j-just 1 o'clock," replied Charlie. Just then the cuckoo in the little clock on the bedroom mantle cuckooed "One, two, three." "Why, m-m-my d-d-dear," was Charlie's unblushing interjection, "since w-w-when d-d-did the c-c-c-cuckoo b-b-begin t-t-to stutter?"

OSCAR SCHMIDT

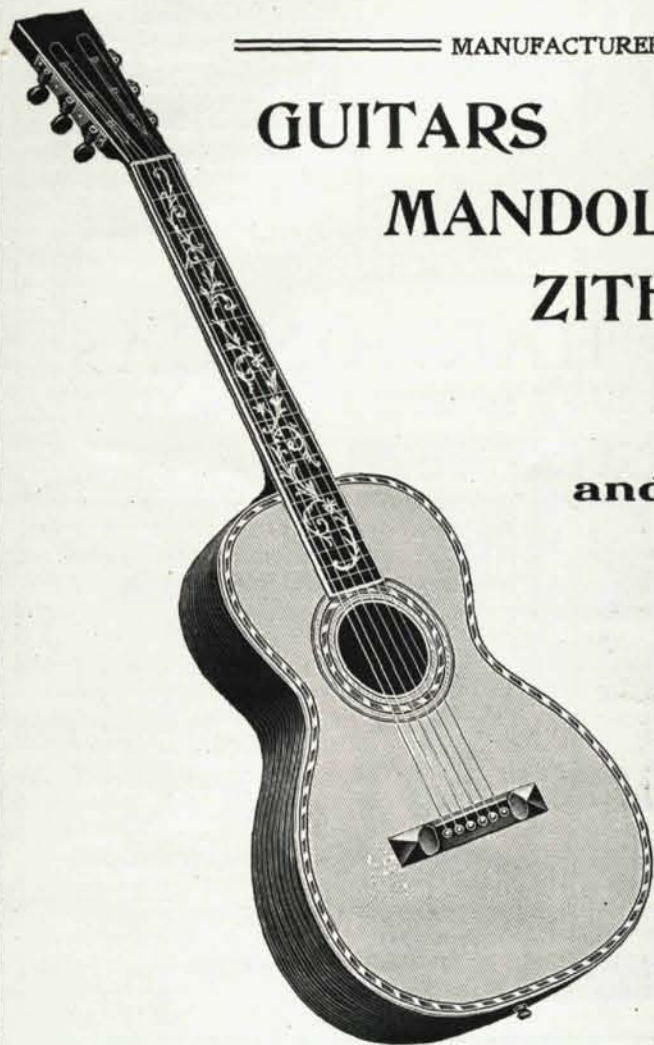
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