

### Making the Home Cheerful

How to Provide Amusement for Old and Young

Fun and Entertainment for All

I frequently urge readers to do all they can towards making the home as cheerful as possible for all the family.

Now I want to tell you how you can cheer and brighten your home in a simply wonderful way.

Read what Thomas A. Edison the world's greatest inventor "the wizard of the 20th Century" has said:

"I want to see a phonograph in every American home."

If you have never had a genuine phonograph in your home you cannot imagine what a wonderful pleasure it will be to you.

"What pieces can I hear on a phonograph?" some may ask.

Well, you can hear almost anything. There are 1500 genuine Edison gold moulded records and you can have your choice of these.

Suppose you get some vaudeville records reproducing to absolute perfection the greatest comic artists. Then take some band music, Sousa's Marches, Waltzes by Strauss, soul stirring lively music; then grand opera concert pieces as well as the finest vocal solos; also comic songs, ragtime, dialogs, comic recitations, piano, organ, violin, banjo and other instrumental music; all kinds of sacred music, duets, quartettes, full choruses.

The Edison records are perfect—absolutely natural—and unlike the inferior though higher priced records of others the Edison records never become rasping and scratchy.



#### Fun For Everybody.

The most rollicking minstrel music in the world. Come songs and recitations that set everybody in a roar, putting all in the merriest humor, and casting out every care and every worry. Don't you want your home to ring with the merry laughter of old and young? Don't you want your friends to hear the very latest things that have brought pleasure to the great world? Surely you do. The Edison Phonograph plays and sings them for you quite as well as could the great artists if they were right in your own home.

This wonderful instrument, I think, is far, far better than a piano or organ, though costing only one-fourth or one-eighth as much; for it gives you endless variety, it always plays perfectly and anybody can play it.

With an Edison phonograph in your home you can arrange a concert at any time with just such a programme as brings \$1 and \$2 a seat in the opera houses of a big city.

Or if you like dancing you can arrange a dance in your home or in any hall; for the Edison phonograph is loud enough.

Furthermore with the Edison phonograph you can make your own records reproducing to perfection your own voices and the voices of your friends and children. These records you can keep for years and years having the voices of the absent ones always with you.

Yes, indeed the Edison phonograph is "the king of entertainers for the home."

#### Don't Bother with Writing

a Letter. Simply sign

coupon, put in envelope and

mail to-

day.

#### Coupon

Frederick Babson  
Mgr. Edison Phonograph Distrs.  
149-150 Michigan Ave.  
Suite Chicago, Ill.

Without any obligations to me please send me your complete Catalog of Edison Gem, Edison Standard, Edison Home and Edison Triumph Phonographs, free circulars of New Special Edison Outfits and complete Catalog of Edison gold-moulded records, all free, prepaid.

Name

Address

CUT OR TEAR ALONG THIS LINE

# Mr. Edison Says:

## "I want to see a Phonograph in every American home."

The Phonograph is Mr. Edison's pet and hobby. Though he has invented hundreds of other wonderful patents he has retained his interest only in the Phonograph Company, of which he owns practically every share of stock. Mr. Edison knows of the wonderful pleasure his instrument has provided and is providing in thousands of homes.

### The New Style (1907 model)

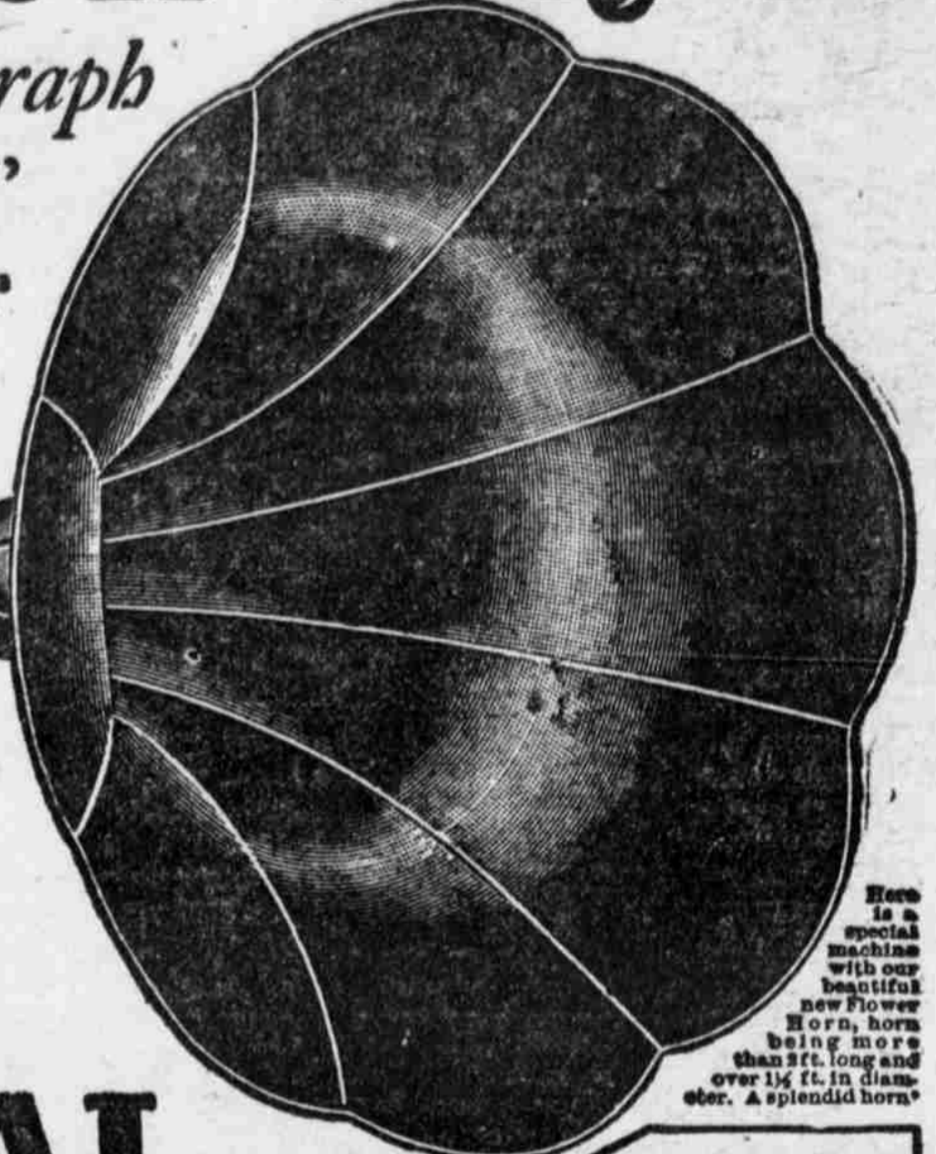
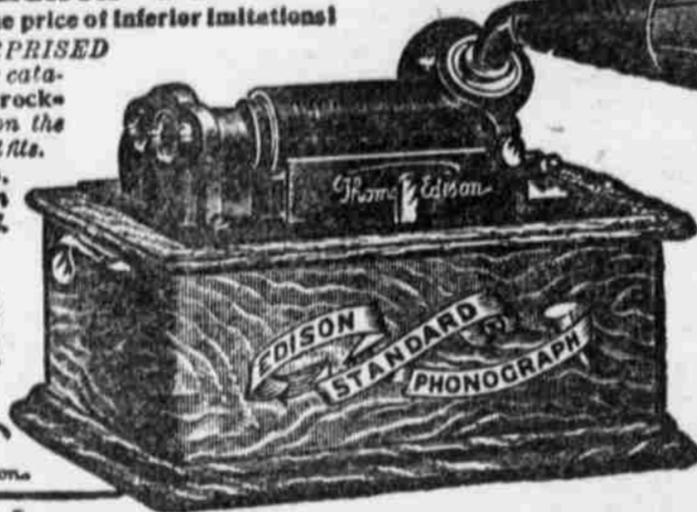
#### Genuine Edison Outfits—

at one-fourth the price of inferior imitations!

You will be **SURPRISED** when you see our catalog quoting the rock-bottom prices on the finest Edison outfits. Sign the coupon, and get the Edison catalogs **FREE**.

Here is Mr. Edison's signature which you will find on every genuine Edison Phonograph. Look for this trade-mark.

Thomas A. Edison



Here is a special machine with our beautiful new Flower Horn, horns being more than 3 ft. long and over 1 1/2 ft. in diameter. A splendid horn!

# FREE TRIAL

Read every word of this straightforward offer.

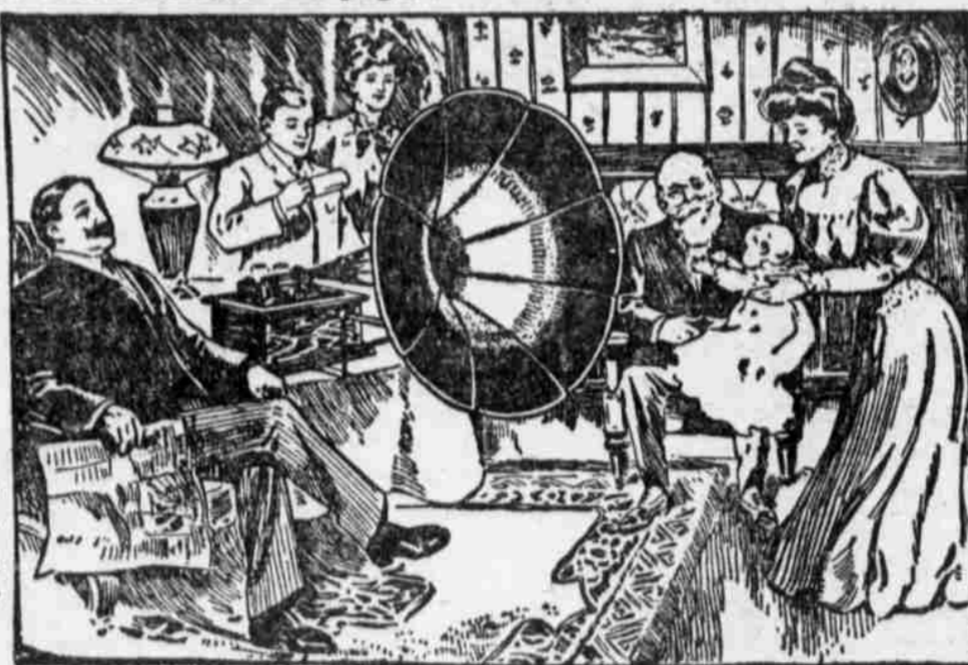
While this Offer lasts every responsible, reliable person can get on free trial a genuine Edison Phonograph Outfit, including 12 Edison genuine gold-moulded records, direct from us to your home: *positively not a cent in advance*—no deposit—no bother with C. O. D.—no formality of any kind. We allow 48 hours' free trial at your home; and in rural districts up to a week if necessary for convenience of patrons.

Try the instrument at your home, play the stirring waltzes, the two-steps, concert pieces, minstrel dialogs, old-fashioned hymns and other religious music, beautiful vocal solos, operatic airs and other beautiful Edison gold-moulded records. Play all these and if then you do not care to keep this wonderful Edison outfit, send the instrument back at our expense—and we will charge you absolutely nothing for the trial.

We make this remarkably liberal offer to all responsible, reliable parties because we know that after trial hardly anybody ever returns an Edison outfit. When trying it you will see at once the vast superiority of the genuine Edison, particularly our new special Edison outfits, over ordinary talking machines; you and your family and everybody that calls at your house will be more than pleased—constantly amused and entertained and you would not part with the instrument if it cost twice or three times what we ask. Read the first column of this page.

### Music for Your Home!

Entertainment for the old and the young! No end of pleasure for all the family! An Edison Phonograph means endless variety; it is far better than a piano or an organ, and everybody can play it perfectly. You cannot imagine how much pleasure you will get from an Edison Phonograph until you have tried the instrument in your home.



# \$2.00 A MONTH

Now Pays For a Genuine Edison Phonograph Outfit

including one dozen genuine Edison gold-moulded records. \$3.00 a month and upward for larger outfits. The great Edison Outfit No. 5 for only \$3.50 a month!

This Easy-Payment Offer places a genuine Edison Phonograph—long known as the luxury of the rich—within the reach of everyone—and because we charge only the lowest net cash prices without even interest on monthly payments, the rich are also taking advantage of this modern method of saving and are buying Edison instruments on the EASY-PAYMENT PLAN.

### CUT OFF THIS COUPON NOW!

To assure prompt shipment in case you order, do not fail to write AT ONCE for the free Edison catalogs. Remember—no money in advance—Free Trial—no deposit! Clip the coupon now and mail it today.

#### No Discount for Cash.

So many cash purchasers are taking advantage of this opportunity to secure direct the finest Edison outfits that we are often asked what discount we can allow for cash. We are obliged again to say that we can give no cash discount, for the prices in our catalog are the lowest net cash prices established by Mr. Edison himself, and as the retail dealers throughout the country are positively prohibited from selling genuine Edison Phonographs below these catalog prices, our patrons will recognize that we ourselves cannot afford to violate this rule.

FREDERICK BABSON, Mgr., Edison Phonograph Distrs.  
Suite 4263 149-150 Michigan Ave. CHICAGO, ILL.

You are urged to strongly consider this offer. For the offer is straightforward and exactly as represented. Just think! A genuine Edison phonograph and 12 genuine Edison records for \$2.00 a month! And a free trial besides before you pay Mr. Babson one cent! Don't miss this offer!

Look for this trade-mark: Thomas A. Edison

### READ WHAT OTHERS SAY

Here are just a few of the hundreds of letters constantly reaching us from those who have accepted the Free Trial Offer—just a few letters to show how satisfied, how enthusiastic the people are when they get the Edison Phonograph on free trial.

I find enclosed my first payment on Phonograph. Accept my many thanks and highest appreciation for your wonderful machine, your fulfillment to the letter of your agreement, promptness in despatching and fairness in every particular. I shall delight in answering all letters as to you and your instruments.  
E. B. Hale, Webster Groves, Mo.

I received the Edison Phonograph I ordered a short time ago, and will say it is more than satisfactory in every way. I am a farmer, and it seems good to hear such good music and song after a hard day's work is ended. I think we should all thank Mr. Edison for the great pleasure his musical wonder affords us.  
E. A. Pike, Rowe, Mass.

I have tried the Standard Edison Phonograph and it is "dandy."  
My father-in-law has another well known make of talking machine out fit, and a rather expensive one, too, but since he heard my Edison machine he won't play his machine at all.  
James W. Elkins, Bedford, Ind.

Of all the other talking machines we have heard play, we think a trial proved yours the best.  
John Kent, Grandview, Wis.

The Phonograph I received is a splendid instrument, and we are all enjoying it very much, and we all agree that it has no superior.  
J. M. Von Kennel, Cheyenne, Wyo.

Your Phonograph is more than you claim for it, and no words can describe the pleasure it gives to old and young. I have, of course, often heard the Edison, but I never realized before what it meant to have your instrument in one's own home. You may have anybody write to me.  
(Prof.) J. W. Elwood,  
1408 Farnum St., Omaha, Nebr.

Received instrument today, every thing just as you stated it would be. Would not sell it now for \$50.00.  
E. D. Ellison, Tacoma, Wash.

Your machine is, indeed, one of the finest entertainers I ever heard. There has been a crowd at my house every night since I received your outfit.  
(Mayor) E. W. Walton,  
Booneville, Miss.

Your Phonograph should be found in every home. I would not think of being without my machine now I have tried it.  
Hans Christensen,  
Gariand, Minn.

People whom I consider judges of music, say, without any exception my Edison is the best and plainest they have ever heard.  
E. J. Carter, Spring Lake, N. Y.

The No. 5 Outfit was received in good order. Yesterday I mailed you the first payment. I was so well pleased with your machine that I did not wait for your bill, but paid at once.  
E. O. Woods, Mattoon, Ill.

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