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## Harmony Co., Chicago, Celebrates Its Thirty-Sixth Anniversary With Dinner

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Many Leading Trade Figures Join With Firm in Event—Jay Kraus, President of Company, Acts as Toastmaster at Dinner Held January 6

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CHICAGO, ILL., January 14.—Executives of Chicago and out of town musical merchandise wholesalers were the guests of the Harmony Co., Chicago, at an anniversary dinner held at the Standard Club, Chicago, Friday evening, January 6. The occasion was the thirty-sixth anniversary of the founding of the Harmony Co., January, 1892.

The celebration was made the occasion of introducing three new instruments known as the Roy Smeck Vita guitar, tenor guitar, and Plectrum guitar. Experimental work on these instruments has been carried on at the Harmony plant for the past six months, following the success made by the Roy Smeck Vita Uke when it was introduced last year. The new instruments are distinguished by novelty of design and tonal quality.

Roy Smeck, who has assisted in the design of the new instruments, was unable to be present personally to demonstrate them on account of previous theatrical engagements. Demonstrations were made by Paul Gardie, the stringed instrument artist who has become noted for his perfection of touch and tone in spite of the handicap of total blindness, and the demonstration aroused a great deal of attention among those present. It was announced that the instruments would be ready for distribution to the dealer about February 1.

Jay Kraus, president, and members of the Harmony Co. organization, acted as hosts for the occasion, and the following guests were present: Charles Sonfield, of C. Bruno & Son, Inc.; Felix Bauer, of Buegeleisen & Jacobson; M. H. Berlin, Chicago Musical Instrument Co.; Joseph Dunas and L. H. Glassman, of Cole &

Dunas Music Co.; John Luellen, of Continental Music Co.; Henry Gerson, of Carl Fischer, Inc.; M. M. Cole, of the Illinois Musical Supply Co.; Frank C. Howard, of the J. W. Jenkins Sons Music Co.; R. H. Roberts, of Lyon & Healy; Max Targ and Sol Dinner, of Targ & Dinner Music Co.; Paul Moennig, of Tonk Bros. Co., and J. Tieman and M. Farny, of the Rudolph Wurlitzer Co.

When the Harmony Co. first ventured into the instrument field, its initial products were guitars, mandolins and violins. The ukulele, the banjo ukulele, the Taropatch, the tiple, and the tenor banjo, which now form so large a portion of its output, were then unknown. A number of years ago the manufacture of violins was discontinued, but the other original products, guitars and mandolins, together with the recently developed instruments, form its present output.

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### James A. Markley With C. F. Martin & Co.

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Among the new faces on the road this month will be noted the pleasant smile of James A. Markley, who is now on his maiden trip for C. F. Martin & Co., guitar makers, at Nazareth, Pa. Mr. Markley's previous experience has been outside of the music trade, but a six weeks' course of instruction at the factory has given him first-hand knowledge of the fine points of the Martin line; and as a talented amateur musician he understands string instruments from the player's side. After calling on the trade in New York State, Mr. Markley will visit New England.