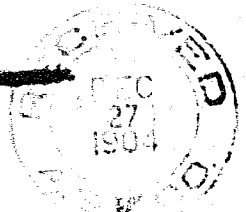


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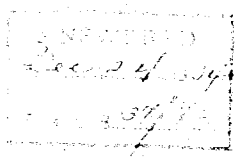


NEW YORK ELECTRIC MUSIC COMPANY

✓ JAN 1 1905
Engineering Dept.

Apartment "H", Mt. Royal Apartment House,
Baltimore, Md., Dec. 15th, 1904.

Mr. F. P. Fish,
President, American Telephone & Telegraph Co.,
Milk St., Boston, Mass.



My dear Sir:--

The first complete telharmonic machine, made under the Cahill patents, is now very nearly ready for operation. It is desired to place it in New York or Boston, preferably in the former, with connection, if practicable, with Boston.

Location

This letter is similar in purport to one addressed you by Mr. Todd, President of the New England Electric Music Co. Attention to either or both, on your part, will doubtless lead to similar results, as we desire to learn what would be your course of action in the territory, generally, as controlled by the two Cahill Companies, which will act in concert. That which I therefore now suggest as a course of action in the City of New York is intended to be typical of action elsewhere. Believing that some community of business will be materially profitable to your Company's interests and to those of the Cahill Companies, and desiring to avoid any technical engineering questions, which can be settled later, I have

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to propose co-operation in this way. Assume that we locate the machine in some station in New York City, near your lines; then we suggest that you obtain in your name, such necessary duct space as may be agreed upon and such house connection permits as may be required for the conduct of our business, and that contracts for service to customers be made in your name if the legal situation so requires, or in ours if we may do so in despite of the fact that permits stand in your name; we to meet all expense of every kind connected with the acts above outlined. The substance of the matter being that you adopt the music business as being part of the activities permitted under your franchise, but that you are at no risk whatever in the conduct of this business. Physically, there need be no connection whatever, as we would draw our own cables in separate ducts and connect to separate receivers, just as if there were no relation between the companies. Such a course simply permits us to do business under your franchise instead of waiting to obtain one independently. Such contract, if made, should be for a period not less than five years, but terminable after five years. The questions raised are:

1st: Have you a right to do electric music business delivered through telephone receivers?

2nd: Do you desire to do business with us?

*use of
telephone
cables*

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3rd: What would be a fair compensation for the use of your franchise, assuming you to be protected from financial risk?

Assuming an affirmative answer to the first two questions, and a satisfactory answer to the third, it would be possible to make a very early start on the lines indicated. As time passes, determination could be made as to the wisdom of closer physical and financial connection between two great functions which, by nature, have much in common.

If there is anything in regard to this matter that you would like to talk to me about, I can meet you in New York any Thursday, as I understand those are the days that you spend in that City.

Very truly yours,


PRESIDENT.

OTC-K