A MISLEADING STATEMENT.

During the lifetime of the Rev. Hamnbil Goodwin, various absurd stories were circulated concerning his alleged connection with film photography. We have never taken any notice of these stories owing to their obvious sensationalism, although they always dragged in the name of this Company in a way that implied or directly charged that we were using, without authority, a process belonging to Goodwin. However, the affair having been brought up anew by the recent publication of a statement (fathered by the persons who, it appears, have recently acquired an interest in the Goodwin patent for the evident purpose of making a strike by trying to unload it on us), we think it perhaps worth while to use a little space in this circular in giving our customers some of the rock bottom facts in regard to this patent of straw.

The following is the misleading statement, referring to patent No. 670,860, dated September 13, 1868, granted to the Rev. Hamnbil Goodwin, of Newark:

"... consequently it is a foundation patent in the film business, and owing to the scope of its claims it is believed to occupy a controlling position in regard to other patents. Owing to various interference proceedings in the patent office, the issuance of the patent was delayed, but they give it the advantage of having been practically litigated in the office before it was issued."

"The Eastman Company filed two applications—one through H. M. Reichenbach, the other by Mr. Eastman—and endeavored to obtain the patent. The result of the interference proceedings was that the Eastman Company were obliged to acquiesce in the decision awarding priority to Mr. Goodwin, a subsidiary patent only being granted to his opponents. Then followed a long series of proceedings against the issuance of the Goodwin patent; they lasted a long time and included an exhaustive examination of the entire prior art for references against it. The result, however, was the allowance of the patent to Mr. Goodwin."

The facts of the matter are that Goodwin, after he had learned of our success in perfecting a process for the manufacture of rollable transparent films, and after we had successfully marketed such films, relied upon an old application which he had sleeping in the Patent Office, copied into it a lot of matter he obtained from us, and then tried to raise an issue in an interference proceeding. After a hot fight we made him show up what he had in his original application, and obtained a decision from the Commissioner of Patents which
KODAK TRADE CIRCULAR.

A FRANK TALK.

The time of year has come, Mr. Dealer, when one is no longer kept every minute on the jump in supplying the wants of the "vacationer." His photographic enthusiasm is on the wane. As a rule, he isn't using film. As soon as he finishes the prints he promised to his summer friends he will stop using paper and chemicals. What are you going to do about it—wait until he comes back next spring? Or are you going to revive his enthusiasm by showing him the fun he is missing by not keeping up his Kodak work in the winter?

There are a lot of pleasant sides to winter Kodak work. More real picturesque, to the writer's mind, can be made in winter landscape work than in similar work when the sunlight is more powerful and the earth clothed with green. And the orthochromatic and non-halation qualities of Kodak film especially adapt them to this work—make them better than plates. Then, too, the Kodak may be going out of doors and all of the succeeding operations may be performed with warmly-gloved hands, thus enabling the operator to be comfortable while at his work. Cold, benumbed fingers and art are poor companions.

Then there is the portrait side of Kodak work. You must have a list of people whom you know to have Kodaks, but who rarely use them in winter. Why not send to each of these a copy of "Pocket Kodak Portraiture"? Show them the photographic joy that is getting away from them.

Flash Sheets. Lots of people do not like to have flash powders sifted around the house, or are afraid of them. Tell them about Flash Sheets. You can get in personal contact with these people, can reach them by circular or by letter profitably. You cannot afford to let their interest flag. If there is a phase of amateur photography which they have not dabbled in, show it to them. If there is one in which they have failed, help to set them right. We are always glad to help out with printed matter.

Eastman's Flash Sheets are safer than any self-burning Flash Powder.
KODAK TRADE CIRCULAR.

CAN ALWAYS FIND PLATES TO FIT.

The following testimonial to the value of the Warrica Adjustable Plate Holder is a valuable one. The practical qualities of this holder commend it to all plate camera users. It can hardly fail to very generally supersede the ordinary holders now in use, for it not only does entirely away with inside kits but is unequalled in convenience when used with plates of the full size.

HASTINGS, Neb., July 30, 1901.

GENTLEMEN—in replying to your favor asking me how I like your Adjustable Plate Holder, I can cheerfully say it's a jewel, and I don't see how any amateur who is moving around over the country can get along without it. It is handy anywhere, but especially so for one who is touring or away from home, as being equipped with one of these protects one from getting left on not finding plates for his camera.

Hoping it may have the success that all good things deserve, I am

Yours truly,

Wm. H. STEEL.

A CONVENIENCE.

Eastman's Film Developing Clips are an accessory that you can afford to push. They are a convenience to every amateur, and whatever makes the work easier increases his interest in amateur photography and consequently increases his consumption of supplies.

FIG. 1.

In our advertising in the October numbers of the photographic magazines we devote considerable space to illustrating and explaining how these clips may be used. You will see, therefore, that in stocking them you will not be putting in an article of which nothing is known. These clips have already met with much favor, and when their merits are known they will no doubt be very generally used by those who prefer the strip method of development.

FIG. 2.

Figure 1 shows a pair of 5 inch clips in detail and Figure 2 illustrates the method by which they are used for strip development.

PRICE LIST.

Eastman's Film Developing Clips, per pair, 3½ inch, $ .25
5 inch, .30
7 inch, .35
Discount to the trade, 25 per cent.

PANORAM TRAYS.

We are now prepared to furnish Bulls-Eye Composition Trays for Panoram Films as follows:

No. 1, 3½ x 8½, each, $ .40
No. 4, 4½ x 14, each, .90
Discount to the trade, 60%
Do., dozen lots of one size, 65%
KODAK TRADE CIRCULAR.

THE EASTMAN PLATE CAMERAS.

Not to build cheaply, but well—such has been our object in the planning and in the construction of these instruments, and in every detail of their manufacture we feel that the end sought for has been attained.

By a happy combination of mahogany and aluminum the body construction of these instruments is especially light and strong, and susceptibility to damage from atmospheric changes has been reduced to a minimum. These instruments are made in two series, "C" and "D," the difference being entirely in the extension of bellows, the draw of Series D being three and one-half inches longer than the Series C, and permitting the use of either the front or back combinations of the lens separately.

Both Series C and Series D have:
- Spring actuated reversible backs,
- Double swing from center,
- Rising, filling and sliding front with automatic lock,
- Rack and pinion,
- Folding ground glass shade,
- Socket for tripod screw,
- Brilliant, reversible finder,
- Spirit level,
- Eastman's patent non-collapsing bellows.

The Unicum shutter has been adopted for this instrument. No detailed description of this shutter is necessary here as the trade is perfectly familiar with its qualities.

The lenses are size for size, identical with those used on the No. 3 and 4 Cartridge Kodaks. They need no further guarantee.
In finish, as well as in construction, the Eastman Plate Cameras are the finest production of the camera makers' art. They please the eye. They have that harmony of color and symmetry of proportion that appeals to one's artistic sense. In every respect they have the Eastman quality.

A hand-sewed black sole leather carrying case, with handle, and having a capacity for five double plate holders beside the camera, is furnished with each instrument.

**Eastman Plate Camera. Series D.**

Showing Double Extension Front and Ground Glass Shade.

**PRICE LIST.**

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. 3 Eastman Plate Camera, Series D, Rapid Rectilinear lens, Unicum shutter, carrying case and one double plate holder, 3¾ x 4¾ in.</td>
<td>$17.50</td>
</tr>
<tr>
<td>Do., with No. 1 Plastigmat lens,</td>
<td>49.50</td>
</tr>
<tr>
<td>No. 3 Eastman Plate Camera, Series D, Rapid Rectilinear lens, Unicum shutter, carrying case and one double plate holder, 3¾ x 4¾ in.</td>
<td>22.50</td>
</tr>
<tr>
<td>Do., with No. 1 Plastigmat lens,</td>
<td>54.50</td>
</tr>
<tr>
<td>No. 4 Eastman Plate Camera, Series C, Rapid Rectilinear lens, Unicum shutter, carrying case and one double plate holder, 4 x 5 in.</td>
<td>20.00</td>
</tr>
<tr>
<td>Do., with No. 2 Plastigmat lens,</td>
<td>57.50</td>
</tr>
<tr>
<td>No. 4 (4 x 5) Wide Angle Lens to fit Unicum shutter,</td>
<td>5.00</td>
</tr>
<tr>
<td>Shoulder Strap for Carrying Case,</td>
<td>.25</td>
</tr>
</tbody>
</table>

**DISCOUNT AND TERMS.**

Discount and terms of sale on these instruments will be identical with the discounts and terms of sale on Kodaks. This follows also on Eastman Plate Cameras equipped with Plastigmat lenses. On such instruments the discount to trade will be allowed as follows:

<table>
<thead>
<tr>
<th>Full list price of camera as regularly equipped</th>
<th>33 1/3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>There is no conditional credit on above Plastigmat lenses.</td>
<td>25%</td>
</tr>
</tbody>
</table>
CONDITIONS OF SALE.

Eastman Plate Cameras with above specified special equipments must not be sold at less than the following named net prices:

- No. 3 Eastman Plate Camera, Series C. with Plastigmat lens and Unicum shutter, $46.00
- No. 4 Eastman Plate Camera, Series C. with Plastigmat lens and Unicum shutter, $53.50
- No. 3 Eastman Plate Camera, Series D. with Plastigmat lens and Unicum shutter, $50.00
- No. 4 Eastman Plate Camera, Series D. with Plastigmat lens and Unicum shutter, $57.50

Regularly equipped Eastman Plate Cameras must not be sold at more than 20% discount from list.

TO YOUR ADVANTAGE.

The Eastman Plate Cameras are, so far as we know, the only glass plate instruments on the market that have a protected price. Your margin of profit on them is certain, and is sufficient to warrant you in pushing them in preference to plate cameras of other makes. Their quality warrants their price. They need no cut price to make them go.

KODAKER'S ARE JUST NOW FIGURING OUT THE BEST WAY OF PRESERVING THEIR NEGATIVES. TELL THEM ABOUT EASTMAN'S FILM NEGATIVE ALBUMS.

The combined non-halation and orthochromatic qualities of Kodak Films make them in every way superior to glass plates for winter landscape work.

Kodak Films are unequalled in the correct and natural rendering of cloud effects. Their great latitude in exposure, their sensitivity to color values and their non-halation qualities make them invaluable to the artistic worker.
ARTISTIC SIMPLICITY.

EMBOSSED WD PLATINUM PRINTS WITH DECKLE EDGES.

Eastman's Embossing Boards are made for 2 1/4 x 3 1/4, 2 1/2 x 4 1/4, 3 1/2 x 5, 3 1/2 x 4 1/4, 4 x 5 and 5 x 7 prints and provide in each case for suitable margins.

Price, each, 25 cents.

Discount to the Trade, 40%.

Sample prints cannot be furnished at once, as other work in hand prevents and the turning out of the large number of pictures required is no light task. About January first, however, we expect to supply the entire trade with attractive sets of samples, showing the results obtainable by this simple process.

FILMS SUPERIOR TO PLATES.

H. G. Reid, in the Photo-American.

I used to think that films were both harder to develop and less handy to print from than glass plates. Further experience with films reverses this opinion. I also thought it necessary to always use orthochromatic plates and a color screen to get good color values and cloud effects in landscape work, until I discovered that transparent film had orthochromatic qualities that cannot be surpassed. In addition to the acknowledged advantages of lightness and portability, the film support is superior to glass in being entirely free from bubbles, and in the fact that it is not liable to crack or break. If this makers of transparent film would only meet dry plate prices the dry plate would certainly have to go.

Have you told your customers about the convenience of Kodak Push Pins?

Do you use them in your own developing?
THE WARNICA ADJUSTABLE PLATE HOLDERS.

In the Kodak Trade Circular for August we announced the fact that we have been appointed sole trade agents for these holders but owing to lack of space we were not able to show illustrations of them, which this double number now enables us to give.

The Warnica holders are certainly an innovation which the plate-camera users will appreciate. Every dealer who sells plate cameras should have a line of these holders. The following illustrations give an idea of their capabilities:

Showing manner in which a plate of smaller size is held in position. The movement of the adjustable bars always being towards the center, plate automatically finds its true position.

Showing manner in which the diamond effect is accomplished.

Showing plate holder empty, ready to receive a full-sized plate. To place a plate in the holder, it is only necessary to drop plate in position and touch spring, which holds plate firmly. To remove the plate, simply press bar back to catch, and the plate will drop out into the hand.

Showing the position of a 4 x 5 plate held vertically in a 5 x 7 holder, an especially desired effect for all users of a 5 x 7 camera.

FROM AN AUTHORITY.

The Warnica Company, Rochester, N. Y.

Paulson.—After extended trials of your holders, in studio, landscape and bicycle touring work, I have pleasure in most heartily recommending them for their practical utility, strength and durability of construction, ease of manipulation and superior mechanical features. In my lectures on matters photographic, I have found that mere exhibition of the holder instantly wins friends for it, and that its many advantages hold the friends thus won.

JAMES A. CRUIKSHANK.

145 Quincy St.,
Brooklyn, Sept. 16, 1902.