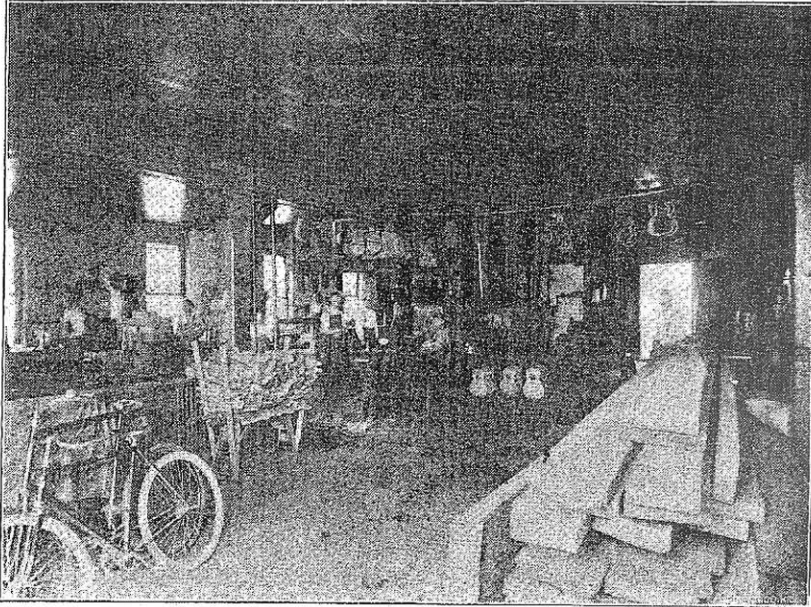


SWEET TONED INSTRUMENTS.

ARTISTIC AND BEAUTIFUL PRODUCTS
MANUFACTURED IN THE JENKINS'
GUITAR & MANDOLIN FACTORY.

The manufacture of Harwood guitars and mandolins here has obtained for Kansas City a notable place in musical circles for the production of high grade sweet toned instruments and the following information and

mahogany from Central America, spruce from Norway and Sweden, and oak and maple from New York. The capacity of the factory is 500 mandolins and guitars a month, while the annual output for this season will exceed 5,000 instruments, which are sent to all parts of the world. J. W. Jenkins' Sons' madolins and guitars, made in Kansas City, are played in Mexico, South and Central America, the Sandwich Islands, Cuba and Porto Rico. They can be found in almost every town and city in the Union and the "Harwood" guitar has attained a celeb-



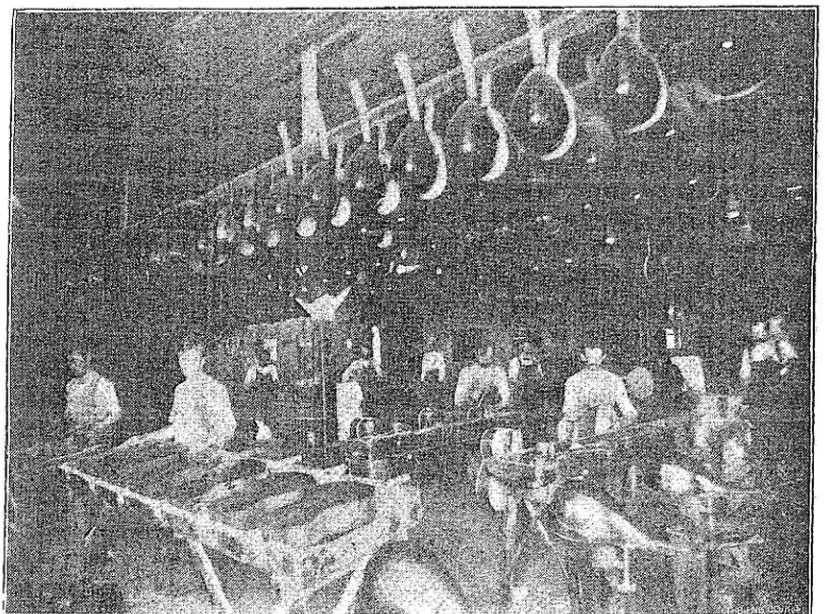
MAKING FRAMES OF HARWOOD GUITARS AND MANDOLINS IN THE JENKINS FACTORY.

illustrations will prove of interest to all readers.

Five years ago the J. W. Jenkins' Sons' Music Co., whose large retail store is located at 921-923 Main street, decided there was an opening in Kansas City for a factory that would turn out a good grade of mandolins and guitars. Up to that time all such instruments sold in this city came from the East, which also supplied all the territory west and south of here. The factory was started in a small way, with two workmen, but the workmen were the best and most experienced that could be hired, and as a result in a short time the mandolins and guitars from the Jenkins factory had attained a reputation which not only created a demand for them in the West, but in the East as well, where they came into competition with the best work that could be turned out by Eastern and Continental factories.

It became necessary to enlarge the factory and employ more men in order to keep up with the orders, and this enlargement has gone on until to-day the factory of J. W. Jenkins' Sons, at 1417 and 1419 Walnut St., is one of the largest and best equipped in the United States. Twenty-five men are constantly employed, who annually use up over 50,000 feet of lumber which goes into the frame of mandolins and guitars. This consists of rosewood from South America,

rity among musicians that places it ahead of that class of musical instruments. Both mandolins and guitars are made to suit all classes of pocketbooks, from the plain, but serviceable and sweet toned instrument, retailing at \$5, to the beautiful ones made of rosewood, inlaid with handsome veneers, that sell for \$150.



FINISHING AND POLISHING DEPARTMENT OF JENKINS' HARWOOD GUITAR AND MANDOLIN FACTORY.