

THE COLUMBIA RECORD

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The greatest tonic that ever struck the Record business:—This 25c Advertising Record is to-day starting things in places where nothing ever happened before.



The Columbia Record



THE LATE JOHN DORIAN



A snapshot near Hong Kong.

Intense Loyalty to Columbia Provides Magnificent Example of Devotion to Duty

JOHN DORIAN died in Denver, Colorado, on Monday, November the 24th; he was forty-six years old and had served this Company for nineteen years. There can be little doubt that his unrelenting, magnificent loyalty to Columbia was, in a large measure, responsible for his death at so early an age.

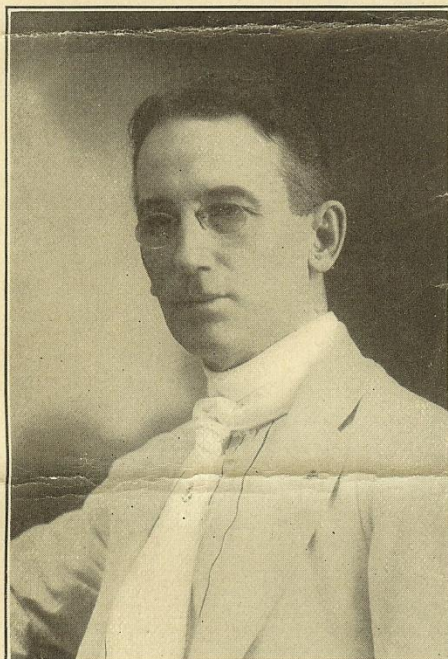
In 1908 he went to the Far East on behalf of the Company. He did not return until the end of 1912; and the closing years of his life provide an example of devotion to duty, of unremitting heroic abandonment to his chosen work, such

as may not be surpassed in the history of American commerce and industry. During his four years in the Orient, his work carried him beyond the half dozen big civilized cities that represent that territory to so many commercial representatives. John Dorian saw a bigger field than was presented by Hong Kong, Shanghai, Tokio and Manila. He saw the richly fertile possibilities among the many small native communities and he set about developing them on behalf of Columbia.

Constant letters of caution from the Head Office, counseling him at all times to consider his own well-being and safety, were ignored and it was in the same spirit that he defied the tremendous risks to which he was subjected in fever-ridden, pestilence-infested jungles, with constant epidemics of cholera, yellow-fever, smallpox, bubonic plague, and the many other dread diseases that flourish with terrible virility in the pestilential



John Dorian in Hong Kong.



His most recent photo, taken in Soerabaia.



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interior of China, Japan, Sumatra, Java and the islands of the Malay archipelago. Throughout all those territories he was known in the inland towns where the ordinary American traveler never sets foot. He had friends in Soerabaia, Bangkok, Sumatra and Pahang. He scorned all suggestions of vacation and even when his health began to break, persisted in staying on the ground to bring a little nearer to completion the big work that he had started. For the last two years of his sojourn in the Far East he was constantly combating fevers; working half the time from cot and hammock. He first went into a hospital at Soerabaia and even then it was only after prolonged pleading and final arbitrary orders from doctor and nurses. During those two years it was sheer will power that kept the man going—a tremendous determination and unswerving devotion to the work he had undertaken. It was not until the end of 1912 that he returned to this country and, on the advice of his physicians, went to Denver, Colo., to recuperate. But by that time, it was too late. A maleficent climate had done its work too well, and despite the attentions of the specialists he died, as above stated, on November 24th. But the memory of his stern ardour, his whole-souled devotion to duty will remain as long as this Company exists. His is a heroic memory and an exalted example to those who follow.

His first position with the Company was in Washington—his home city. He was successively manager of the Pacific coast territory, Chicago (wholesale), Assistant General Manager in the New York Executive office and Manager of the New York Wholesale territory.

Mr. E. D. Easton, President of the Company said, "As a faithful, loyal and devoted employee of so many years, we owe him a debt of gratitude."

The deceased leaves a widow and two children to whom we extend sincere sympathy in their bereavement.

MAGGIE TEYTE NOW COLUMBIA ARTIST

Famous Prima Donna and Concert Singer is Young, but Famous—also English

MAGGIE TEYTE, the smallest prima donna in captivity to-day, has signed an exclusive Columbia recording contract. Her records will be on sale in the very near future.



Miss Teyte is very young, very English and very famous—and she undoubtedly is going to be a good deal more famous. She has already made her mark—and a big one at that—in grand opera in this country, in England, in France, in Germany and in Italy. Added to that she has the rare gift of the true ballad singer. Hers is a phenomenal voice of great beauty and astonishing power. But, what is even more important, in using that voice she displays a

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