

Harry L. Jacobs

Chicago

1875 Harry L Jacobs is born in Staunton, Illinois (death cert).

1911 Harry L. Jacobs, musician, #314 N. Homer (directory).

1918 Ad in May issue of *Musical Messenger* for "Built-To-Fit" mouthpieces fitted to a plaster cast of your teeth; #314 N. Homer Ave, Chicago.

A 1930 ad has a quote from Herbert Clarke saying that he had used the Built-to-Fit mouthpiece since 1918.

1919 Ad in *Jacob's Monthly* (below) says he was formerly in the Sousa band and is a cornet soloist. Now at #47 N. Sacramento Blvd.

Sousa's Band

HAS RECENTLY HAD

Herbert L. Clarke	Frank Simon	Bert Brown
Eugene La Barre	Chas. W. Storm	Anton Chick

IN ITS CORNET SECTION

They all use and recommend the Jacobs' "BUILT-TO-FIT" Mouthpiece
DON'T YOU WANT TO KNOW WHY?

**My New Descriptive Circular for Cornet, Trumpet & Trombone Shows
MAIL ME A CARD NOW. NOW IS THE TIME.**

47 No. Sacramento Blvd. **HARRY L. JACOBS** Chicago, Illinois

1920 Now at #49 N. Sacramento Blvd (*International Musician*).
Home at #2943 Washington Blvd, music (census).

1922 Ad from *March Musical Messenger*.

SOUSA'S BAND AND BUILT-TO-FIT MOUTHPIECES

READ ON, THESE STARS WILL TELL YOU WHY

The following are extracts from testimonials recently received from players NOW with Sousa's Band:

<p>From Arthur Danner, Assistant Solo Cornet: "At last I have the one mouthpiece I have been looking for, thanks to you, Mr. Jacobs."</p> <p>From Edwin Newcomb, Cornet: "I wouldn't sell my mouthpiece for one thousand dollars if you were not on earth to make another like it for me."</p> <p>From A. N. Brabrook, Cornet: "My lip does not tire as formerly, and I have developed a clearness and sureness of attack that makes it a pleasure to play my instrument."</p>	<p>From Henry A. Schueler, Cornet: "My mouthpiece is surely great. The more I use it the better I like it, and the more I want to play."</p> <p>From John P. Schueler, First Trombone: "My mouthpiece is absolutely perfect, and if I were offered five hundred dollars for it this minute I wouldn't sell it."</p> <p>Other well-known cornetists who have been with Sousa's Band in recent years, and who both use and recommend my mouthpieces are: Herbert L. Clarke, Frank Simon, Bert Brown.</p>
--	--

What I have done for these players I can do for you. Fill in the Coupon below or send a postal request for my circular. It's free...

I play..... (Mention Trumpet, Cornet or Trombone) A

Name City

Address State

HARRY L. JACOBS 48 N. SACRAMENTO BLVD., CHICAGO, ILL.

'BUILT-TO-FIT' MOUTHPIECES

For Cornet, Trumpet, Trombone

"The greatest contribution to the science and art of brass playing since the invention of the valve. The only answer to one of the most perplexing and little understood problems in the world." They take all foolishness and speculation out of mouthpieces and embouchure training; clearly show what causes embouchure lack and correct it. Provide the only way a true cushion rim can be had.

Every brass man should have one. Send a postal card for information today. It's FREE!

Harry L. Jacobs, 2943 Washington Blvd., Chicago, Ill. • Phone Nevada 1057

"BUILT-TO-FIT" MOUTHPIECES

For Trumpet, Trombone

Trying to find a suitable mouthpiece by methods commonly employed is like searching for a needle-in-a-haystack—HARDLY ONE CHANCE IN A MILLION OF FINDING IT! Now it is possible, necessary, and EASY to have the right mouthpiece. But to keep on trying the old way, the guessing way, the "needle-in-a-haystack" way, one will never find it. The new way, the BETTER way, is the BUILT-TO-FIT way, which is simple, accurate, and eliminates the "guessing way." You don't want to still be looking for that suitable mouthpiece TWENTY YEARS from now, do you? Then send me a postal card asking for information on "BUILT-TO-FIT" mouthpieces—IT IS FREE! Develop your embouchure the "BUILT-TO-FIT" way.

Harry L. Jacobs, 2943 Washington Blvd., Chicago 12, Ill. Phone Nevada 1057

MOUTHPIECES

"BUILT-TO-FIT"

(Trade-Mark Registered)

For TRUMPET, TROMBONE

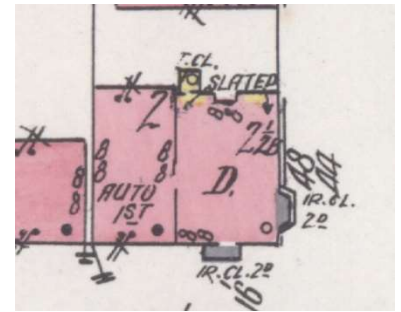
Are the "pearl of great price" to many brass men—NOW! Fitted with utmost precision, the result of 34 years' constant effort to make a good product even better. Reasonably low priced, and of weighty import—HONESTLY ADVERTISED! I believe them to be the most effective remedy known for correcting and building faulty embouchures. Made by the Old Master himself, who originated this system, developed it, and proved that "BUILT-TO-FIT" mouthpieces ARE the answer to most embouchure problems.

WRITE FOR FREE INFORMATION AND PROOF

HARRY L. JACOBS
2943 WASHINGTON BOULEVARD
CHICAGO 12, ILLINOIS.

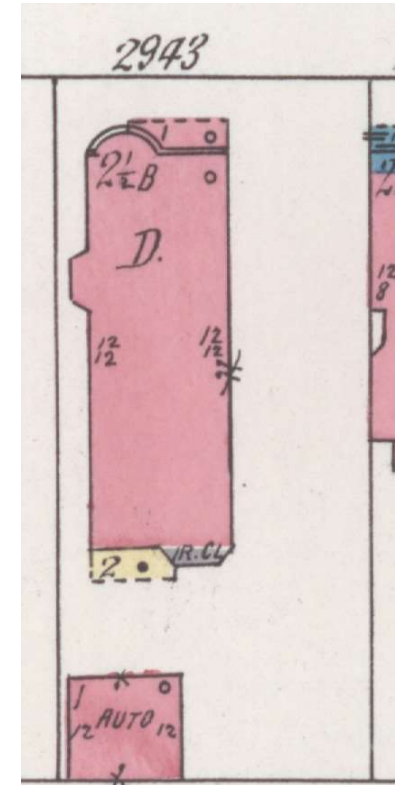
Ads at right are from 1941, 1946, & 1948.

- 1930 Harry Jacobs, music parts shop, #2943 Washington Ave., Chicago (census). Selling “Built-To-Fit” mouthpieces (letter to buyer).
- 1940 Harry Jacobs, music teacher in studio, #2943 Washington Ave, Chicago (census).
- 1950 Jacobs is still advertising his mouthpieces in the *International Musician*.
- 1957 Harry dies on April 5 and listed as a musician at 2943 Washington Ave (death cert).



48 N. Sacramento in 1922

1922 ad from November *Musical Messenger*



2943 W. Washington



The Greatest Cornet Player In the World Today! — WHY?

“All things considered, RALPH OSTROM, a fourteen year old boy of Rock Island, Illinois, is the greatest cornet soloist in the world today.” No less an authority than H. A. Vander Cook, nationally celebrated as a teacher and composer, recently expressed the above quotation. Any capable judge would agree with him after hearing Ralph play. Think of it, a boy only fourteen and playing G above high C in public solos. His rendition of the difficult cornet solos by Herbert L. Clarke is truly marvelous. Ralph has been using a Jacobs' product for several years, and no greater tribute could be paid to the merit of the “BUILT-TO-FIT” mouthpiece than that expressed in the development of his magnificent embouchure, and in the progress made by this wonderful boy since he has been using one of them. The testimony below was sent by Ralph from Des Moines, Iowa, while on a recent concert tour featured as a cornet soloist.

Des Moines, Iowa,
April 5th, 1922.

Dear Mr. Jacobs:
MY BUILT-TO-FIT mouthpiece is the most satisfactory mouthpiece I ever expect to get; that is, unless I get another one from you. The upper tones ranging above high C come like G used to with my old mouthpiece, and the pedal tones are fine. I have played a lot of solos on this tour, using your mouthpiece, and it fits me perfectly. I would be lost without my Built-To-Fit.
Hoping for your success, I am,
Your little friend,
RALPH OSTROM.

FROM RALPH OSTROM'S DAD
(Ask him about it)

“I attribute his tone and quality ENTIRELY to his Built-To-Fit mouthpiece, because he never had such wonderful velvety quality, big crescendos, delicate staccato and upper register with any of the carefully selected mouthpieces he used before. I doubt if any one has had more good mouthpieces to select from than I have bought for Ralph, but now we are through buying mouthpieces, thanks to you, Mr. Jacobs.”
The above was taken from a letter written by Ralph's father and dated May 18, 1922. His address is Dr. L. Ostrom, 124 18th St., Rock Island, Illinois.

I GUARANTEE THAT YOU WILL BE SATISFIED WITH THE MOUTHPIECE OR I WILL BUILD YOU ANOTHER WITHOUT CHARGE

“Built-to-Fit”
(Trade Mark Registered)

Fill in the coupon or
send a post card
request for my circular
of information —
it's free

I play (Mention Trumpet, Cornet or Trombone)

Name City

Address State

HARRY L. JACOBS, 48 North Sacramento Blvd., Chicago, Ill.

So, what happened to the greatest cornet player in the world? Ralph K. Ostrom was born on 3-9-1908 in Rock Island, was a musician in Washington DC by 1930, then joined the military by 1934, staying with them until retirement. He died on 12-16-1984 in Ashville, NC.

