

General Perishing's use in Europe. The production of comb steel, certainly at least for the next six months, will be curtailed about fifty per cent, this by reason of commandeering of certain ships by the government last week.

"While our industry does not use the higher grades of steel in many lines, yet I anticipate that a shortage of any one element of steel will be reflected in other grades. Therefore I would strongly advise manufacturers to supply their wants in advance in this regard. If the war continues much longer its depressing effect is going to be felt of course by all industries. That is why we have been singularly fortunate. Constant pressure is being brought by certain men high in government authority and certain outside interests demanding serious curtailment of our industry. It will be our duty to combat that propaganda and let us trust with that same good success which has favored us in the past."

Piano Imports Again Increasing

Canada's importations of pianos from the United States are again on the increase. For the fiscal year ended March 31, 1917, this country imported from the U. S. factories 858 pianos, with a dutiable valuation of \$153,729, or an average value of \$197. In quantity this is an increase of 26.45 per cent. over the previous year, which in turn was a 75.37 per cent. decrease as against the high water mark of 1913.

Figures are not yet available for Canada's fiscal year, ended March 31, 1918, but for the eight months ended November 30, 1917, Canada imported from the United States 857 pianos, valued at \$146,037, or an average value of \$170.40, as against 521 pianos, valued at \$89,310, for the same period of 1916. This is at the rate of 1.284 pianos per year, or a 33 1/3 per cent. increase over the previous year.

It will be noticed that as the quantities increase the average value of the pianos decreases, the inference being that the ratio of imports of cheaper instruments increases. Peculiarly enough the average value of the instrument imported for the eight months ended November, 1917, is the lowest in six years, in spite of the fact that increased cost of materials had made higher prices necessary in the United States as well as in Canada.

The figures showing importations are particularly interesting at this time. These are taken from the Government reports.

	DUTIABLE IMPORTS FROM UNITED STATES				
	1913	1914	1915	1916	1917
Pianos—					
Quantity	2,574	2,156	1,579	831	858
Value	\$453,129	\$380,647	\$219,508	\$141,523	\$153,729
Average Price	\$176.00	\$176.55	\$139.60	\$234.50	\$179.00
Talking Machines and Finished Pianos Thereof and Records	\$707,460	\$668,920	\$688,022	\$912,011	\$1,729,405
Pianos and Organ Players—					
Quantity	140	103	47	17	4
Value	\$33,887	\$24,991	\$10,232	\$3,665	\$275
Cabinet Organs—					
Quantity	357	389	350	267	360
Value	\$23,088	\$23,964	\$19,874	\$11,789	\$14,192
Pipe Organs—					
Quantity	4	5	2	2	2
Value	\$6,536	\$11,648	\$1,400	\$8,297	\$557
Parts of Organs—					
Quantity	12,409	12,029	8,806	8,855	7,374
Value	\$81,808	\$75,411	\$43,268	\$67,257	\$47,560
Brass Band Instru- ments	21,475	21,800	22,874	30,986	46,887
Key, Action and Ham- mer Supplies	62,305	85,924	46,533	75,864	124,829
IMPORTS FROM UNITED KINGDOM					
Pianos—					
Quantity	139	208	81	7	1
Value	\$22,010	\$31,001	\$10,526	\$1,294	\$100
Talking Machines and Piano Parts	22,709	20,817	25,712	12,824	15,111
Brass Band Instru- ments	30,992	29,656	21,293	62,501	75,452
Piano Parts	2,559	1,604	2,158	822	50
Key, Action and Ham- mer Supplies	13,796	17,769	7,163	14,562	14,491
IMPORTS FROM FRANCE					
Brass Band Instru- ments	17,722	18,488	8,495	12,421	11,625
TOTAL IMPORTS OF MUSICAL INSTRUMENTS					
Dutiable and Non-Dutiable					
British Empire	\$115,269	\$129,216	\$81,822	\$105,110	\$117,952
Other Countries	1,930,019	2,084,521	1,386,454	1,460,749	2,436,677
Total	\$2,045,288	\$2,154,737	\$1,418,276	\$1,565,859	\$2,554,629

U. S. Music Trades Exports

The following figures shows the exports of musical instruments from the United States to have increased since that country entered the war.

	1915	1916	1917
Pianos, player-pianos, piano players, organs and ported music rolls	\$2,723,065	\$3,781,895	\$4,894,520
Talking machines	885,306	1,640,208	2,395,775
Records	764,526	1,227,005	1,953,852
Sheet music	128,600	184,000	202,000

Sonora Notes

Messrs. I. Montagnes & Co., Toronto, distributors of the Sonora phonograph in Canada, have inaugurated a retail advertising service so that their dealers may have the advantage of expert assistance and the free use of electro-types for illustrating purposes. The work is being handled by Advertising Service, Ltd., one of Canada's best agencies, the executive and staff of which have an intimate knowledge of the Sonora and the music trade field.

Messrs. Montagnes & Co. are arranging to manufacture all lines of the Sonora in Canada, several of the smaller types having already been produced in this country. This action was decided upon whether the importation of musical instruments from the United States should be prohibited or not.

A new Sonora catalogue has just been issued, showing Canadian prices of the various types. This is a small sized booklet suitable for enclosure in an ordinary business envelope. A larger sized catalogue is also being printed.

Mr. Van Gelder has just returned from a visit to the Sonora factory at New York, and succeeded in securing a further supply of goods.

NOTICE—PIANO HOUSES

Manager, energetic and progressive, experienced in all branches of pianos, phonographs and small goods, a capable advertiser, also has a practical knowledge of liquidating, as well as an up-to-date collection system, desires to make a change, and would like to hear from high class company. Can furnish the highest references from manufacturers and bankers. Box 15 Canadian Music Trades Journal, 66-68 West Dundas St., Toronto.

WANTED

Manager for Phonograph Department. A man with organizing ability, and selling experience (with Edison phonographs) preferred. A good proposition will be offered to the party that can show good results. Apply, with full particulars, in confidence, to Layton Bros., 550 St. Catherine St. West, Montreal.

PIANOS WANTED

A dealer with eight years' experience wishes to handle a good line of Pianos. My best year was nearly fifty pianos. Prices must be right. All letters and prices will be kept with the utmost of respect and confidence. Send descriptive cuts or booklets and lowest prices and terms to Box 20 Canadian Music Trades Journal, 66-68 West Dundas Street, Toronto.

BUSINESS FOR SALE

First class piano business in a live town in the Ottawa Valley, including store in centre of business street. Sole agency of several pianos and Victrolas (money makers), well advertised, and good will of business given in free. This is one of the very best known and money making piano businesses in Eastern Ontario. The owner wants to retire, having cleared \$150,000.00 in a few years. This is a snap for any young man who can sell pianos. A small amount of money down will handle this. Terms arranged for balance. For particulars apply to Box 99, "Canadian Music Trades Journal," Toronto. F.M.A.

Pianos Wanted

A firm of Western retailers is in the market for the purchase of fifty pianos. These must be the best possible value for the least money. Reply in the first instance to Box 10 Canadian Music Trades Journal, 66-68 West Dundas St., Toronto.