

**GET THIS FOLDER.**

Five styles of Mendelssohn pianos and players are shown in an attractive little folder issued by the Mendelssohn Piano Co., of Toronto. Two 88-note players are shown, which are made in mahogany only.

The new style cottage piano is one of the five. This is in mahogany or walnut, and being only 4 feet 2½ inches high, is well adapted for use in small apartments, and in fact, is more appropriate in the average home than a larger instrument. Other styles shown are New Style 35, and New Style E. The Mendelssohn Piano Co.'s address is 110 Adelaide St. West.

**HARMONICAS NOT ALL MADE IN GERMANY.**

There is a more or less general impression that Germany is the only source of mouthorgan supply, and which supply has of course been cut off since August, as far as this country or Great Britain and her allies are concerned. There is one plant in the United States, which is now reaping to the full the commercial isolation of Germany.

The National Music String Co., of New Brunswick, N.J., are makers of the "Bell" brand harmonicas. Formerly they were unable to compete in the European markets, but now their goods are being demanded by buyers of the allied nations.

"Tommy Atkins" must have music, even in the trenches, and no instrument is so well adapted for use by the soldier as the familiar mouth organ. The buyers have therefore turned to the United States as producing the only harmonica they will play. Mr. W. McClellan reports that they have been flooded with orders from abroad, having in the past two months received orders from Great Britain alone amounting to over 1,500 gross.

Canadian retailers and jobbers will find the National Musical String Co. ready to give prompt attention to their wants in harmonicas. The National Musical String Co. have also an English branch, located at 11 and 12 Bridgewater, Barbican, London E.C.

**TRADE NEWS.**

Mr. D. J. McCutcheon, manager of the Heintzmann & Co. branch at Calgary, visited headquarters at Toronto recently.

Mr. H. G. Stanton, general manager of the R. S. Williams & Sons Co., Ltd., was among the month's trade visitors in New York.

Mr. Paul J. Stroup, manager of the Universal Music Co., New York, and who has many friends in the Canadian trade, has been serving as a juror in the United States District Court.

Mr. E. C. Thornton, general manager Karn-Morris Piano & Organ Co., Ltd., Woodstock, Ont., was among February out-of-town members of the trade visiting Toronto.

Mr. W. D. Stevenson of the Sherlock-Manning Piano Co., London, when seen by the Journal in Toronto recently, reported continued favorable conditions, with their plant still running full time.

Mr. H. Culverwell, manager of the sheet music and small goods departments of J. J. H. McLean Co., Winnipeg, passed through Toronto recently on his way to New York, having resigned his position in Winnipeg.

Mr. Eri Whaley, head of Whaley, Royce & Co., Ltd.,

Toronto, the well known wholesale musical instrument house and music publishers, was among the Toronto business men selected for service on the Grand Jury.

During the recent performances of "The Yellow Ticket" at the Princess Theatre, Toronto, Howard Russell sang the two popular patriotic songs, "We'll Never Let the Old Flag Fall," and "The Call of the Motherland."

At a recent patriotic concert in Dartmouth, N.S., much applause was evoked by the songs, "Heroes and Gentlemen" (Peskett), "Your King and Country Want You" (Paul Rubens), and "Land of Hope and Glory" (Elgar).

After a January tour of the eight Mason & Risch branches in Ontario, Mr. N. H. Conley was disposed to take a hopeful view of the outlook. He opined that sales more difficult to secure, simply meant greater effort to get them.

Mr. A. M. Barker, proprietor of the "Temple of Music" in Simcoe, Ont., who first opened his warehouses in 1874, after having travelled for nearly six years, states that during that time he has handled forty different makes of pianos.

A neat 4-page circular, devoted to three interesting new songs, "A Heap of Rose Leaves" (Charles Willeby), "Soul of Mine" (Ethel Barnes), and "Wake Up," from "A Calendar of Song" (Montague F. Phillips), is being distributed by Chappell & Co.

Leigh's "Only a Little Box of Soldiers," published by Leonard & Co., which was referred to at some length in a recent issue of the Journal, proves to be "catching on" nicely, it having been selected for appearance on several programmes lately.

At the Toronto warehouses of the Bell Piano & Organ Co., Ltd., the fiftieth anniversary of the firm is being celebrated with a special piano sale. Extra large advertising space in the daily papers brought the sale and instruments offered very effectively before the public.

Frank Stanley is making preparations to vacate his building at 14 Temperance Street, Toronto, and remove to the new place purchased by him last year on Yonge Street. He has delayed his removal until heating plant alterations could be more conveniently effected.

Mr. W. Thorpe, New York, president of the Canadian Vitaphone Co., Ltd., Toronto, visited that firm during the last week of January. Mr. Thorpe stated that his firm would have an interesting announcement to make to the trade in the near future.

In the show window of Thos. Claxton, Ltd., Toronto, hangs a window card that has attracted unusual attention. This is featuring the new Columbia record on which is Bispham's rendering of "It's a Long, Long Way to Tipperary." The card says "John McCormack refused to sing Tipperary because he hates it. David Bispham sings Tipperary because he loves it."

**FORD CAR FOR SALE.**

Five passenger 1914 model, run only 2,010 miles, in best of condition. Extras include cut-out, robe-rail, foot-rail, oil-gauge, dry cells, electric headlights. Is ready to be driven from owner's garage, located less than 50 miles from Toronto. \$500 buys it. For particulars address Canadian Music Trades Journal, 56-8 Agnes St., Toronto.