

About U.S. Organ Exports to Scotland.

Scottish and Canadian Dealer Writes.

Writing from Glasgow, Mr. William Thomson, the large and well-known music dealer of that city, who also has a branch at Vancouver, B.C., takes exception to figures supplied by the United States Department of Trade and Commerce. The figures showing exports of organs to Scotland would indicate that some of the Scottish orders are included in the shipments to England. The figures published in the Journal and referred to by Mr. Thomson were supplied at Washington. Mr. Thomson says:

"On looking over the Journal for April, in which I am very much interested and enjoy very much, getting many good pointers therefrom which sometimes come in handy in business, I was interested in the data of the United States Music Trades Reports, which are certainly interesting.

"Being in Scotland here, I naturally wished to find out where we were, and out of curiosity turned back for the five years the number of organs that we ourselves had imported from the United States, and I find that the number for which I am responsible myself, exceeds by a great deal the total number for Scotland altogether, therefore there must be something wrong with the figures as got by you. Our total imports from the United States (not including what we get from other places and what we manufacture ourselves), comes to something like 200 more than you have given as belonging to Scotland; we must consider the figures given in your papers to be altogether wrong. Probably those who made up the figures got hazy, and began to think that Glasgow was in England, and had added some of the Scottish consignments to the English counties. This, of course, is not of great importance, and is merely a little interesting calculation."

Concerning the trade situation Mr. Thomson said: "Despite the war trade here is keeping up very good indeed, and we are pretty much like the old man who stated that 'he was an old man now and had seen lots of trouble, but the most of it had never happened.' We have always been looking for trouble of some kind or another during the war, but we are pleased to state that up till now trade has been very good indeed, and despite the embargo on importations, not only on pianos and organs, but on the component parts that go to make up the pianos and organs, we have been able to get our supplies pretty well, and keep our stock well up, and I think that applies to most people in the trade.

"Of course, if the embargo continues for very long, there is quite a possibility that we may have a scarcity of instruments after a bit. One great advantage this has done, however, in more ways than one, is that it has shortened the credit. Goods in Great Britain to-day are sold practically by the manufacturers on a cash basis, and in many cases with the smaller manufacturers you have got to send the cash before you get the goods, and incidentally the dealer has got to get the cash to keep that up, which, of course, all goes to make the trade healthier."

Mr. Thomson also refers to the removal of his Vancouver store to one much nearer the centre of the city. "where all things considered, they are doing very well. Of course," said he, "Vancouver has been hit pretty

hard during these last years, and from all the reports that we can get, trade there is not just as good as we would like it to be. However, we are plodding away, and getting what we think is our fair share of it, and just waiting for the time when Vancouver will rise again, when we will be on the spot ready to take advantage of it."

Trade News.

The wedding took place recently of Miss Mildred Heintzman, daughter of Mr. and Mrs. Herman Heintzman, Toronto, to Mr. Arthur S. Edgar of this city.

Mr. E. C. Seythes, vice-president and general manager of the Nordheimer Piano & Music Co., Ltd., Toronto, was among recent Canadian trade visitors in New York.

Mr. Frank Stanley, who spent several weeks in the south recuperating after his long illness has returned to Toronto much improved. Mr. Stanley is at his Island home for the summer and after a thorough rest expects to be back to business with all his old-time vigor.

Mr. Fred. Killer, of Gerhard Heintzman, Ltd., Toronto, was among recent guests at the Clifton, Niagara Falls, where he spent a week recuperating. "A most beautiful spot," remarked Mr. Killer, "if you are not forced to stay indoors because of inclement weather as I was." Trade reports from this house are quite pleasing, the demand being good and collections satisfactory.

In a recent letter to their dealers The Music Supply Co., Toronto, said: "We have just placed the largest order the Columbia Company have ever had in Canada, and we have rented extra warehouse space to accommodate the goods, but judging from the way business is increasing we may not be able to secure enough goods this fall to fill the demand for Columbia Gramophones."

Mr. H. V. Smith of Smith & Smith, North Sydney, N.S., was a May visitor to the factory of the Sherlock-Manning Piano & Organ Co., London. Mr. Smith, who consistently and persistently features Sherlock-Manning lines, is very proud of the fact that he has four sons "doing their bit." Two of them are now overseas, and two others are in training. While at the Sherlock-Manning factory Mr. Smith left a very substantial order.

"Though by no means a pessimist, as my starting in business in war time would show, I am inclined to think that there will be enough men available for all the instruments required this year," said Mr. J. E. Hoare, President of the Cecilian Co., Ltd., Toronto, to the Journal. "In other words there is more danger of overproduction than of underproduction." Speaking of his own firm Mr. Hoare said, "We have been getting splendid results from our work in the country though the weather has continued unfavorable."

"Piano trade with us is particularly good," said Mr. E. C. Thornton, of Woodstock, Ont., general manager Karn-Morris Piano & Organ Co., Ltd., to the Journal. "Our greatest difficulty being to produce the goods on account of the scarcity of skilled mechanics." Mr. Thornton has just closed a contract for a very fine pipe organ to be placed in the Globe Theatre, Queen Street, Toronto. This is being installed under favorable conditions and will undoubtedly be a credit to the makers.