

great mass of the people in music and thus bringing about a desire on their part for a higher form of music, which will find its expression in the artistic piano.

"As to the future of the piano from an artistic standpoint and from a commercial standpoint, I believe that time will bring some great changes. There has not been much accomplished in the development of piano actions since the days of Erard, and the science of acoustics, upon which the sounding-board is based, has not advanced much since the days of Helmholtz. The development of the artistic piano practically stopped with the Centennial Exposition in Philadelphia in 1876, and until people are educated up to the fact that a piano should be built for the ear, not the eye, there will not be much advancement made. There is chance for a big reform in improving the tone quality of pianos, as well as the action, and I believe these will be brought about in time. Perfection in piano construction has by no means been attained, and I believe that the future holds great possibilities for advancement in artistic piano construction."

"The First Seven Years the Worst."

Thus cheerfully writes Pte. W. E. Sparks, formerly in the action regulating room of the Martin-Orme Piano Co., of Ottawa, to his friend Ernest Vernon, who is in the same department.

Pte. Sparks was taken prisoner at the second battle of Ypres, just a year ago, when the Canadians held the line. He had enlisted at the outbreak of the war and went overseas with the Second Battalion, First C. E. F. He is now located in the prison camp at Lichten-



Pte. W. E. Sparks.

horst, Soltan, Hanover, and seems to be in excellent health and spirits. His letter follows:

No. 1 Lager, Barrack 1.

Lichtenhorst.

Soltan, Hanover.

March 25, 1916.

Dear Ernie,—How is the world using you? I received the parcels the boys sent—thank them all very much for me.

We hear the centre block was burned down.

I have a lot to say but if I want this card to reach you, I had better whisper.

Are you still living at Martin-Orme Company Inn? It is a fine place all right.

Well, they say the first seven years is the worst.

Yours sincerely,

Wilf.

Mr. Cromwell Donaldson, accountant for the Martin-Orme Company, also has a brother, Corp. D. L. Don-

aldson, who is a prisoner of while Mr. W. F. C. Devlin, a of the same firm, has a brother lin, overseas in the Royal Flyin

Repossessions Show Sale.

Repossessions, of which there many since the plans and theor. universe were so unceremoniously outbreak of war are a sure test of ability. Sales turned in with considerable by the house without misgiving have cepted by subsequent events. thing but creditable by subsequent events. constant urging of greater volume it is not to dered at that the salesman succumbs to the tempt. to knowingly oversell a customer and load him with a burden of debt that leaves no margin for accidents, doctor's bills, short hours or loss of employment.

One salesmanager attributed at least eighty per cent. of his repossessions to overselling the customer, the knowledge of which at the time was submerged by the optimistic report of the salesman whose ability had never been questioned.

The real salesman who can justly take satisfaction in the business he turns in is the one who can get the price the house demands and terms that will make almost a certainty that there will be no repossession.

"Music" on Mahogany.

Mahogany is without doubt the most valuable timber tree in the American tropics, and meets every requirement for furniture and cabinet making.

It may be safely stated that on an average there are not more than two large mahogany trees to the acre. This peculiarity of the scattered growth of the merchantable trees and the present unsatisfactory and expensive means of transportation are of great disadvantage to mahogany loggers.

Mahogany has a wide range of growth as any other important species with which it associates. The tree produces abundant seeds, and young trees may be seen everywhere in the open forest, which seems to insure the future supply of this timber. It is a fine, straight tree, with a trunk that is cylindrical and comparatively free from branches, except at the top. It is not uncommon to find considerable areas in which the majority of the mature mahogany trees attain heights of from 80 to 160 feet, with good stems from five to six feet in diameter, and from 50 to 70 feet to the first branch. Taking an average, however, a mahogany tree in a good condition and one representing a fair average matured specimen of its kind, would run from 80 to 90 feet in height and from three to five feet in diameter at the base. Under such conditions trees of this size might be expected to be sound and convertible into good marketable timber. The large trees often have a log content of from 3,000 to 10,000 feet. When a tree has attained a diameter of two feet it is considered fit for the axe, but sometimes trees only eighteen inches in diameter are felled.

Mahogany is famed for its indestructible qualities. It is not attacked by teredo or white ants. The weight of the wood when freshly cut is a little over seventy-five pounds per cubic foot, which is reduced to about forty-five or fifty pounds when thoroughly seasoned.

