

A few months ago I took occasion to direct attention to the inefficiency of tuners and their inability to make required adjustments in player pianos. This is a matter which should be followed up, as it is a very important one to every manufacturer of players. Perhaps it might be possible to create a class for instruction in this line at some central point, such as the Toronto Technical School, and make the fact known to tuners, so that they could avail themselves of the opportunity.

I desire to thank the members of the Association for the consideration and support accorded me during my term of office.

KING GEORGE'S MEN.

"King George's Men" is the title of a new swinging patriotic song by Isabel Rutter, a Toronto musician. The words are by that well known writer of verse, Jean Blewett, whose poems are familiar to most Canadians. The song is now being introduced in trade circles by the publishers, Whaley-Royce & Co., Ltd., who have had such a splendid run to date, with Irene Humble's "We're from Canada." The latter song quickly forged its way into the front rank of patriotic songs and continues to be asked for in quantity orders.

Mr. William Moore of the T. Eaton Co's Toronto musical instrument department, is receiving the congratulations of his friends upon his marriage on November 10. Mr. and Mrs. Moore spent some time in New York on their honeymoon.

BRITISH DUTY OF THIRTY-THREE AND ONE-THIRD PERCENT. INJURES CANADIAN TRADE IN MUSICAL INSTRUMENTS.

IN putting into effect a tariff measure of 33 1/3 per cent, it is the opinion of many that the purpose of the British Government is to discourage the purchase of luxuries during the war. Musical instruments are therefore treated as a class of merchandise that can be done without. Obviously, if the Government desired to encourage home manufacture or create a source of revenue the classification would have been somewhat different. So far as the music trades are concerned the finished materials for manufacture are treated the same as the finished article.

Efforts to have the tariff modified in favor of Canada and the other British Colonies have been unsuccessful as have efforts to enter free of duty goods in transit prior to the enactment of the tariff.

Referring specifically to parts "The Pianomaker" of London, England, said: "It was generally assumed that the duty would be charged on the invoice value, so that therefore some surprise was aroused in the trade when when it was found that duty was levied not only on the invoice value, but also on the freight, insurance and other charges. One of our correspondents has pointed out to us that the total import duty on a consignment of sound-boards from America represents 56 1/4 per cent. of the value of the goods."

The outbreak of the war found the British piano manufacturers in what, from this side of the Atlantic, appeared to be a very humiliating position as a result of their own business. They had depended on Germany for supplies, whether because of superior German enter-

prise, English free trade, absence of patriotism, or all three, does not now matter. The fact remains that a serious situation arose for the British piano manufacturers when trade between Germany and England abruptly ceased.

The cutting off of piano and supply imports into England from Germany opened up a prospective market for the Canadian trade and a number of firms with commendable enterprise went after this business. The sudden introduction of the British tariff budget came as a serious blow to the plans of the Canadian houses and to the trade of those firms already established. The organ manufacturers have had an English connection of many years but in the opinion of several firms affected this business will be killed.

A Canadian firm received from its British agents the opinion of the latter expressed as follows: "We are in for a bad time here as the customers are not willing to pay an extra third for their instruments, so it just means the Canadian factories will lose the British trade."

During the British House of Commons debate on the budget as affecting musical instruments Sir Alfred Mond asked the Chancellor of the Exchequer if a preference would be given Canada but was given a negative reply.

Sir Alfred Mond said: "I have had a very strong appeal made to me by a large firm of musical instrument makers in Canada, who want to know what the Dominions have done during this war that a prohibitive duty should be levied upon them, or whether any exemption is going to be made for them. I would suggest to the right hon. gentleman that there is a point well worthy of his attention. It is not unnatural that those who are coming over to fight for us, spending their lives and treasure in the service of the British empire, should find it rather strange that we should exclude their goods from this country for the benefit of home manufacturers."

"The Pianomaker" in commenting upon Canada's interest says: "If the proposals were framed according to the principles of Tariff Reform, a preference would have been granted on musical instruments and parts coming from the Colonies. We have the greatest sympathy for the Canadian manufacturers of musical instruments and parts. Canadians form part of the British Empire, and they feel justly aggrieved that no preference should be given to their products. They may be assured, however, that the time will come when the fiscal position of the British Empire will make due provision for the claims of blood. As we have said before, the import duty is not of protective character, and the Canadians, like the British pianoforte manufacturers, must accept the situation."

It is reported that a number of sheet music publishers in the United States are combining their forces to place a disc talking machine record on the market, similar to the "Little Wonder," and which can be retained at ten cents each.

The Detroit Credit Men's Association has decided to maintain a permanent fund for the prosecution of fraudulent debtors. An expert is to watch the cases before the bankruptcy court and prosecute where the evidence makes it advisable to do so.