

stores having extensive branches in the outports carry fair size stocks, comprising, it is said, the product of some of the most reputable of the various makers on both sides of the water.

According to the customs returns, Canada exported to the colony in 1904 musical instruments to the value of \$4,746. This generally increased to \$6,948 in 1907.

Since then, however, a steady decline is apparent, until at present we find the imports from Canada to have dwindled to \$1,438, while trade with the United States increased. Mr. Nicholson adds that the decrease in trade with the Dominion is attributed, by local dealers, to the higher price asked by the Canadian manufacturer and the uncertainty of prompt delivery, owing to the inadequate carrying facilities from Canadian ports.

The secretary of a certain well known Canadian organ firm, who is known to have at all times a supply of good stories on tap, tells this one to illustrate "why piano dealers drink." This is the substance of a letter said to have been received by a certain music house: "Dear Sir: The pecanay you shipped me sun time ago come duly reed. My, is we souposed too pay the frate

charge on it. Wen we bot this pecanay you claimed to lie it down to me. I want yo two send me as kuick as H— a reecet fer \$2.29 fer same. besyds the kees on sum dont wurk a tall. Is them ivery finger boards. Are dealer heer sed we got beet on this deel. Wer is the thing you set on! Is it cen that box on the pletfurm at the dapo! That box luks two small for it. Yurs truceley, — — — P. S.—Wen you rite tel me how two tune it."

The story of the cornet player who wrote to the music house complaining that the valves were sticking may not be unfamiliar. He was advised that a little saliva applied to the valves would remedy the difficulty, whereupon he immediately wrote for "25 cents worth of saliva."

A souvenir of the German surtax is in the possession of Whaley, Royce & Co., Ltd., in the form of a letter from a customer, who had received an invoice of import goods, and on which "surtax" was charged as a separate item. The customer wrote that he could not find the "surtax," though he had carefully looked through the various packages several times, and he concluded that it had not been shipped.



ICEBOATING ON TORONTO BAY.

From left to right—Madame De Pasquill, Signor Pasquill, Otis C. Dorian, assistant manager Columbia Graphophone Co. in Canada (standing); A. G. Farquharson, Canadian Manager Columbia Graphophone Co.; John A. Sabine, of Music Supply Co., Toronto.

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