

Mr. Wm. Long, who handles Karn-Morris and Evans lines in Toronto, reports 1912 the best year he has ever had, with a scarcity of stock, his only cause for complaint. Mr. Long reports an increase in the proportion of player buyers, which with easier collections he considered an indication of the public's good finances. To regular advertising, with no let up at any time of the year, Mr. Long attributes much of his success in piano retailing.

Mr. S. Herz, of the Nordheimer Piano & Music Co., Ltd., returned to Toronto just before Christmas, after a successful Western trip. As a result of his tour there will be a large increase in the shipments of Nordheimer instruments to the Western Provinces this year.

DEAN OF ENGLISH SHEET MUSIC TRADE.

In the death of Mr. Edwin Ashdown, of London, there passed away one of the veterans in the sheet music business in England. The late Mr. Ashdown, who visited Canada on a couple of occasions, established an agency of his business here in the seventies. This was afterwards taken over by the Anglo-Canadian Music Publishers' Association, Ltd., on the formation of that company in Toronto. A son, Mr. Sidney Ashdown who, with Mr. Percy Ashdown of Boston, and several daughters survive, was at one time manager of the Anglo-Canadian Music Publishers' Association, and on his return to England, was succeeded by the present manager, Mr. John Hanna, who was personally acquainted with the late Mr. Ashdown, and always held him in high esteem. Until about a year ago Mr. Ashdown, who was a recognized authority on music copyrights, was chairman of the Anglo-Canadian Music Publishers' Association here. He was in his eighty-sixth year.

DEFECTIVE PACKING OF ORGANS.

In a report from Auckland, Mr. W. A. Beddoe, Canadian Trade Commissioner for New Zealand, says: "Your Commissioner regrets having to call attention to this subject. One of the largest New Zealand importers of musical instruments, who for many years has distributed a well known Canadian parlor organ, expressed himself in very forcible terms recently. In fact he went so far as to intimate that if he had another experience, he would withdraw his orders and deal elsewhere. An allusion to insufficient packing is made in Weekly Report No. 377, March 15, 1911.

"During 1911 New Zealand imported 498 organs, of which 232 came from Canada. It would appear to be a trade worth encouraging."

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