

Columbia Manager Returns From West.

Mr. Ralph Cabanas, manager of the Canadian division of the Columbia Graphophone Co., has returned to headquarters at Toronto after a six weeks' trip through Western Canada to the Pacific Coast. On this his first trip through Canada's West Mr. Cabanas visited all the large centres and many of the smaller places in order to thoroughly familiarize himself with conditions of doing business and to become acquainted with Columbia dealers.

The vastness of the country, the varied magnificence of the scenery, especially in the Rocky Mountains, and the wonderful engineering accomplishments represented in the railways through the mountains were all points on which Mr. Cabanas is thoroughly enthused. The open-hearted hospitality with which he met and the ready welcome extended as only Western people know how to extend it more than ever convinced him of the wisdom of his coming to this country.

As already stated in these columns the greater part of Mr. Cabanas' life was spent in Mexico where he had large business interests prior to the uprisings there. The climate, scenery and business methods of this country proved a great change but Mr. Cabanas has become a great admirer of Canada and his perspective has given him a splendid appreciation of the natural wealth and great possibilities in the development of the country's resources.

Business in the West Mr. Cabanas reported good with a very noticeable improvement over last year. The wealth resulting from last year's crops has given Grafonola and record business a very material impetus and in British Columbia also there is quite a perceptible advance. In the latter province, especially on Vancouver Island, Mr. Cabanas observed that the war in which Canada is so actively engaged is perhaps taken more seriously and consequently is more depressing. The lumbering industries are experiencing a revival, and this is pleasing to the business interests.

On his return to the factory Mr. Cabanas found everything running smoothly under Mr. Dorian's supervision with a continued increase in orders placed running from eighty per cent. to twice that much. "We have now booked by far the largest fall business we have ever had," concluded Mr. Cabanas.

At a meeting of the Talking Machine Dealers' Association of San Francisco and Bay Counties, held at San Francisco, it was decided to assist in the concerted move of similar associations to urge the Victor Talking Machine Co. to place a definite interest clause in its contracts. Edison contracts already include a clause requiring interest on deferred payment sales.

The Music Supply Co., Toronto, are offering their dealers a store fixture that should be a great convenience and a valuable sales adjunct. This is a multiplex display stand on which to affix the monthly hangers listing new records. There are six swinging frames, on each side of which is inserted a hanger, so that there can always be the last dozen issued on view. The frames swing like the leaves of a book. The stand sells at ten dollars.

U. S. Music Trade Exports and Imports.

Returns showing United States exports and imports in musical instruments for the eight months ended February 29, have been furnished by the Department of Commerce and Labor at Washington.

U. S. imports for eight months ended February 29:

1916	1915	1914
\$368,299	\$887,116	\$1,399,402

U. S. exports for eight months ended February 29:

1916	1915	1914
\$2,196,107	\$1,209,049	\$1,270,442

Piano exports for eight months ended February 29:

	1916	1915	1914
Quantity	5,571	2,535	4,398
Value	\$1,040,370	\$491,475	\$973,513

Organ exports for eight months ended February 29:

	1916	1915	1914
Quantity	2,536	2,376	5,712
Value	\$154,009	\$126,794	\$377,838

Player piano exports for eight months ended February 29:

	1916	1915	1914
Quantity	161	166	803
Value	\$47,091	\$36,860	\$122,762

Perforated music roll exports for eight months ended February 29:

1916	1915
\$35,109	\$47,046

Exports of "all other instruments and parts" for eight months ended February 29:

1916	1915
\$699,974	\$297,278

According to the constitution of the proposed "chamber of commerce" of the United States music industries, there will be seven delegates from each association holding membership in the allied organization.

A resolution pledging the members against sale-breaking was adopted by the Piano Merchants' Association of Indiana. The members are to consider a sale closed when a contract is signed in good faith. The Association is also on record as opposed to fraudulent advertising.

In a Newark, N.J., piano department competition among salesmen is encouraged by the use of a blackboard on which is always posted each man's business for the month. To stimulate sales of the better grades, another board is used to post a record of the instruments each man is selling.

A despatch from California says: "W. M. Macrow, piano manufacturer of Melbourne, Australia, arrived in San Francisco a few days ago with his daughter, Miss Zoe Macrow. He is visiting the United States to buy materials and parts for his factory in Melbourne. He states that as Australia has always been largely dependent upon Germany for its musical instruments and supplies, the war has caused a great shortage, which he hopes to replace by imports from America."