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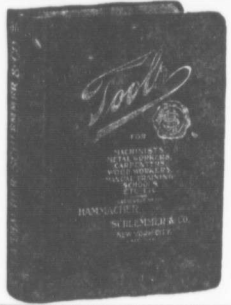
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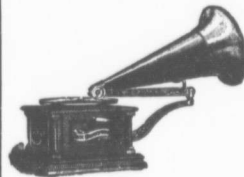
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POT POURRI.

By Baecillus Musica.

Why is it that some conductors of combined choral and orchestral forces cannot give a performance without having to stop their works at least once or twice. Is it an absolute necessity? Does it happen through faulty rehearsing, or does the conductor lose his place? Conductors have been known to lose their place and beat a bar after the performers have ceased to perform. This stopping the chorus and playing to the "grand stand," as it were, should be killed on the spot. It strikes me that the conductor who can pull his wavering forces together and avoid a catastrophe deserves a great deal more credit than the one who brings everything to a standstill while madly glaring at some section of the chorus. This old dodge to gain notoriety should be dispensed with during the coming season. A little consideration for the feelings of the choristers in this matter would be appreciated.

The examinations in music are having a good and far-reaching effect throughout the country. The teachers who for years have been receiving a maximum of pay for a minimum of knowledge are beginning to wake up. They are (through the fixing of a standard by examining bodies) compelled to bid themselves to the teachers who are competent, to receive a thorough and up-to-date musical education. They are beginning to find out that they cannot make a living unless they do brace up and learn to do their work systematically and thoroughly. In music, as in everything else, it will be a survival of the fittest. Those who improve themselves by study and make themselves competent to do good work will receive the lion's share of patronage. Parents are also waking up to the fact that they must have their children thoroughly taught. The day of the teachers whose only qualification is that they can tickle the piano a little is drawing to a close, while on the other hand the teacher who has received a well-rounded musical education is gaining ground on every side.

The University of Toronto is to be congratulated upon the splendid Curricula of Music that has been issued by them. If the University only takes pains to handle the business side of the question with promptness and energy, their most sanguine supporters will be more than gratified. Even at this early stage the University scheme is being copied by other examining bodies. There is no reason why the University of Toronto should not be the leader in things musical as well as in other branches of education. There is no doubt but that the musical profession generally will give it the support that it deserves, and show a just appreciation of the attempt made to put the musical education of the rising generation upon a proper basis.

It would be interesting to have reports from all the associated conductors of the Canadian Cycle of Festivals as to what benefits were derived from the performances given last spring. One question that might be asked is, how many of the choral bodies taking part in that festival now exist? Did all the enthusiasms vanish when Sir Alexander McKenzie left the several localities which he visited? It is well to look into this matter carefully, as it appears that in 1905 we may again be afflicted or blessed by another visitation of a similar kind.

TO MY ADMIRERS.

(Past, Present and Future.)

I have just returned from Italy, having eaten regularly spaghetti for breakfast, which gives elasticity to the vocal cords; macaroni for luncheon, to give the voice that limpid, soppy effect, and for dinner that resourceful product, garlic, not only to strengthen the voice, but to add a power and volume which no other herb can impart. I am therefore in the best of trim to again take up my classes and instruct my pupils in the new Italian method—vocal-gastronomic science, besides the other branches—vocal science, aesthetics and physical culture. Those wishing to try me on the new departure will be charged extra, but my collection of the Italian language will be thrown in free. My studio has been redecorated and several new photographs of lady ad-

mirers added to the already large collection. For New Year's engagement address me in care of my private secretary.

Thanking my patrons for past admiration, I am, yours with a new one,

Will Yoddie Awful.

VOCAL MACHINERY.

Van Clere very wisely says: "Music is a great art, and if one has an unmistakable genius for it he should follow it as a profession; at the same time, let him not make the usual mistake of thinking it everything."

"A mere musician is a poor creature. He should be a man of general culture, and acquainted with men and the world. If he has only a talent for it, let him study it as he does other things, and make it a part of a well-balanced education. Let him have his regular vocation, and add thereto music as an avocation." The vocal machinery is divided into four parts: Firstly, Motive power, or breath. Secondly, The larynx, which forms the tone. Thirdly, The pharynx, which colors the tone. Fourthly, The organs of articulation.

Avoid breathing the upper chest, as many lady singers are apt to do. Breathing diaphragmatically filling the lungs to their full capacity, is the only correct way, which also strengthens and develops the lungs, and also exerts a most salutary influence upon the general health.

Abominable breathing I utterly condemn. The larynx (or Adam's apple) must remain down, no matter how high one sings. It is a sort of cartilaginous box, being open at both ends, and communicates by its lower opening directly with the lungs through the trachea (or windpipe), an elastic tube; the higher opening communicates with the pharynx, and, when we swallow, is closed by a sort of cartilaginous leaf called the epiglottis. The larynx is surmounted by the pharynx, a large cavity which forms the back of the mouth; it is limited behind by a muscular wall, in front by the pillars of the fauces.

The voice must be described and used with reference to its quality or volume and timbre, and not in reference to the number of notes you can sing.

Sing songs and ballads to suit your voice, and make a study of them till they are thoroughly known.

In conclusion, I might say that any singer or musician should avail himself of all opportunities of hearing only the best in music, piano or vocal. We must hear to learn. As an instance of how little some people know about music, although they claim to be authorities on the subject, the following episode is worth relating:

A certain celebrated violinist gave a high-class concert, and among the items on the programme appeared Beethoven's "Moonlight Sonata," which, however, was not played, another totally different selection being substituted. At the close a gentleman remarked to a lady: "The music was very fine, was it not?" "Yes," was the reply; "but I did not care for the execution of the 'Moonlight Sonata.' It was pretty fair; but I have heard it played better." It was not played at all, but she never noticed that important detail. Afterwards one of the leading performers was asked why he did not play that particular piece, and he said: "I have only just found out, by Jove! that I have been playing the programme advertised for to-morrow night, instead of the one for this evening."

She wasn't quite so wise as Willie Washington.

"I am always grateful to my parents for the musical education they gave me," said Willie Washington.

"But you never sing."

"No. Thanks to my thoughtful parents, I know enough about music not to try."

Last, but not least, Oliver Wendell Holmes, in "The Autocrat of the Breakfast Table," inveighed against the deplorable practice of punning, holding up to scorn the man who asks such a question as: "Why is a piano like an onion?" And then hurling after the fleeing listener the words: "Because it's a'mellodious."

Arthur Uvedale.

ALFRED REISENAUER.

Alfred Reisenauer, the pianist, who is to make his first appearance in America the coming season under the management of Henry Wolfsohn, is a German, and forty years old. His reputation is well known to all American musicians, many of whom have heard him play either in England or on the Continent, for, indeed, probably no pianist plays regularly at so many concerts each season as does Reisenauer. His average for many years has been very high, and he is well known in every musical centre of Europe.

His five hundredth concert, given in Russia, was the occasion for a regular musical jubilee. This occurred in 1894. Since that time Reisenauer has given an additional two hundred concerts, or a total of seven hundred in the land of the Czar, which undoubtedly is the record for Russia. He has played often with the various orchestras of Europe, although perhaps it is as a recital pianist that Mr. Reisenauer is at his very best. He usually gives a series of three or four piano recitals in the most prominent cities of Europe each season.

Reisenauer, who is a bachelor, is living at the present time in Leipzig, where he has a home filled with many works of art, curious and mementos of his artistic life and of the great giants of the musical past. Naturally, there are many reminders of Liszt, who was his teacher, and whose music he plays much and with great distinction. Reisenauer, however, is not a Liszt specialist, although he undoubtedly is the greatest exponent of that master's works. He plays the compositions of Beethoven, Schumann and Chopin with equal ability; in fact, it is hard to say in what style of music he appears to best advantage, as his repertoire includes everything in the classic literature of the piano.

His last musical season was finished at London, where in May he was the pianist at the Beethoven Festival. Under the direction of Weingartner he played the Beethoven Concertos, and the piano part in the Choral Symphony.

Reisenauer has spent his summer at Helsingfors in Finland. He will play solely in Germany from the opening of the season until Christmas, when he departs for America. His appearance in this country will be one of the most notable musical events of recent years, as it will give the public a chance to hear for the first time the last of the very great living pianists.

BASCOM HEINTZMAN.

The marriage of Miss Emily Gerhard Heintzman, oldest daughter of Mr. and Mrs. Gerhard Heintzman, and Mr. John M. Bascom was one of Toronto's early October events. Miss Heintzman will be remembered as having made a great hit on her debut as a contralto two years ago, and it is a pity that through her marriage the public should lose a musician of so much promise. Mr. Bascom is a young man, highly thought of in business circles, and is the recipient of much congratulation. The wedding took place at the Toronto German Lutheran Church, Mr. Mueller officiating. The bride was given away by her father, and was attended by her sister, Miss Nella Gerhard Heintzman, Miss Jean Donne and her youngest sister, Miss Cornelia Gerhard Heintzman. The best man was Mr. E. Powell, of Bishop Ridley College. The ushers were Mr. Fred Killer, uncle of the bride; Mr. R. Bonsall, Dr. Wales, of Brancebridge, and Dr. Frankenstein, of Buffalo. The wedding reception was held at the bride's parents' home, Tannenheim, Bloor street. In the case of two such popular young people the presents of course were many and valuable.

CLEF CLUB.

At the annual meeting of the Clef Club of Toronto, held in McConkey's, October 8th, the following officers were elected. President, Mr. A. T. Oringan; Vice-President, Mr. Rechal Tandy; Secretary, Mr. H. S. Saunders; Treasurer, Mr. Edmund Hardy; Executive Committee, Messrs. W. E. Fainough, F. S. Welsman and F. E. Blachford; Auditors, Mr. J. D. A. Tripp and Dr. Anger. There was a large attendance, and a pleasant musical evening was spent.

BROCKVILLE TO TORONTO.

Mr. W. Spencer Jones, impresario, concert director, organist and accompanist, has removed his headquarters from Brockville to 35 Walker avenue, Toronto, where he will be in a better position to carry on his increasing business as a concert manager. He takes out Mr. Harold Jarvis and Mr. Owen Smiley to tour Eastern Ontario and the Maritime Provinces in November and December. He also has a number of other excellent artists, of whom we will make announcements from time to time.

A LADY MUSICAL DOCTOR.

Miss Eva Taylor, Mus. Bac., the gifted organist of St. James' Church, London, Ont., has just received the degree of Doctor of Music at Trinity University, Toronto. This is the first time such a high honor has been conferred upon a lady in Canada. There is in England one lady holding the degree, a Miss Patterson. Miss Taylor is to be congratulated on her success and the great distinction she has achieved in her chosen studies.

BANDMASTER LOSSES.

Chatham, Ont., Oct. 14.—The jury in the libel suit of Philip v. *The Planet*, returned a verdict of "no libel." *The Planet* published a report of the meeting of the officers of the 24th Kent Regiment, held after the band trouble in the regiment, with the band was dismissed. K. C. Philip, leader of the band, complained that the article in question reflected upon him.

KILLIN-KEOUGH CONCERTS.

Tour 1903-4.

No concert singers now before the Canadian public have met with more favor, had more complimentary things said about their work than Mrs. Alice Killin-Keough, coloratura soprano, and James Potter Keough, basso, of New York city. With a pianist and entertainer they are available for concerts this season. Mrs. Killin-Keough has had the highest musical advantages America affords, and her repertoire includes the greatest arias and songs written. Her voice is clear and brilliant in the floral operatic work, and for beauty of tone and enduring power it is remarkable. She sings with a faultless method and is equally successful with oratorio and ballad selections. Natural grace and perfection of physique give charm to her work in the lyric scenes, which she gives in costume, with traditional acting.

Mr. Keough has a bass voice of very low range, and its flexibility and mellow quality are much admired. His collection of ballads and songs, old and new, is most interesting.

The duet singing of Mr. and Mrs. Killin-Keough is very popular. Besides the more elaborate compositions, they have made special duet arrangements of simple folk songs, which they sing with marvellous success.

The educationist, Miss Anna Hobart Terry, is a graduate of the New England Conservatory of Boston, and is especially noted in high class humorous selections, as well as in the more dramatic style.

Alice Killin-Keough.—"Her voice is of the quality and range admirably suited to coloratura. Mme. Keough sang an aria and was compelled to respond to a hearty encore."—*American Art Journal*.

"Has the advantage of having a clear soprano voice of great range, and she vocalizes admirably."—*Enlightenment of New York*, Director of the Gnomed Society of New Haven, Conn.

"The possessor of one of the most superbly cultivated soprano voices ever heard in this city, and every person who heard her last night was simply enraptured by the beauty and flute-like quality of her voice."—*Quebec Chronicle*.

"Alice Killin-Keough sang and acted excellently. Her style of vocalization and acting conforms to the methods accepted in the critical circles where opera is presented ideally, and it is a pleasure and a delightful privilege to hear her."—*The British Whig*, Kingston.

James Potter Keough.—"Gave a splendid interpretation of the bass solo parts in Weber's 'Jubilee' Cantata."—*Mail and Express*, New York.

"Mr. Keough has a great gift for singing good English, besides possessing a noble voice."—*Continent Observer*.

"Simple as the music was, its artistic rendition shows Mr. Keough to be an artist of high order."—*Peterborough Examiner*.

Miss Anna Hobart Terry.—"She was at her best in humorous numbers in which she displayed considerable versatility and power of imitation."—*Peterborough Examiner*.

"At the Ontario Ladies' College concert in the Grand Opera House, Miss Terry was recalled again and again."—*Whitby Key-note*.

"I have no hesitancy in saying that any committee or organization wishing a first class concert, will be highly delighted with Mr. and Mrs. Killin-Keough."—W. Spencer Jones, Brockville, Manager of Artists' Tours.

The company are filling many dates in Central and Western Ontario, and have a few open dates till New Year, after which they are booked strong through to the Maritime Provinces. For open dates, circulars, etc., address their temporary Canadian address, Box 838, Peterboro, Ont., or Canadian Music Journal.

Miss Maud L. Brown, an excellent accompanist and piano soloist, is also with these artists, and has everywhere won for herself merited favor for the manner in which she performs her duties in their varied program.

Bloor Street Baptist Church choir leader and organ positions are open.

A talented organist is seeking an organ in or near Toronto. Particulars at this office.

Miss Josephine Egan, of Hamilton, the well-known accompanist, will spend two days a week in Toronto during the season, and may, perhaps, locate permanently here. Her studio for the time being will be at 50 Grange avenue, the residence of Conductor Frank Jennings, of the Grand Opera House orchestra. Miss Egan is one of the few good accompanists of Hamilton, and will be a welcome addition to this city, which has a dearth of good players.

Albert College, Belleville, has recently added a new pipe organ.

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MELBA IN TORONTO.

The audience which greeted Mme. Melba at Massey Hall Thanksgiving night was most enthusiastic and she was showered with flowers and applause. The programme and support were of the highest character and deeply appreciated. The *piece de resistance* was the mad scene from "Lucia di Lammermoor" with flute obligato; this to the ordinary audience is but a means to exhibit virtuosity and vocal manipulation than valued for its dramatic worth. Madame's voice colored by every mood, technique and manner, gave it a truly dramatic rendering, as few singers could do (despite the fact that she is not considered a dramatic soprano), working up to the climaxes, and throughout making no false step or wrong interpretation. She was also at her best in the Ophelia aria from Thomas' "Hamlet." Her other programme numbers were Tosti's "Serenata" and Hahn's "Si Mes Vras." One of her encores was "Coming Through the Rye," which greatly pleased the audience.

Elison Van Hoose, considered one of America's best tenors, was an able support. His rendition of "Celeste Aida" displayed his rich tenor to advantage. Mr. Gilbert, baritone, heard here with Grau's company, was well received in his numbers, including "Plaisir d'amour," Martini. The flutist, Mr. North, the harpist Signorina Susoshi, and the pianist Miss Llewella Davies, were all talented artists.



MISS EMILY SELWAY, CONTRALTO.

PRESS NOTICES.

"Miss Selway, contralto of Toronto, won great praise. Many critics have accorded her first place in the ranks of Canadian contraltos. She possesses a voice of rare power and sweetness."—Ottawa Evening Journal.

"Miss Selway, of Toronto, sang Mendelssohn's 'O Rest in the Lord,' as a solo in St. Andrew's on Sunday evening last, and fairly captivated the large congregation with her rich contralto voice and clear pronunciation. Miss Selway possesses a voice of rare merit and is a vocalist of the first rank."—Mitchell Recorder.

"Miss Selway has a full, rich contralto voice, as full of soul as it is of melody, and all her numbers were enthusiastically received."—Mitchell Recorder.

Miss Margaret McCoy, of Hamilton, has been appointed soprano soloist at Dundas Street Methodist Church, resigning her position in Knox Church, Hamilton. Mrs. Clyde Green has been offered the vacancy.

WITMARK'S NEW SONGS RECEIVED.

"As the Ivy Loves the Oak," by Charles Noel Douglas and John F. Bratton. This is a ballad for a baritone or bass soloist, and is one of the most popular of this season's hits.

"You, You, You," by E. H. Pendleton. This song, with its haunting and catchy refrain, was introduced by Templer Saxe in the "Sultan of Sulu" last season, and has been growing in popularity ever since.

"Dear Rosalie," by Standish and Silverberg. A ballad of great simplicity and beauty. The words are well fitted to the music, and it is eminently singable.

"The Star Dreamer," by Theodore Bendix. This is an Oriental serenade, which has caught the true atmosphere of the mystic East.

"Palmetto," by Howard Whitney. Another characteristic composition by the composer of "A Lucky Duck," "The Mosquitoes' Parade," etc. Its rhythm is as stately and graceful as the southern tree for which it is named.

"Love's Yearning," by Harry Patterson Hopkins. Mr. Hopkins is essentially a writer of love stories interpreted by music. His work is full of sentiment and emotion. "Love's Yearning" is a fine example of his best work.

University of Toronto

LOCAL EXAMINATIONS IN MUSIC

The examinations in Theory will be held at the LOCAL CENTRES on Tuesday, December 28th, and the PRACTICAL EXAMINATIONS will be held in Toronto only at the University Main Building, December 30th and 31st. ❦ ❦ ❦ ❦ ❦ ❦ ❦

Application forms for these examinations may be obtained from the Registrar, University of Toronto, and should be returned with the fee not later than November 28th, 1903. ❦ ❦

JAMES BREBNER,

Registrar.

THE JOURNAL

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MONTREAL.

We are getting well into the musical season, and concerts are coming fast and thick. The Arena, so far, has captured all the big events, among which are the Coldstream Guards' Band, Melba and Patti. Big things, of course, must go to the Arena, even though the acoustic principles are bad.

A new departure this season will be the transferring of the Symphony orchestral concerts from Windsor Hall to the Academy of Music. Mr. Goulet is giving Montreal another chance this season, for if last year's losses were repeated we will have a very poor opinion of the metropolis as a music-loving people.

The Coldstream Guards' Band, England's finest, played to four large audiences at the Arena, Sept. 26th and 28th. The ensemble of the band is perfect, and they played not only heavy numbers like Tchaikovsky's "1812" and Rossini's "William Tell," but dainty and popular airs (Souza's included), which more than delighted their audiences.

The Brahms School of Music, of Point Saint Charles, reopened its doors September 1st for the season with a much larger number of pupils than on any previous opening. Mr. Picard, the director, tells me that this year looks very promising.

Mr. Stewart Houston has secured by special arrangement to have Mme. Melba make her first appearance on this side of the water in Canada. Mr. C. F. Ellis, her manager, decided to let the diva appear at the Arena, Oct. 13th. After her performance she immediately started for Toronto, where she delighted two large and enthusiastic Thanksgiving Day audiences.

The Montreal Conservatory of Music, 938 and 940 Dorchester street, which has grown rapidly under the direction of Mr. C. E. Siefert, has opened a branch at Westmount. A suite of studios has been taken in the Victoria Hall building, where pupils resident of Westmount will receive the same attention as those attending the Conservatory in town.

The choir committee of the American Presbyterian Church of this city has secured the services of Miss Cleopatra Varney, of Portland, Maine. Many singers were tried, but on hearing Miss Varney the committee immediately engaged her. She commences work at once.

The ladies of the Samaritan Hospital intend holding a concert in the Art Gallery about the first week in November. The affair is in charge of Mr. F. H. Blair, and some of Montreal's best talent will appear on the long programme.

On October 1st a large audience attended the concert at St. Luke's Church. The duet, "All Love Excelling," was excellently sung by Miss Marie Hollishead and Mr. J. C. Barlow. This, with the organ solos by Mr. E. A. Hilton, were the features of the evening. Two anthems were rendered with artistic effort by the choir.

Miss Eva M. Smith has gone to Ottawa to assist at the recital given by Mr. Ernest Whyte, where she will sing a group of the composer's songs.

Word was received in the city Sept. 23rd of the sudden death in Wilkesbarre, Pa., of Miss Sadie Dowling. She was for several years one of Montreal's leading contraltos. Previous to adopting the theatrical profession early last year Miss Dowling was a prime favorite of the Sunday concerts at Her Majesty's Theatre. She was also a leading soloist in the choir of the Church of St. Anthony.

The principals of the Royal Academy of Music and the Royal College of Music, London, England, together with McGill University, have appointed Mr. C. A. E. Harris Director of Examinations in Music to the Associated Board in Canada.

One of the most interesting organ recitals which have been given in Montreal for some years was that at the Church of St. James the Apostle, Sept. 17th. Mr. Lynwood Farnam, of Durham, Que., holder of the Strathcona scholarship of the Royal College of Music, London, England, was the organist. Mr. Farnam is but eighteen years of age, but has a wonderful technique, that it is little wonder that he attracted those present. The numbers by the choir, accompanied by the church's organist, Mr. J. H. Lauer, were given in excellent style, while the solos of Miss Marie Hollishead and Mr. Pemberton were sung very effectively.

The concert by the Canadian artists at the Grand works, at Windsor Hall, Oct. 1st, was attended by a large audience. The programme, though lengthy, was well managed. Mr. Lamoureux sang "Tristesse," while "La Mer" was well rendered by Mr. Remi Tremblay. Mr. Lebel was unexcelled in "Chansons Canadiennes." Mr. Gustave Labelle was excellent in his work on the cello. Mlle. C. Marrier sang Mr. Létourneau's famous song, "To St. Cecilia," very impressively. Mr. Joseph Sauter sang "Sans Toi" in such a delightful manner it was easily proven that his

two years in Paris have done wonders for his voice. The programme was ended by the entire chorus singing "Patrie," which received unlimited applause. Mme. Joseph Sauter and Mr. Alfred Laliberté were awarded great praise for their clever accompaniments.

Mrs. Richardson, L.R.A.M., one of London's most prominent pianists and teachers, is a welcome new-comer, arriving here last month. She will reside at 103 Union avenue.

Mr. W. Spencer Jones, concert director and manager of high-class artists, spent a few days here.

The news of the marriage this summer of Dr. Wesley Mills, of Montreal, to Madame Benda, a well-known opera singer, was heard with much interest by his many friends in Montreal. Dr. Wesley Mills, besides being a writer, lecturer and a lover of animals, is a lover of music, and his wife is a lady who has made a success in her musical career. Mrs. Mills is known professionally as Madame Benda, being a native of Bendigo, Australia. After attaining distinction in her native land on the concert and operatic stage, she left for Europe for further study. She spent some years of work in opera in Germany, and then proceeded to London, where she added oratorios in English to her repertoire.

Dr. Mills, after spending the summer in professional work in Germany, is expected to arrive shortly by the Tunisian. Madame Benda is obliged to remain in Europe for the present to fill engagements, but it is hoped that she will be heard in Montreal during the coming winter.

The first social evening of the Calcedonian Society will be held at Karn Hall on Friday evening, Oct. 16. A complete programme of Scottish song and dancing will be rendered.

Prof. W. Pabst left for his country home in the Adirondacks to spend the winter. While there he will devote his time to the compilation of text books on music.

The Montreal Typographical Union will render a grand concert at the Old Fellows' Chambers, 1863 Notre Dame street, on Saturday evening, Oct. 24. The best talent will be secured to appear on the programme.

On Friday evening, Oct. 9, the residents of St. Henri enjoyed the successful concert given by the St. Henri Methodist Church. The event took place in the City Hall, and was presided over by the Rev. James Larson, in the absence, through illness, of the Mayor. The programme was very entertaining. Among the entertainers were the famous slight-of-hand artist, Prof. Lunskall; Miss Audrey Bennett sang a solo very impressively, and the violin solo rendered by Miss Crane was excellent.

The renowned Professors Oeiller and D'Amalns have opened their large studio at 2486 St. Catherine street, with a large number of pupils. The professors, assisted by some of their pupils, will give a large concert at Karn Hall November 5th. Professor Oeiller told me that this season looks very promising, and I am quite sure with the ability they possess they will undoubtedly be welcome to Montreal.

F. A. V.

NEW ORGANS.

The congregation of Cambridge Street Methodist Church, Lindsay, have just had their organ enlarged, re-voiced and rebuilt. Several of the stops extending in the old organ to tenor C are now carried through and a sixteen open drapason with several new metal stops added, raising the number to twenty-one. The pedal organ is on the tubular pneumatic principle in its most improved form. This work has been most satisfactorily performed by Breckels & Matthews, of Toronto, who in addition to their reputation as builders of new organs (of which they have four at present in progress) have no less fame as reconstructors and renovators of old organs.

It is with much pleasure they announce the erection of a two-manual pipe organ in the residence of E. Leadley, Esq., of 161 Robert street, Toronto. This instrument, which contains all the latest and most improved mechanical and pneumatic arrangements. It is enclosed in a beautiful mahogany finished case, ornamented with artistic hand-carving and decorated in harmony with the furniture of the apartment, and has been pronounced by experts who have tested it as the finest specimen of its kind in Toronto. Breckels & Matthews deserve infinite credit for the splendid instrument produced by them and into which they have incorporated their latest improvements in construction.

By New Year's Day the above firm will have a two-manual pipe organ installed in St. Paul's (Angl.), Church at Lachine, Que. They have under way a similar organ for St. Augustine's (Angl.) Church, Toronto. Their work in hand now will run well up to \$15,000.

A most successful service was the harvest home at New St. Paul's Church, Woodstock, Ont., Oct. 11th, and the church was better filled than it has been for many weeks of late. Some of the solos were rendered by the choir, which, time being limited, has been putting in extra practice last week, and the anthem, "I will feed my flock," in which Mr. Harry Sykes sang the solo portion, was greatly appreciated. Many thanks are due to Mr. Sykes and Miss Finkle for their services in preparing the choir during the past week, and to Mrs. Gardner Harvey, organist of St. George's Church, Guelph, who so cleverly played the organ.

✓
Farnam's organ



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Mr. Harry Field, the eminent Canadian pianist and teacher, who has written many interesting letters for CANADIAN MUSIC JOURNAL, has removed his studio in Leipzig from the Grassi Strasse to 28 Süss Platz. He will have a budget of German news from him next month, which will be of interest to his many friends and our many readers.

"The good teacher of voice who cannot sing is not a rarity, but the teacher of piano who has never in years been heard in any way in public is one who has long puzzled us as to how he does it. One would think that even at his pupils' recitals he would play a second piano, but not he refrains from wasting his fragrance on the desert air." The above is a clipping from *Journard's Musical World*. How true is it of some we could mention!

Mr. Stewart Houston has turned Massey Hall from a music hall into a theatre to present the XVth century morality play "Everyman" this week. It is a most instructive play and one that should appeal to all minds of intellect. Whether it will prove a financial success will be seen later. We doubt it. Toronto's taste is not for such plays; comic opera, or rather its substitute spectacular opera, is more to their liking.

The University of Toronto, the only Canadian state institution holding examinations in music, will make a departure by holding examinations at Christmas as well as in June. Examinations in theory will be held in the local centres on December 28th, while the practical examinations will take place in Toronto only in the main building of the University on December 30th and 31st. Application forms may be had from the registrar, and applications accompanied by fees should be in his hands before November 28th.

What would the comic singer do without the fall fair. He is just back from his triumphs in Squash Centre and Jones' Corners. He is a ray of sunshine to the rustic heart. He is the admired of the many as he struts around the fair grounds in his actor clothes and city airs. The belle of the village sits near the front row at the concert and smirks as he marks her for his attentions in one of his many songs. The baritone or the tenor, though encored again and again, are but side issues to "that funny feller." What is the country fall fair without him?

We had occasion to call the attention of our thousands of readers to the unprofessional actions of one of our advertisers. Naturally, we lost his patronage—eight dollars per year. That year we went without swordfish on Fridays. A friend took up the cudgels, withdrew his twelve dollars per annum, and again we had to curtail. This time we had to cut off our allowance to the fund for the promotion of Wagner music on Pullman cars. A third defender hereof us of part of our income. We saw starvation staring us in the face. Here was six dollars slipping from our avaricious paw. What's to do? Where to turn? All was blank. To keep even there must be another cut in expenses: this time our annual contribution to the School of Cake Walk Music had to go by the board. But, strange to say, the matiny in the rains stopped, new volunteers enrolled, advertising space began to crowd onto free notices, the pages had to be lengthened, and now we have reduced the size in type, so that we give half as much more reading matter as we did before the recession. We went back to our luxurious mode of living and philanthropic spendthriftness, and have lost sight of those who wandered from the fold. We might say that we were highly complimented on the fearless stand we took in the matter.

L'affaire de Humbert caused France and the world no more sensation than a concert manager and booking agency has to many concert companies and artists in Canada and the United States. Mme. Humbert sheared the shysters only; the institution referred

to left trusting trouper strangled, and impetuous entertainers sent he empty away. A family of clever musicians, and all of them ladies of gentle breeding, were left without a copper in a northern town, and got away only by the kindness of the summer resort visitors, who got up a benefit concert for them. The person at the head of such an agency is worse than a professional burglar, for your doors and windows are locked against him. But this man, under the habit of honesty, leads you to an audienceless hall and an unpaid hotel bill. How well does that classic from the "Gay New York" strike one with the miles to home lying between alternating parallels of rails, with the ties between to punctuate your ponderings on the vanity of this vale of void: its fourteen miles from Schenectady to Troy. You'll have to bear in mind that, my boy; and when you get to Troy it's a stars long walk to the gay Rialto in New York.

It has been proven that the only way a concert company can be successfully conducted in Canada is by a man of reputable integrity, who not only books the engagements, but who goes ahead of his attraction, and either sells it outright to a local committee or works up enough advance sale to clear expenses. Men whom we can confidently recommend to the public's entertainers are such men as Mr. W. Spencer Jones and Mr. Wm. Campbell, both of whom have had successful careers in handling some of the world's best artists, as well as many of local fame.

Our Montreal correspondent informs us that the invincible C. A. E. Harris has been appointed Director of Examinations in Music for the Associated Board in Canada. Mr. Harris was seen three weeks ago in Winnipeg by a gentleman who is much opposed to the uninvited attentions of the Associated Board to Canada. He was told by Mr. Harris that he was only out on a hunting trip, but we have great doubts as to his veracity. Mr. Harris will not allow green verdure to accumulate under his feet with the risk of promoting the interests of the English institution before him. Or maybe it is that this impresario is again about to foist his feast of music upon us heighthed Canadians. We would not be surprised to read in the Winnipeg papers that Mr. A. S. Vogt's services had been secured to conduct a chorus. This statement appeared in the Winnipeg dailies last season without the semblance of truth, as Mr. Vogt positively refused to have anything to do with his "old methods." The first thing Mr. C. A. E. would know is that he will be seriously disliked. He or someone else has invaded the University of McGill to be the catspaw in Canada of the Associated Board. An educational institution with the status of McGill has no right to play a second fiddle to the English schools of music. Montreal has plenty of musicians fully capable of examining candidates and intelligently granting certificates. Let her break away from the English body and stand shoulder to shoulder with the Toronto University to establish our own examinations. Should we not have enough capable men in Canada as examiners, import some, and keep them here. Canada has struck out for herself in many things, why not in music?

A contralto in Montreal will not sing for anybody for less than \$100. She is soloist in a leading church at a salary of \$1,000 per year, equal to about \$30 per Sunday. There is not a church singer in Toronto who gets one-quarter of that salary, nor is there a soloist, male or female, who would not fall in a fit were they offered \$50 for one concert in Toronto.

Why is this? Because, dear reader, the musicians of this city have no respect for themselves. They are too eager to appear before the public at any price. Concert managers, committees and churches all know this, and therefore offer a mere pittance for a singer's services. Singers sing for less to a Toronto audience than they do for a backwoods "bun fight." Surely our city concert halls are patronized by a more critical class, and the box office receipts are larger than at country concerts. Thus the artists should be paid a higher figure, not a smaller one. The profession is fast losing caste. No wonder our musical societies import soloists, sometimes inferior to home talent, in preference to the local product, who have killed themselves by cheapness.

Where do concert managers get these infantile prodigies seen so much with good organizations? The Coldstream Guards' Band, than which no better band has played in Canada, had in Miss Howard a singer with little license to sing at all, not alone to appear with such an organization. This is only one case in point. There are many others. In some cases Canadian vocal and instrumental societies have gone outside of their own ranks and cities to import some soloist, a friend of the director or financier of the concerts, in preference to the most worthy of soloists within their own gates. Canada is always willing and eager to hear the world's greatest musicians, and nowhere outside of such cities as New York, Philadelphia and Boston are they received with greater enthusiasm, but we seriously object to have second-raters trotted out as the number one article.

Miss Jennie E. Williams, of Toronto, sailed from New York at the beginning of September to spend the winter in London and Paris, where she intends to continue her studies in singing, and will not return till the opening of the season next year.

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INGERSOLL ORGANIST.

The first of a series of organ recitals announced to be given by Charles J. Newman, organist of St. James' Church, Ingersoll, was given in the church Sept. 21st. Mr. Newman was assisted by Miss Ada Graham, of Ingersoll, vocalist, and Miss Una McKim, violinist.

Miss Graham's sweet and powerful voice was heard to much advantage in her respective numbers, and her Ingersoll friends will watch her musical progress with the kindest interest. It is enough to say that many present expressed their regrets that Miss Graham could not be persuaded to become a permanent resident.

Miss McKim, whose reappearance in public is to all music lovers a matter of congratulation, showed that she had lost none of her powers of charm and notwithstanding the fact that this young lady has by no means entirely recovered from the accident which has deprived the public of her services for over a year, she played in every way delightful.

Mr. Newman, who, of course, was responsible for the whole programme, is to be congratulated on a premier success d'estime and doubtless his next recital will be even more largely attended.

The "Pilgrim's Chorus" march from Wagner's Tannhauser was substituted for Elgar's Imperial march by special request. It was played by Miss McKim and Mr. Newman with great verve and steadiness.

SCOTTISH STARS COMING.

On October 30th Montreal will welcome for the first time in Canada Mr. William Campbell's quartette of Scottish stars, engaged by him on his trip to Scotland this summer. The company comprises: Mr. McKenzie Murdoch, violinist; Mr. George Bell, tenor; Mr. Harry Munroe, comedian, and Mr. A. L. Murdoch, pianist and accompanist. After Montreal they will appear at the Sons of Scotland concert in Massey Hall, Toronto, November 2nd. Here they will be joined by Mrs. Flora McIvor-Craig for a six weeks' tour in the lower provinces and Newfoundland. Their open dates in Western Canada are after the middle of December, though several dates have been closed for December and January, including a night with the Caledonian Society of Toronto, and St. Andrew's Society, of London, and the St. Andrew's Society of Detroit. Other dates are being arranged by Mr. Campbell for Canada and the United States, and they will not leave for home much before May. Mr. Campbell has a great number of artists in his Canadian Musical Bureau and a card to his address, Confederation Life Building, Toronto, will get you one of his illustrated booklets.

MR. BURNETT'S RECITAL.

A vocal recital will be given at the Toronto College of Music, 12-14 Pembroke street, on Thursday evening, October 22nd, by Sebastian H. Burnett of the college staff. Mr. Burnett has sung in many of the leading cities of the United States and has been given good press notices. He comes highly recommended as a vocalist. He will be heard in selections by D'Hardelot, Handel, Schubert and Bizet. He will be assisted in piano and violin numbers by Miss Florence Turner and P. C. Smith. Miss Ethel Husband, Mrs. Bac, will be accompanist. Invitations may be obtained upon application to the college on Pembroke street, or the west end branch.

Mr. O. B. Dorland has resigned his position as soloist at the Toronto Metropolitan Church.

Miss Elda Flett, of 244 Avenue road, soprano soloist, whose initial appearance in concert work in Toronto was last year, is booking engagements for the coming season. She has a mezzo soprano voice of exceptional sweetness, and her press notices are very flattering. Miss Flett, besides being a singer, has a city class in piano, and is a creditable accompanist.

Mr. Clarence Bull sang in Buffalo on the 6th inst. at a society concert, and met with great success. He has been studying all summer with Herr Chalaupka, and his voice has improved much in volume and sweetness. He is forming a class of pupils in Buffalo, and is a welcome addition to Buffalo's musical circles. That city has less good singers than any other city of its size in America, but they are always appreciative of a good voice, and Mr. Bull's success there is assured.

Henry M. Blossom, Jr., and Alfred G. Robyn's new musical comedy, "The Yankee Consul," under the direction of Henry Savage, had a pronounced success on its premiere in Boston. This was not to be wondered at, for Mr. Blossom as the author of "Checkers" and other clever fiction was expected to turn out a fine and entertaining book, while Alfred G. Robyn since his famous song, "Answer," made such a hit, has long been looked to for the composition of musical work far above the average. The collaboration of these two clever young men has been most happy for them and the public.

Mr. Harold Doekray Phillips, organist, is a recent addition to the Toronto Junction College of Music.

NEW SINGING SOCIETY.

The Sherlock Vocal Society of Toronto now numbers 170 voices, but there is a vacancy for thirty more, principally tenor and alto. Applications should be sent into the secretary, Mr. H. B. Golley, 16 Wilton Crescent, or to Mr. Sherlock at his studio at Nordheimer's. The society is rehearsing every Tuesday evening and making great progress. The works they will produce will be announced later.

SCHOLARSHIPS.

The Toronto College of Music will give a number of partial scholarships in piano, voice and violin early in November. These scholarships are good for one year. Among the teachers offering vocal scholarships are Mr. Sebastian, H. Burnett and Miss Florence Graham. Applications may be sent to the secretary, Mr. Tilley, 12-14 Pembroke street, or the west end branch, corner College and Spadina, not later than October 24th.

TORONTO FESTIVAL CHORUS.

Nearly every member of the Festival Chorus, Dr. F. H. Torrington, conductor, was present at the general rehearsal in the Metropolitan Church, Tuesday evening, October 13th. The choruses worked together excellently. Mendelssohn's "Hymn of Praise" and Handel's "Messiah" are the work in preparation, and the chorus and conductor expect to do great things.



Another one of Mr. A. S. Vogt's pupils has been appointed to a good position, Miss Ethel E. Dwyer being the new organist at the new Richmond Methodist Church, McNeal street, Toronto.

Mr. Geo. F. Smedley, the leading Canadian banjo, guitar and mandolin soloist and teacher, has been filling a great many concert dates of late, with bookings well into the season. His classes are by no means neglected, but growing in size. His annual local concert is looked forward to by the lovers of the above instruments.

Miss Nora Kathleen Jackson, voice specialist, has opened a studio at Nordheimer's, Toronto.

Mr. J. F. Johnstone, C.M., has his studio at 269 College street, Toronto, where he teaches piano, singing, theory and harmony.

Mrs. J. Mendie Swanson, of the Royal Academy of Music, London, has her studio at 12 Carlton street, where she is prepared to accept pupils in piano and theory lessons. She is open for concert accompaniments, etc.

Mr. Bernice Parker, M.E.L., elocutionist and teacher, has opened a studio at 572 Jarvis street, Toronto. He will accept concert engagements.

At the last practice of the Toronto Male Chorus Club a bronze statue of Narcissus was presented to the president, Mr. J. Haydn Horsey, who married Miss Amy Louise Laing on the 14th inst. Mr. C. A. Ross, vice-president, made the presentation, and Mr. R. S. Gourlay also spoke.

The Palmer piano is now being handled by the R. S. Williams & Sons Co. Mr. Giles has thus added another influential dealer to his long list.

Mr. H. M. Casack, violin-maker, is exceptionally busy, and has turned out some very fine instruments. He has had some very rare old instruments under repair recently.

Central Methodist Church, Toronto, did not hold their annual concert on Thanksgiving Day, as usual, but have deferred it till December.

Mr. F. J. McAvoy, teacher of singing at 146 Ossington avenue, Toronto, has his large class of pupils at work again, and we expect to hear something of note from a young soprano under his tuition.

The Sherlock Entertainment Bureau, of which Mr. J. F. Sherlock is the director, are booking dates for the many artists embraced in the bureau.

Miss Alice M. Robinson, pianist, a pupil of Scharwenka and Vogt, is open for pupils and concerts at her studio, 39 Wilcox street, Toronto.

Mr. Fred. Killer, business manager of the Gerhard Heintzman Co., will take charge of the affairs of the Toronto Lacrosse Club till the end of the season, the president having resigned.

JACQUEMINOTS.

(Soprano or Tenor.)

Words by JOHN BOYLE O'REILLY.

Music by MAX ELIOT.

Andante con espressione.

I may not speak in
a tempo.

mf *simplice.* *rit.* *p*

words, dear, but let my words be flow'rs. To tell their crim-son se-cret in

leaves of fra-grant fire; They plead for smiles and kisses as Summer fields for

show-ers. And ev-'ry pur-ple vein-let thrills with ex-quis-ite de-sire.

p *parlante.*

tempo.

O ... let me see the glance, dear, The

gleam of soft con - fes-sion You give my am-rous ros - es for the ten-der hope they

prove; And press their heart-leaves back, love, to drink their deep - er passion, For their

parlante *agitato*.

sweet-est, wild-est per-fume is the whis-per of my love. My ros-es, tell her,

plead-ing, all the fond-ness and the sigh-ing, All the long-ing of a heart that reaches

thirsting for its bliss; And tell her, tell her, roses, that my lips and eyes are

con passione.

colla voce.

dy-ing For the melt-ing of her love-look And the rapture of her kiss.

ion. *p parlante.* **Lento.**

cresc. *ff* *p* *pp*

THE TRADE

GERMAN SURTAX.

Toronto merchants in other lines not classed in the music trades say that the consumer, not the German exporter, will have to pay the German surtax. The tax was retaliatory by Canada against Germany on the latter placing Canada on the maximum list after Canada had given a 33 1/3 per cent. preference to British goods. There are some classes of small goods in the music trade that cannot be obtained elsewhere, and the jobbers will pursue a very short-sighted policy in selling at the old rate in order to get business. We are firmly assured by all the Canadian wholesale houses that the prices are advanced, and will be kept there. Band goods of the Berson and the Boussey make, while quite superior to much of the German goods, will come in at about half the duty that the German goods must pay. Here the French and United States makes should profit.

The sheet music trade will not be affected to any extent, as the old duty was only 10 per cent., the new one being 20 per cent., but as the German publications embrace the best libraries and editions we must have them, and the wholesaler will have to lose the difference in cost.

SUPPLY TRADE TROUBLES.

The employees of the Toronto supply factories have continued to secure shorter hours. In each factory a committee has waited on the heads of the firms with a request that the manager should meet the committee and discuss the advisability of a nine-hour day. An answer is requested by the 21st inst. We presume that the men want a nine-hour day at a ten-hour pay. For this we do not blame them. The tendency to-day is to do as little for others or they will do you. It would be much better that the employer should allow the committee to manage the business and take the responsibility off his mind. They would know what prices to pay and how to get them. They would have the advantage of their co-workers in the United States, who have to work ten hours for their daily bread. This would be a grand scheme, but perhaps it would not work.

Putting all joking aside, we must admit that the men must be given a square answer why they cannot be given ten hours' pay for nine hours' work. In the first place, the piano men would have to pay more for their actions and keys than they are paying now. This would be unable to do, with money stringent, certain damage to the wheat crop in Manitoba, and a possible decline in business. The great crash at the 80c may be only the first of many others. If anyway has had a dampening effect in many ways. Money, all will agree, is tight. People have spent too much money in the flush of good times, and overproduction in some lines has been the cause. Piano men to have are flying off men, and if we are not mistaken, many dealers, though mostly small, are overstocked. The supply trade workers have chosen a most inopportune time to make demands, and we cannot see how they can be conceded.

SLAUGHTERING GOODS.

Mr. John R. Barber, member of the Ontario Legislature, and a large manufacturer of paper, in his interview with the Toronto Star, reproduced elsewhere, says that the time is coming soon when the United States with their overproduction will flood this market and England with their surplus at slaughter prices. We firmly agree with Mr. Barber and as an instance we wish to cite the case of the piano trade in the United States. Two years ago the music trade papers estimated the output of pianos at 100,000 to-day they put it at or above 200,000. Granted that the extra demand and good times have caused a 100 per cent. increase, the United States has not the money people to keep this demand up, Canada has. The Chicago manufacturers with their facilities of turning out pianos as a box factory would turn out egg cases will keep on to meet that ever increasing and undiminishing demand. We predict that in less than two years the annual sale of pianos in our southern neighbors' territory will be back close to the 100,000 mark. Where will that other 100,000 go? Nowhere else than to the countries with their low tariffs and weak-backed legislators. Chamberlain or no Chamberlain Canada must raise her tariff walls against first the United States, last the United States and the United States always. We can do without her trade and she can do without us, but we have a larger and greater market, the British Empire and the world. The British States of South Africa have given us and the rest of the British Empire a preference against the rest of the world, and South Africa in its youth glory as a group of growing nations is not a market to be overlooked. Canadian piano and organ manufacturers have done well there in the past through agents, but agents are not part of yourselves. Send out the best men you can get to open branches, fill your orders promptly, meet their desires as to case, construction, tone, etc., and you will increase your factories' output by one hundred fold. Organ manufacturers should profit more in this market than the piano men, but there is no reason why we cannot compete with the German and English makers. The latter we understand are waking up to the fact that South Africa is a market worth catering to.

CHAMBERLAIN'S CHAMPION.

Mr. F. H. Wright, of the Newell & Higgl Co., lately returned from a business trip to England, was interviewed by CANADIAN MUSIC JOURNAL, as to trade in England. He said business in England has been quite slack in the piano trade, but they have been able to work full time without any rush as we experienced at home. The prospects are that business will pick up and go ahead with the present agitation over the tariff retaining things temporarily, but Mr. Chamberlain will accomplish his object. It is only a question of time when England will be compelled to erect a tariff wall, for other countries are selling goods in England for less prices than they get at home. A seven octave German piano is wholesaled in England at \$55.00, and though it has not the style, tone, finish, etc., that the Canadian instrument has, it is, nevertheless, a great deal for the money.

In conversation with many of the leading manufacturers in England, men who were a short time ago staunch free traders, they told me that they now recognize the fact that England has prospered to a certain point under free trade, but the time has now come when the effect of American machinery has become a factor in the production of goods at a nominal cost; also the fact that Germany, with its cheap labor and more up-to-date appliances, is one of the causes to awaken the British people to a realization of their true condition, and to the position commercially of other countries. Mr. Chamberlain, without a doubt, will be able to convince, not only laboring classes of the fallacy of free trade, if they will simply take time to digest and apply his policy as being the only means by which the British nation can associate with those countries who have enjoyed and demonstrated beyond a doubt that a protective tariff has brought them their success as great manufacturing countries, and this of itself, taking into consideration the statistics and figures that Mr. Chamberlain has so ably produced, should convince Britain that his contention is based upon sound principles, backed up by years of experience and practice.

Mr. Wright had a pleasant trip and did considerable business with European houses.

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Williams Pianos

NEW STYLES JUST OUT

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We'd like you to handle them

The WILLIAMS PIANO CO., Limited
OSHAWA, CANADA

WON THE MEDALS.

The R. S. Williams & Sons Co. have instituted a good idea in inducing their piano salesmen to show of what stuff they are made. Besides the bonus given at the end of the financial year, the management decided to give a gold medal and \$50, a silver medal and \$25, and a silver medal and \$10 to the three men whose sales were the largest in the order named. Mr. W. B. Townley won the first prize, Mr. M. Sheldrick second and C. N. Sinkins third.

AN OPENING FOR INVESTMENT.

The burning of the factories of Julius Breckwoldt & Co., at Dolgeville, N. Y., may cripple the Canadian piano industry to some extent. Nearly all the sounding boards used in Canada come from these factories and there are very few Canadian houses carrying any stock, and those who are have little on hand. Though there are other firms in the United States making these goods they are crowded so much with home orders that they can pay little attention to Canadian requests. Breckwoldt will rebuild at once, but it will be some time before he will be in shape to fill orders. It would, therefore, be no surprise if the Canadian trade had to elude down temporarily or run with much smaller staffs. This fire brings home to us the fact that a sounding board business is not only a necessity in Canada, but a profitable undertaking. Eighty men were employed at Breckwoldt's, and he did the largest business in the United States. It will, therefore, be an easy matter in labor anyway to supply the Canadian market with Canadian goods.

We have received from the Farrand Organ Co. a brochure, which tells us that "The Cecilia," the perfect piano player, with but the slightest attention to its capabilities, transforms the rendition even of the novice into a more or less artistic result. Outside of the piano pedals (soft and loud), there are but two general accessories; these, with the stroke of the finger upon the key, produced by the pressure on the pumping pedals, give all the variety of expression, and ever increase in changing effects with the increasing proficiency of the performer.

TRADE IN MONTREAL.

The month of September proved to be one of the best ever experienced during recent years by the local retail piano dealers. Not only was business brisk, the total sales in many instances exceeding former records thirty per cent, but there was much cash offering; prices generally were as high as could be expected, and terms probably better than formerly. The question of terms, however, might well receive the serious attention of many dealers, some of whom are inclined to accept sales so long as the price is high and the seeming profit good, no matter how many months or years may be required in which to pay for the piano, even if the agreement be fulfilled to the letter. And it is well known that contracts are seldom fulfilled as written. So that often a customer is bound for the following five, six or even seven years to pay monthly instalments to the piano merchant, or lose the money already paid. Speaking on this matter the other day, a leading dealer said: "It should be the rule to sell the \$5-a-month customer a piano not exceeding in value \$200, reserving the higher priced goods for customers who are able to afford them. The profits on paper then would be scarcely as large as now, but the quality of the piano dealers' assets would be vastly improved."

It is generally admitted that there has been a stiffening of prices by the manufacturers during the past month, in some instances a ten per cent. advance having been made. So far as can be ascertained, this is not likely to work any hardship among the Montreal dealers, who sometimes find it difficult to secure goods promptly, even at advanced prices, from the factories. Collections are reported as being in a very satisfactory condition. The abundance of work at high rates of wages enables the great bulk of the people to pay bills promptly.

Among the majority of money-making piano dealers in Montreal there seems to be a foundation of loss when supplemented by a close system of collection, brings excellent results. This policy is to handle one of the admittedly high-class Canadian pianos as a leader, and upon it to build the foundation of the business. The bulk of the trade, however, is with a cheaper line, or indeed several cheaper lines of pianos, instruments which have a fine appearance, passable tone and guaranteed durability. So long as a piano has these three qualities the average buyer is suited, and the piano dealer makes a much greater profit than if a piano of larger wholesale price were sold at a moderate figure.

C. W. Lindsay, Limited, have closed their year with September, and it is generally understood that even with the increased outlay for organizing expenses and the many changes in their staff during the past year, still the profits show a satisfactory increase. Their business last month was much greater than for any previous month, increase having been made in the sale of Heintzman & Co. pianos. No doubt much of this was due to the increased advertising secured through the visit of the Coliseum Guards' Band, who used the Heintzman & Co. piano exclusively. C. W. Lindsay, Ltd., have lately secured the agency of the Gerhard Heintzman piano for their Quebec City branch.

Pratte, Nordheimer & Glendon have been content with fewer sales than some of their competitors, but have secured sales of excellent character—a large proportion for cash, or on very short time, and a consequent elimination of loss from repossession. They sold a very fine Pratte a few days ago to the C. P. R. for a presentation to W. H. Cooper, assistant superintendent of the hotel and dining car service of the C. P. R. Their Nordheimer sales have been steadily increasing, the recent output of this manufacture being superb in every respect. This firm are now making extensive alterations to their warehouses, adding an electric passenger elevator, and a reception-room on the ground floor. On the second floor they will add two more small rooms, decorated in keeping with their present equipment.

Willis & Co. report an unexcused trade in Knabe pianos and Cecilian piano players. The demand, too, for Newcombe, Bell and Dominion pianos has been so great that it has become well nigh impossible to secure shipments from the factories as fast as they are required. They sold a fine Bell organ, with two manuals and pedals to Phillipburg Church recently. An improvement has been made to Willis & Co.'s building by the addition of handsome signs.

Layton Bros. find their trade constantly increasing, much of it being secured by their former connection in business. Two or three sales were made recently to customers who formerly purchased from them, and found dealings so satisfactory that they returned again and again. September's trade was greater than the same month of last year by more than twenty-five per cent. They have been showing some fine Berlin pianos, secured at the Toronto Exhibition. But have been doing the bulk of their trade in Evans Bros.' and Layton Bros.' pianos. An added feature of this firm's business is the Angelus music library, which was recently established.

J. W. Shaw & Co. have participated in the general prosperity, and have been steadily increasing their already large business. Seldom a day goes by but they ship a piano to some customer, and a large cash trade has been done. They have a large variety of pianos, but the bulk of their business is with Gerhard Heintzman and with Shaw pianos. In the small goods and music department there has been an unprecedented demand since the opening of the teaching season in September.

W. H. Leach continues to keep the Morris piano well to the front, and whenever there is a sale to be made at a profit he is

on the spot. He reports last month as one of the most satisfactory in his business experience, sales being numerous, and many for cash.

Mason & Risch Co. find their trade constantly increasing, and report business brisk since September.

J. A. Hurlbut & Co. are building up an excellent trade in the Williams piano, which they find satisfactory in every respect. Mr. Hurlbut says the only trouble has been they could not secure goods fast enough. At the present time they are showing not only a regular line of Williams pianos, but two Exhibition styles, one finished in white and gold Louis XV. design, and the other in walnut of Chippendale design. Hurlbut & Co. have a large window display also of medals, secured by the Williams piano.

Foisy Freres have recently secured the agency for this province of the Columbia graphophone, and are doing a fine trade in machines and records. Their piano business, too, is steadily increasing, the Mendelssohn piano being their favorite.

Vileneuve Freres find trade much more brisk on St. Catherine street than they did on Notre Dame, and last month's business was highly gratifying. Their repair and tuning work keeps a large staff constantly employed. Their sales, principally for cash, amount to a nice figure. They have secured the agency for the Pianista piano player.

E. Archambault, who handles the Dominion and the Bell pianos for the East End, through Willis & Co., has been quite busy of late, and finds everything satisfactory.

L. J. Rivet is making a big bid for concert trade, and introducing the LaFarge (N.Y.) piano into many of these institutions. Edmond Hardy, the music dealer and publisher on Notre Dame street, says this year's trade far surpasses anything in his experience.

An interesting case came before Judge Curran last month with regard to copyrighted music. The Anglo-Canadian Music Co. entered suit against Dupuis Freres, who conduct a large department store, to stop the sale of American reprints of music on which they held the copyright in Canada, and also for damages. The case was argued at great length, but decision has not yet been given.

W. T. Giles, president and general manager of the Palmer Piano Co., Toronto, was in Montreal a few days ago, calling on Pratte, Nordheimer & Glendon, who handle the Palmer in this territory. He reports a very busy factory, with orders coming in as fast as he can fill them, and that too from customers of first-class financial standing. Mr. Giles also visited Quebec City and Ottawa, where the Palmer is prominently handled.

Albert Nordheimer, of Nordheimers, Toronto, spent a few hours in Montreal last week with Messrs. Pratte & Glendon. Among the callers on the trade in the city last month were: Mr. Coffin, the Aeolian Co., New York; W. C. Langham, Chase & Baker, Buffalo; P. Killer, Gerhard Heintzman Co., Toronto; E. W. Browning, Knabik & Bach, New York; Fred Rogers, Morris, Field & Rogers Co., Listowel; W. D. Foskic, Whaley-Royce Co., Toronto; Mr. Tindale, Schirmer's, New York; Mr. Johnston, Disc Talking Machine Co., Toronto; J. W. Glouson, B. W. Karn Co., Woodstock; W. P. Whitelaw, Ennis & Co., Ltd., Hamilton; Mr. Gassard, Mason & Risch Co., Toronto, and Geo. H. Flood, St. John, N.B.

Gingras & Co., too, are quite satisfied with the way things are going, and say their piano is finding many buyers.

The Craig Piano Co. report that business has been good the past month, and has a rosy aspect for the fall.

F A V.

AT GERHARD HEINTZMAN'S.

Mr. Fred. Killer, of the Gerhard Heintzman Co., Toronto, has just returned from a trip to the Pacific Coast. Besides selling a lot of pianos, he killed a coyote and a number of wild ducks near Calgary. Business, he says, is "simply great," speaking only of course of the Gerhard Heintzman pianos. Their new agents in Calgary, who are also a new firm, D. J. Young & Co., who bought out the Alberta Music Co., are doing great things. The Gerhard is the leader, besides which they carry cheaper makes, organs, stationary and small goods. Mr. Young is a venterer, young in age as well as in name, new to the business, being only one year with the old company as manager, but is a hustler.

At Vancouver, Mr. Killer called on their representatives there, Messrs. Dyle, Evans & Callaghan, who handle the Gerhard as a leader, and do the biggest sheet music and small goods business in the west. "Fred, Walter and Jim are the greatest combination in the west," said Mr. Killer. While at their warehouses the sale of two handsome Gerhard uprights was consummated to the Canadian Pacific Hotel. These instruments will grace the Emerald Lake Hotel at Field, B.C., and the Lake Louise Chateau at Laggan, B.C.

At the factory everything is on the move. One hundred and sixty-five pianos were shipped from the factory last month, with prospects of its keeping up well into the spring. Mr. Armand Heintzman says they are about to turn out something entirely new and apart from the regular styles. He takes a holiday on the 17th for a ten days' shooting in Muskoka, and gets back in time to allow Mr. Gerhard Heintzman to join his annual hunting party.

Mr. Chas. F. Ennis, of the Ennis Piano Co., Hamilton, was in town Oct. 14th.

TALKS WITH MANUFACTURERS.

"It has to come; it is the only thing that can save the British manufacturers from ruin," said Mr. John R. Barber, M.P.P., of Georgetown, in discussing the Chamberlain proposition. "They will either get a permanent preference from the colonies, or they will have to close up their factories."

"What makes you think that?" asked the *Star*.
 "Simply because they are unprotected. Now there will be bad times in the United States very shortly, and THERE WILL BE THE GREATEST SLAUGHTERING OF MANUFACTURED STUFF YOU EVER SAW. This overflow will make for England right off, and the British manufacturer will be put out of business. The same thing will be reported when other countries have hard times. About the time the natives is picking up again, GERMANY, WHICH IS NOW ON THE UP GRADE, WILL BE HAVING HARD TIMES, AND LOOKING FOR A SLAUGHTER MARKET."

"I am sure HARD TIMES IN THE UNITED STATES ARE NEAR, and I will be much mistaken if many CANADIAN FACTORIES ARE NOT CLOSED inside of a year because of the slaughter of U. S. goods. The truth is that there are immense supplies of goods on hand. The fault lies with the stock jobbers and promoters of companies. They had large quantities on hand, and in order to make a good showing, so that they could keep selling their stocks and bonds, they kept their factories running full time, although the demand had slackened, and they should have been laying men off. In this way great warehouses have been filled with the over-production."

Mr. Barber believes that the way for Canada to help the British manufacturers further is to RAISE OUR TARIFF AGAINST THE STATES. The process would be one of adjustment—raising it so that it would KEEP OUT THE STATES GOODS, but would not be too high, under the preference, to keep out the English goods.

Mr. Barber says that the Englishmen who claim that the consumer will have to pay the tax on wheat are making a mistake. He estimates that a cent-a-bushel tariff would increase the price to the consumer by about one cent a bushel, while it would lower the price received by the Americans by four cents. This percentage is changing, Mr. Barber believes, and ten years ago, when the price of Liverpool wheat ruled the world absolutely, the tax would have been all borne by the American producer. The American consumption is rapidly increasing, and consequently American prices are becoming more of a factor.

Mr. A. A. Bartheleme, when seen on the question of his men's demands on him for a nine-hour day, said: "My men have asked me to meet their committee of thirteen to discuss a nine-hour day. They gave me till October 21st to give them an answer. I told them that I would meet them at once, but in the nine-hour day I couldn't hear of it. The American factories work fifty-four hours a week, and our men want fifty. It's impossible. I can't do it, and I don't think the other houses will. The piano people have to pay high enough now for all they get, and competition is so strong that an increased price on keys and actions would be too much for them. I am willing to give my men anything in reason, but this demand is not. I hope the men will see our situation and be content to leave matters as they are."

Some of the piano and organ men were of the party of Canadian manufacturers who took the western trip, but as nearly every man in the trade has been once or more to the Coast, it was nothing new to them.

A JOKE ON THE WAITER.

Mr. Geo. Dies tells a good story, which also has the virtue of being true. As you all know, he took a trip for the Williams Piano Co. as far east as Newfoundland, and by the way sold some goods there. By the way of souvenirs he brought back some Newfoundland money, which is away ahead of Chinese money, inasmuch that it will fool a person sometimes. George had a few friends to a late supper after the theatre at the King Edward Hotel. The grill room puts up a pretty good meal, and as the cigars were fine, the company jovial and everyone was at peace with his neighbor. After telling some of his experiences in the land of fish and G. R. Reid, he pulled out a Newfoundland forty-cent bill, a bill the same size as our Canadian one-dollar boys, but with the word Forty Cents printed in bold letters across the face of it, with a 40 in each corner, but nothing on the back. The waiter was called and asked if he could change a forty-dollar bill. He said he could get it changed. So away went the waiter and away went the forty cents. Back came the waiter and back came thirty-six dollars and some small change. The waiter was welcome to the church collection, and George's friends looked on in astonishment as he pocketed the thirty-six. Of course, they expected something to happen, and as George was a guest of the hotel he felt not to be far away when the happening would happen. His friends wanted to borrow forty-cent bills and buy some more suppers. In fact, they were willing to have supper for breakfast. It was too easily awful. They drifted to the cafe, and there awaited the police. Soon a will-eyed waiter rushed up to one of the party whom he recognized and breathlessly told him that a mistake had been made; the forty was a forty less thirty-nine-sixty. They knew not of it, and George had the tidy thirty-six in his freshly creased trousers, homesick for the cash desk below. You know how you've dropped a five spot shiner on the green plate in the synagogue, thinking it was

a nickel. You know how that waiter felt. He felt fired. And out thirty-six—thirty-nine-sixty and the suppers. He didn't need to see the almanac to find out what was wrong with him. And there those bandits sat and smiled while he sizzled. At last compassion entered into their hearts, and lack went the thirty-six with the nickel amount added. After his watership had found that he was going to get the money back he caused them to do the "first-aid-to-the-sick act," and revive him. No more forty-cent bills in his.

MR. DOHERTY ILL.

Mr. Doherty, Jr., son of Mr. W. Doherty, of Clifton, came to Toronto this month to attend the Canadian Piano and Organ Manufacturers' meeting. He took sick at his hotel, and was unable to attend the meeting. Medical attendance was called, and it was found that he had the first symptoms of typhoid, but it was checked on him, and he is now at home much better.

PALMERS ARE "CORKERS."

"How is business, Mr. Giles?" we asked the genial proprietor of the Palmer Piano Co.

"Well, we are turning out eighteen pianos a week, which is equal to over nine hundred a year, and have orders to keep us busy the rest of the year, for instance, a carload a month to the Grunly Music Co., of Winnipeg, and we've just shipped part of a carload to M. Waite & Co., of Victoria, B.C. So that speaks well. As to our new styles, our styles '43, '45 and '46 are corkers. One of them just opened up a new account for us before you came in. They're daisies. Yes! I just returned from a trip to Quebec Province, where I sold forty-two pianos in seven days. Lavigne & Hutchinson handle our goods in the Ancient Capital and are making good sales. In Montreal we are making many friends."

SOUNDING-BOARDS BURNED.

Dolgeville, N. Y., Oct. 6, 1903.—The piano sounding-board and back factories of Julius Breckwoldt & Co., in this place, were completely wired out by fire last Saturday night, causing a loss of over \$100,000, with insurance aggregating between \$90,000 and \$70,000.

It is the intention of the firm to rebuild their plant at once, on even a more extensive scale, either in Dolgeville or at Fulton Chain, which offers excellent facilities, as it is in the heart of the timber region.

The Breckwoldt factories covered a wide area, being equipped with the latest and most up-to-date machinery for the economical and successful manufacture of the specialties for which they are noted, and employ in the neighborhood of eighty men, who are thrown out of employment temporarily.

Every endeavor will be made to begin operations again at the earliest possible date, and the firm hope to be in a position to resume shipment in a very short time.

HEAVY DEMAND FOR HAMMERS.

Messrs. W. Bohne & Co. are turning out forty-eight sets of hammers a day, a fact that makes people stop and think. This is at the rate of 15,000 per year, and his competition is in no way idle. Therefore the output this year should be fifty per cent. larger than last year. Mr. Bohne is sending to the manufacturers large framed photographs of the Weickert building in Leipzig, which make very attractive souvenirs.

Speaking of Mr. Bohne's interests in New York, he said that the Bohne-Abendschein Co. may possibly have to add more machines as their hammers have proved so satisfactory that the demand threatens to overtax their capacity.

Mr. Harry Sykes, of the Thomas Organ Co., made the Journal a call on October 16th, on a short business trip to Toronto. He was lately on an observation trip to New York and Boston and Worcester, Mass. He found things very bright over there and had a pleasant journey.

C. P. & O. M. A.

The Canadian Piano and Organ Manufacturers' Association met in Toronto October 8th at the call of the president to get all the new officers acquainted and to wind up any necessary business left over by the old Executive. There was little business to transact and the meeting was brief. Mr. Mason was instructed to answer a complaint from the Dominion Organ & Piano Co., re the smallness of their space. Those present were Messrs. H. H. Massey, Joseph Brown, H. Durk, W. T. Giles, O. Newcombe, J. P. Sharkey, W. T. Lawson and the secretary, Mr. Fred. Killer.

NEW BELL BRANCH.

It is rumored that the Bell Co. will establish branch warehouses in Winnipeg. If this be true, there will be a good opening for a bright manager and a large staff of competent salesmen.

Mr. Joseph Brown, general manager of the Bell Co., has gone to Vancouver, where he will meet Mr. Jock Smith, who is returning from his around-the-world trip via Australia and San Francisco. While west Mr. Brown will visit some agencies and inform himself of the outlook for increased trade.

A PARADOX.

Good times are had for the selling of pianos in the cities. This is a broad statement, but it is nevertheless true. When times are good everybody is making money and the wise ones are saving it. Rents have become high and good houses in the central part of the city that would suit the average wage earner, are hard to rent. Toronto's boom of some years ago threw many houses into the hands of the loan companies. These companies wish to realize on them, and for a fair deposit and quick payments will sell them sooner than rent and keep them in repair. So just as soon as the saver has got his \$100 together it goes into a house. A year or two ago he had his eye on a piano, but paying for a house and a piano at the same time is too much, so the piano gets the go by. Therefore good times in the cities are had for the piano men, so don't blame your country dealers. In the rural districts it's different. Good times has raised the Mortgage so in comes the piano. So expect great things from the country dealer.

SUPPLY MEN UNEASY.

Mr. J. M. Loose, manufacturer of keys, said that a petition from his employees wished to have a deputation of eight to wait on him. He considered the committee too large and asked them to cut it down. They did so and three of the men waited upon him after six o'clock, Oct. 16th. He thought that the men wanted to work nine hours for nine hours' pay, a thing which he could not consider for a minute. On being asked if the union was behind the scheme, the committee said that it was only the outcome of a meeting of the employees of his factory and that of Barthelmes and the Newell & Higgl Co., who had decided to send a committee from each shop to wait upon their separate employers. They asked him for a nine hour day at a ten hour pay. His answer was an emphatic No!

"Wages have already been advanced two or three times in a year," I told them, "and each man and boy is making more to-day at fifty-five hours per week than he did when fifty-nine hours was the week's work. I told the men that if they struck I would endeavor to run the factory and that any who wished to continue work would receive protection. The men assured me that there would be no strike."

The committee claimed to represent the whole of the employees, a statement I don't believe, as I have spoken to several of my employees who though they would like to work nine hours for ten hours' pay, are not in sympathy with holding me up. I don't think there will be any strike."

Messrs. Wright and Lugel, of the Newell, Higgl Co., had not seen their men yet, but did not wish to say anything till after having met them. They, too, do not expect any trouble.

THEY WON'T MOVE OUT.

Many manufacturers have to meet the cry from their men that rents are high and wages should go up with them. They complain that they cannot get a house at the old rent any place in the city within any reasonable distance from their work. This is true. During the depression or rather the overproduction of rentable houses, the landlord was glad to rent his houses at a figure that did not pay him, in order to keep them occupied in a falling to ruin. Now when times are good is his opportunity to get even for the long years in which he made no money. Therefore when the man who has paid \$12.00 per month finds his rent boosted to \$14.00 and \$15.00, he must look around for another house at the same old price. Where does he look? In similar neighborhood to that in which he has been living, and finds rents up there, too. He won't go into an undesirable locality, so, therefore, he goes to the "boss" and says: "I want my wages raised, I have to pay more rent." If you ask him to live in Toronto Junction, or in Dixville, or far over the Don, he says, "That's too far, car fare will eat up the difference." It's not too far. In Mimico an ordinary mechanic who is not any good if he hasn't saved up \$100, can put down that amount before a landlord and buy a nice little home for himself and pay it off at the same rate he has been paying rent in the city. Or, on the other hand, if a mechanic has to pay \$2.00 or \$4.00 more a month for his house, he can move into one say with one room more. This room could be rented and pull the rent down to less than he had been paying in the smaller house. The man must learn to economize as well as the master. The raise in rents is no excuse for a raise in wages.

BUSY WITH BANDS.

The Nordheimer Piano and Music Co. enjoy a great activity in their small goods and band instruments. In the wood wind class they are turning out some fine instruments. Trade in the West is exceedingly good, said Mr. Frank Shelton, while in the East we have little of which to complain. They have just supplied a dealer with a full set of band instruments for a country band, and are constantly filling orders for band goods. As to the German saxophone, Mr. Shelton says that the prices will have to be maintained, as German manufacturers have already begun increasing the prices.

JOHN DREAMS OUT LOUD.

"The recent Industrial Exhibition in Toronto, Canada, shows a decided falling off in the number of exhibitors representing the piano, organ and supply trades there. From twenty-two exhibitors representing our industries last year, the number in this year's exhibition was only sixteen, and from statements made by many of these it seems that the show next year will have even less representatives of this important part of the business life of the Dominion.

Part of the falling off in the interest among exhibitors is undoubtedly due to the apparent disposition shown by the exhibition authorities to turn it, as far as possible, into a money-making scheme.

The rates charged exhibitors for floor space has steadily increased from year to year, until the price asked at the last exhibition was so much that many thoroughly substantial houses of wealth and position said it was too high, and decided that they could use the money an adequate exhibit would cost to far better advantage in promoting, through other channels, proper publicity for their instruments. They stayed away, consequently, and as a body say they do not regret their absence, while the houses who did exhibit complained of ungenerous and meagre treatment by the exhibition authorities."

The man who wrote the above is the man of many I's—John of the paper into which all patriotic Canadian piano and organ men pay their toll for being left alone. Comment upon it is unnecessary.

Williams Pianos

HAVE YOU SEEN THEIR NEW
DESIGNS OR TRIED THE NEW SC?

Drop us a line and we'll tell you about them
We'd like you to represent us

The WILLIAMS PIANO CO., Limited
OSHAWA, CANADA

A BIG JUMP.

Six thousand dollars increase in business in August of this year over August of last year is the news from the Dominion Organ & Piano Co., and still on the increase. That speaks well for Canadian industries.

ON THE EVE OF A BOOM.

"Chamberlain and his policy, though facing what looks like a defeat, will win in the end," says Mr. W. J. Alexander. "No matter whether the Government falls or succeeds, England is on the eve of a great boom." I have this from the best authorities in England, and everything tends that way. Among those to profit by the good times will be the music trade, as it is, we are selling more goods in England than ever before."

One of our representatives called on the Ennis Piano Co., Hamilton, where they have increased their output 25 per cent. and are getting better prices. Mr. W. J. Whitesides had just returned from a very successful eastern trip, and was about to start west. Many local sales are being made, and things look exceedingly bright for the future.

Holtzman & Sons' representative, Mr. Cook, was in Canada this month, and took away large orders for stools and drapes.

Two firms are fighting over the priority of the installing of pianos in the King Edward Hotel, but the Nordheimer goods seem to have been chosen first, as not only did they sell the hotel a Steinway grand, but also two uprights, months before the other firm.

Musical instruments are often found in some strange places. The latest is a Canadian undertaker handling phonographs as a side line. His reason may be that he wishes to cheer up his subjects in this life. Perhaps some of his records will embrace "The Dual March" in "Saul," "Hello, Central! Give Me Heaven," "The Death of Nelson" and other cheery things.

Mr. L. O. Kerr, of the Newell & Higgl Co., Limited, on the occasion of his retirement from the company and position of superintendent, was made the recipient of an address and valuable timepiece on behalf of the employees. The company's management also testified their appreciation of past services and good wishes for his future success by making him a handsome present.

"Not that I can't afford it, but because I can't get away, it what keeps me from going to Europe once in a while." This was the cry of Mr. J. M. Loose, of Toronto, whose key business is so much on the increase that he cannot find time to enjoy a well-earned holiday. His business for the past three months was bigger than any four since he began the manufacture of keys.

D. M. BEST & CO.

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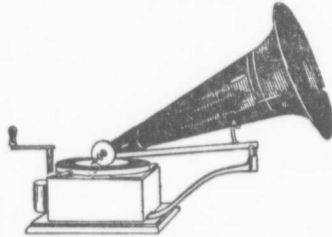
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The New "Maroon" Records last twice as long as any
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ONE UNDERWOOD

When we started 5 years ago we thought we had the right machine; as we progressed, we knew it; and now the business world agrees with us that the UNDERWOOD is the most perfect piece of Typewriter mechanism on the market.

We wish to thank our patrons for their support in the past, and trust that we may enjoy a continuance of the same. If you have never tried an Underwood, a Postal Card or Telephone Call will bring one to your office for trial.

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			Pletcher Bros.		

BACK FROM BRITAIN.

Mr. Harry Durk has lately returned from a short jaunt in Great Britain. He says that the business has to afford him a trip across the briny every year, so we may expect the maid to say, "Not at home" when we call next summer.

WHEAT AND WEALTH.

With wheat at \$1 per bushel, there should be no trouble in the manufacturers raising the price of pianos and organs. When the farmer makes money everybody else profits; now is the time for the down-trodden dealer to get in his best work.

PIANO PLAYERS AT THE FAIR.

There were eight piano players exhibited, two being Canadian made—Karn's Pianauto and Bell's Piano-player. The others were the "Simplex," controlled by the R. S. Williams & Sons Co.; the "Angelus" and Chase & Baker, by the Nordheimer Piano & Music Co.; the "Apollo," by the Morris-Field-Rogers Co.; the "Cedilian," by Heintzman & Co., and the "Pianola," by the Mason & Rich Piano Co. The Canadian machines held their own with their United States competitors. Not only are they easy of operation, but most sensitive and expressive. The piano-player is not a freak to enjoy a short popularity, but is becoming as much a necessity as the piano itself. The Bell people are the only ones who have built the self-playing organ in Canada; this is the regular organ with the self-playing attachment. A reed organ in the hands of a master is a beautiful instrument, and all this beauty can be developed by a child with the Bell self-playing organ.

Bertrand F. Foster, son of the president of the Bell Organ & Piano Co., is on the road as wholesale representative for that firm.

Mrs. Willis, wife of the extensive dealer of Montreal, is very ill, or he would have been at the Fair. He was much missed, as he is as much a fixture as the fireworks before the grand stand.

G. T. P. AND HALIFAX.

Mr. W. H. Johnson, of Halifax, on this visit to the Fair, was interviewed on his views of the Grand Trunk Pacific and its connection with the East, said that while it was a crying shame that to-day our mails and passenger traffic to Europe go by way of New York, it would be a hideous outrage if the Government should sanction the building of part of the eastern road through United States territory and making the terminal on foreign soil. There is no reason in his mind why Halifax or St. John should not be the eastern terminus of the proposed inter-ocean railroad. He had most glowing reports of trade in the Maritime Provinces, and predicts a phenomenal fall and winter rush.

Among the many men of the trade at the Fair were: R. Hill, of Watford, Ont.; Geo. Martin, Port Dover; Mr. Bell, Wingham; Geo. Dunbar, Arthur; Donald Flett, Mount Forest; Mr. Norris, Mitchell; Mr. Mitchell, Port Elgin; W. H. Minifie, Sarnia.

Now that the Conley-Church Co. is in the hands of Mr. Church alone, the business in and around Madeo, Ont., is in a most flourishing condition. Mr. Church was a Fair visitor, and took home some large consignments.

Miss Nora K. Jackson has opened her studio at Nordheimers', 15 King street east, city.

D. A. McWaters is representing Blackwell & Co., varnish manufacturers, on the road.

Mr. S. L. Barrowclough came all the way from Winnipeg to see the big Fair. He says Winnipeg and the west are booming. Mr. Barrowclough is one of the rising young men of the west, and has a good patronage among the profession.

The Bell Piano & Organ Company exhibited at the Manchester Exhibition the following models: Diadem model, style 102, pipe top; Diadem model, style 108, high top; Queen's model, style 257, pipe top; Cathedral model, style 511, in walnut; Regal model, style 408, pipe top; Student's model, style 900, low top; and Bell pianos in walnut and rosewood cases (one of each).

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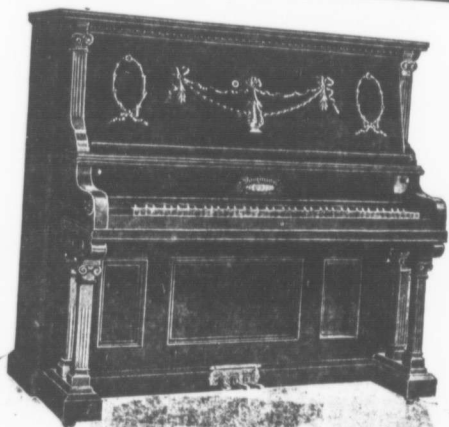
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