**THE MUSIC TRADE REVIEW**

**BELIEVES COMING CONVENTION WILL BE BEST EVER.**


Referring to the forthcoming piano merchants' convention to be held in San Francisco, Calif., Samuel Buegeleisen, head of the prominent musical merchandise house of Buegeleisen & Jacobson, 133 University place, New York, who has visited the Coast many times and is an enthusiastic admirer of that section of the country, said:

"I certainly envy the piano dealers who will be able to visit the San Francisco convention, for I believe that of all the conventions which the piano dealers have held this one will be the most successful from every standpoint. A trip to the Coast for those who have never visited it before will represent a series of memorable events, particularly from a pleasure point of view, as it addition to the natural sources of enjoyment which abound in San Francisco and the adjacent localities I understand that many surprises have been prepared to welcome the visiting music dealers the end of the month.

"During my years of traveling I always looked forward with expectation and anticipation to my visits to the Coast, as they have always been keen sources of pleasure. The present war in Europe will deter the usual summer exodus from this country and there is no doubt but that this enforced stay in America will prove indirectly a revelation to tourists who will visit the West. There is a feeling of whole-heartedness and broadness in every city of the West that provides a man with reserved vim and vigor, and I deeply regret that the unsettled status of the musical merchandise industry makes a visit to San Francisco impossible at the present time and necessitates my presence in this city.

"The musical merchandise trade is faced with the most serious problems which have ever confronted it. With the present blockade in force it is practically impossible to receive goods from abroad, and added to this is a scarcity of raw material which is becoming appalling. The combined effect of this blockade and shortage of material cannot help but seriously affect the industry.

"Even should the war end to-morrow, there is no question but that there will be a tremendous scarcity of musical merchandise this fall. When hostilities cease there will be a necessary readjustment of all conditions, due to the loss of so many men from the ranks of musical merchandise workers. In normal times, when a skilled employee forsakes the industry for personal or business reasons, it is extremely difficult to adequately replace him, and one can conjure up what the conditions will be after the war has ended and so many of the best mechanics who have fought at the front never return.

"Notwithstanding the cheerless aspect at the present time, we are making every practicable effort to co-operate with our trade and give them the advantage of our stock. Our new 290-page catalog will be distributed shortly, and as it represents a great deal of time, study and effort it is well worth the careful attention of our dealers.

We have secured the markets for any merchandise which we could present to our trade to increase their business, and as a result there are many new lines and novelties included in the pages of our new publication. The supply of this new catalog is limited, and as my previous experience has indicated that an announcement in the columns of The Review reaches many dealers whose names are not on any of our regular mailing lists I would suggest that those dealers not receiving a copy of our new book communicate with us as soon as possible.

Samuel Buegeleisen.

**PATENTS IMPROVED DRUM BEATER.**

(Special to The Review.)

WASHINGTON, D. C., June 28.—A drum beater has been patented by Frank Fredrick Hendrickson, Garfield, N. J., patent No. 1,141,909, which was granted him last week, and which has relation more particularly to a device of this general character especially designed and adapted for use in connection with bass drums, and an object of the invention is to provide a device of this general character having novel and improved means whereby the same may be operated with convenience and facility through the medium of a pedal and whereby the device may be readily and effectively clamped in operative position upon the drum. Furthermore, it is an object of the invention to provide a novel and improved device of this general character capable of striking both the drum and the cymbal and wherein the striking arm of the cymbal may be readily and quickly adjusted into or out of operative position.

**PLAYS BOW WITH VIOLIN.**

One-Armed Dance Fiddler Reverses Usual Process of Handling.

Amidon, N. D., has a one-armed violinist, Theodore Anderson, who extracts real music from his instrument and is in great demand for entertainment and dances in that vicinity. Anderson was about ten years old when he lost his right arm, but he continued to play a violin and succeeded after years of painstaking effort. He places the bow under the stub of his arm and holds it tightly in place between the short arm and his body. He holds the violin in his left hand and by skilful manipulation not only "fingers" the strings as ordinary violinists do with their left hands, but also manipulates the strings up and down by bowing in such a manner as to take the place of the fingers. Less than forty harpists are members of the musical union and of this number more than half play by air. They are all done but the plot, and that won't take me five minutes."

**WAR LESSONS REVENUE.**

This Year's Duties in the United States Less Than Last by $60,000,000.

The full effect of the European war in diminishing the Government's revenues from imports at this port in the fiscal year ending this month can now be estimated very closely. The war has run the full period of the November 1st to the exception of July, the first month. To date the total customs receipts here approximate $139,800,577 for the year, against $192,389,975 the corresponding period in the fiscal year of 1914. This year's loss in revenue, it will thus be seen, is $52,589,397.

This decrease will vitally affect the Government's total receipts for the year since the total duties will be more than 50 per cent. of the total revenues of the country derived from customs import. The indications now are, it was said this week, that the full year's receipts here will be more than $60,000,000 below last year's record when peaceful trade conditions prevailed. Special Deputy Collector Stuart said Monday that under the circumstances it has been a surprise to customs officials that imports have kept up as well as they have. "I really do not see where merchants get the goods," said the Special Deputy.

This year's average daily receipts have been $409,779, while in the fiscal year of 1913-14 they were $794,997. The cost of collection at this port has been brought down to 2.79 per cent.

**TUNING SLIDE FOR TRUMPETS.**

(Special to The Review.)

WASHINGTON, D. C., June 29.—Patent No. 1,141,909, for a tuning slide and stop for trumpets was last week granted to William E. Higgins, Milwaukwe, Wis., and relates to trumpets and other musical instruments each having a tuning slide, and it consists in a simple, economical, novel and efficient adjustable stop combined with a tuning slide of a trumpet or other horn and with a guide tube of the instrument in which a branch of the slide has play. The stop serves to determine the position of the slide with reference to a predetermined pitch of the instrument which said slide constitutes a part.

**ONLY 40 UNION HARPSI'TS IN TOWN.**

Although you find a harp in every symphony orchestra and in many theater orchestras, there are less than a hundred people in all New York who are really proficient harpists. Less than forty harpists are members of the musical union and of this number more than half play by air. They are all done but the plot, and that won't take me five minutes."

"How about that musical comedy you promised me?" asked the manager impatiently. "You all done but the plot, and that won't take me five minutes."

"Just a moment," said the author. "I've got it all done but the plot, and that won't take me five minutes."