

WALL PAPER AND DECORATIONS—Cont'd.
 well-known store the other day as he came wearily from work. "Of course, it is easy to tell the difference between a lady of means and another who wants to make a splurge with a husband earning \$15 a week, but it is trying. For instance, a woman dressed entirely without taste will come in to look at paper, and will immediately say: "Oh, I saw such lovely paper in Mrs. Blank's dining-room. I live in the east end, you know." Now, the probabilities are that she occupies an obscure residence in a back street, and she expects to get for \$5 paper for a dining-room which probably cost Mrs. Blank \$75. Then they invariably mispronounce the names of the paper, and it racks a clerk's brain to figure out what they really do mean. You know it would never do to correct them, for the sale would be a goner. But after ten hours of that sort of thing a clerk is downright brain tagged, I can assure you."

WALL PAPER AT THE CAPE.

There is a growing demand in Cape Colony for wall papers. According to a recent German consular report, the imports of wall paper into Cape Colony amounted,

last year, to the value of 500,000 marks. The imports were chiefly from Great Britain, Germany's share being insignificant. The extension of the press has caused a greater importation of news paper, the value last year amounting to 1,115,000 marks, an increase of 70,000 marks compared with the previous year. The trade is chiefly in the hands of British manufacturers. Other paper goods were received, to the value of 5,100,000 marks, Great Britain participating to the extent of 4,100,000 marks. Germany comes next, then the United States, Belgium, Holland and France.

CHINESE USES FOR WALL PAPERS.

A correspondent writes from Canton regarding export business in wall papers to China: "In wall and other papers more business might be done than in almost any other. The Chinese do not paper their walls much, though they are doing so more than formerly, but they are delighted to get hold of bright, crisp and cheap wall papers for decorative purposes, among which may be named the making of flowers, the clothing of dolls, the covering of boxes, partitions, and, lastly, ceilings. Very gaudy

papers, to sell at about 2d. apiece, should command a tremendous market, as also should the colored 'tissues'—used for covering flower pots, etc.—which are not known in China."

TRADE NEWS.

T. J. Kelly has opened a stationery business in St. Thomas, Ont.

W. J. Gage, of W. J. Gage & Co., Toronto, has returned to the city from a visit to Manitoba.

Mr. Vickery, of Yarmouth, N.S., was in Toronto last week, and returned home via New York.

W. D. Russell, of Winnipeg, has had the misfortune of losing his father, the late Wm. Russell, of Brandon.

The Montreal News Co. have a special 25c. edition of "Cyrano de Bergerac," Edmund Rostand's famous play, which is creating so much talk at present.

Anyone sending a post card to The Auer Light Co., Limited, Montreal, and mentioning The Canadian Grocer, will receive, free of charge, a useful brass-edge ruler.—The Canadian Grocer.

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New Wall Papers

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