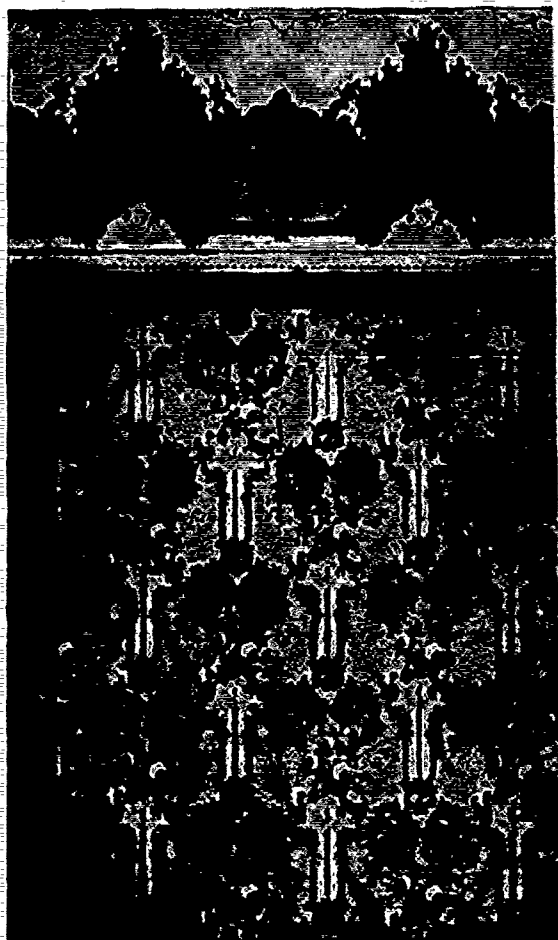


such a way that it will insure us future work, while outsiders often lay pool work on the paper, while they themselves are to blame."

### BURLAP.

**B**URLAP, as a substitute for wall paper, is opposed by physicians on sanitary grounds. The rough surface gathers the dust quickly and provides a breeding place for numberless kinds of germs. This objection is met to some extent by covering the burlap with a coat



A modern example of scroll and floral design in coloring suitable for parlor, hall or dining-room decoration, manufactured by Stauntons Limited, Toronto.

of paint but even then the hairy surface soon becomes dusty. This is an unfortunate defect, as the effect of burlap is exceedingly rich and attractive.

A substitute for burlap is made in Japan, which obviates the difficulty and has the additional merit of being cheap. It is made of pulp and so is free from the hairs which are the chief source of trouble in the original article. The success of the Japanese in the manufacture of matings would lead one to believe that this product will become a noticeable feature in the wall decorations of the future.

### TO CLEAN WALL PAPER.

**G**REASE spots may be removed from wall paper with comparative ease. Place a piece of rather thin blotting paper of common brown paper over the spot and hold a hot flat-iron against it. The iron should be as hot as possible without scorching the paper. The heat will melt the grease and draw it into the blotter. This

operation should be repeated until the spot has disappeared.

If this will not remove the spot, get a small quantity of sulphuric ether and apply it to the spot with a sponge. This must never be done at night time or near a flame of any kind, as ether is very inflammable.

### A SYSTEM OF DECORATION.

**T**HIS month will see a general renovation of house furnishings. Dingy rooms can be made bright and new with a little fresh wall paper. Artistic displays of interior decorations will cause many a person to renew a room or two. Large, leafy and flowered designs in rather subdued colors are being extensively shown. There is something luxurious about them which is attractive.

While it is impossible to give any hard and fast rules for interior decorations, for after all the local conditions of light and the style of woodwork must govern the choice, yet some general principles might be laid down in recommending a system of papering. For the dining room, the most popular thing is a red burlap or unfigured paper up to a high wainscoting, with a light paper ranging from a grey to a yellow, in either case plain, from the wainscoting to the picture moulding. The result is very effective. For the drawing room, the flowered papers mentioned above, or an absolutely plain green-tinted paper, is artistic and correct. For bedrooms, the quiet effects are desirable, whether in figured or plain papers. A general harmony in the interior decorations must be preserved. A light, bright room is in all cases to be desired. The warm effects of some of the flowered papers in red are some of the commendable features of the Spring offerings.

### HINTS TO DEALERS.

**N**EVER show your papers side by side without considering that the effect of one may counteract the effect of the other. Arrange your display artistically. The object of window dressing in some businesses is simply to make a striking display regardless of artistic arrangement. A proper harmony must be considered in wall paper.

Frequent changes are necessary. In the first place you cannot let the paper lose its freshness by leaving it in the bright glare of the sunlight, and secondly you must get variety in this way rather than by showing much at a time. A good plan is to show only two or three good papers at a time. In this case you can show a suitable border and give a fair idea of the appearance of the paper when hung on the wall.

Papers with glossy surfaces present the greatest difficulty in a window display. Be careful not to have the light shine on them so as to produce a glary effect.

Educate your customers up to buying a better class of paper. Every dealer has to keep lines of very cheap paper, but the price forbids any good profit. It is in the higher grade papers that the real profit lies. These grades can be sold in most cases if they are shown in comparison with the poorer qualities. It doesn't require any argument to show the difference between a cheap and a more expensive article. For the better rooms of a house particularly, the better paper can be sold with very little urging.

Great care in buying is necessary to prevent accumulating a lot of old styles and small odds and ends. Keep the stock moving, even if you have to mark down some slow-selling lines very low.