

WALL PAPER AND DECORATIONS.

MR. COLIN MCARTHUR, the senior partner of Colin McArthur & Co., is at present down in New York securing new designs in wall paper goods for next season. Mr. McArthur's long experience in the business ought to be a guarantee of a nice selection for the patrons of this enterprising manufacturer next year.

Colin McArthur & Co.'s travelers got through with their placing trips on the first of the year, and the house reports that their business shows an increase as compared with the same period last year. Several of their travelers are still out on their sorting trips and are meeting with good returns. The home staff are working at nights at present getting orders forward. The new line, Anaglypta, has proved a better seller as time passes, this system of wall decoration finishing great favor with the local trade.

HOW TO DECORATE THE HOME.

Will you kindly tell me how a bright young salesman in a wall paper store, writes Samuel How, a New York authority on decoration, is going to advise on the decoration of a room he has never seen and knows nothing at all about, only that you call it your parlor or dining-room, as the case may be. What course would you advise us to pursue? We give this as our judgment. Allow someone who has had practical experience, added to a natural taste, to fulfill your commissions. Tell that gentleman what your individual wishes are, your little preferences and your dislikes. He will be glad to guide your selection in every detail. Where do we find such a man? We answer, perhaps your own town has just the help you need. There are to our knowledge many bright, practical men connected with retail stores, who will gladly furnish this advice that they are so able to give.

You must exercise judgment in picking a man. You wish your house to be bright and attractive; you have simply a small sum of money to dispose of, and for the time being all you wish to expend.

The problem, to which we refer, turns up every day in the week in all our large cities. Quite a number of people get delightful results, and others utterly fail. You think it is a matter of price. It is not. It is brains. Why should you not feel confidence in depending upon the judgment of your country storekeeper? Simply because that man retails wall paper for a few cents a roll, and you imagine his knowledge is confined to his stock at the moment, and that his only interest is to sell what is in his store. You frequently make a mistake. Such men have often varied experience. They are largely posted by the manufacturers' agents, and can tell you directly not only what is used in well-known

examples, but submit you specimens and designs, even though far removed from headquarters.

Keep a sketch of your house in your mind, note the height of your rooms, and decide the general scale and proportion. If you have a drawing, even of the simplest kind, with figures showing sizes, that will be a great help to you and the salesman. Figures do not lie. When you are tempted by a design full of character, get the measurements of the pattern, and find its relation to the features, doors, windows and mouldings of your rooms.

How often do we visit and admire certain things which are beautiful in the position we happen to see them, but which would be out of place for our own requirements.

If we only knew it, there are just as good, strong and attractive decorative possibilities in our own house—given the knack of finding them out. It there be one thing more than another that determines a difference between a thinking purchaser and his fellows, it lies in his selection of wall papers. It is funny to hear the discussions of those who finally turn out to be color-blind—like the large body of the Signal Service in Germany some time ago. A good deal can undoubtedly be done to lead up to and make places for a certain number of our favorite patterns by the clever introduction of panels, and often by carrying the same over one or more openings, closing out windows with drapery panels, and thus adding a great deal of breadth and better balance to our rooms. Frequently are we asked to frankly criticise, when we have only to request the removal of two or three pieces of furniture, and a few simple changes that, while pretty in themselves, disturb the repose of the mass.

Remember that blue, unless it gets lots of sun, makes a room cold. Striped paper increases the apparent height. Use it in your low rooms. A plain wall with good deep frieze, having lots of bold drawing, and full of color, makes a strong room, and gives chance for hanging etchings, plaster casts, sketches, etc.

Yellow is absorbed by gas or lamp light, so if you wish to make your combination distinctly yellow, you must allow for that, while blue intensifies its effect by night, and is exceedingly dark. Electric light makes but slight change on yellow or blue. Where we have a great deal of furniture, unquestionably the best way, and one which unites the rooms, and adds a breadth to the whole, is to repeat the same decoration on the walls in each room. Let your wall coverings run through; also your carpets. This as the connecting link will be more generally pleasing.

Again, how much sun do we get? Is it a direct or a reflected light? If the latter,

reflections of what? Green grass, a landscape, or simply a building? This plays a most important part in the problem. Those wall papers, draperies, etc., selected in the city, seen possibly in the back of a store under a reflected light, and aided by gas, appear positively strange to us under the new surroundings of our homes. Take the goods to your house and see them under the changed conditions.

A striped decoration, full of quaint conceit, rose buds and delicate ribbons, the whole in natural colors, which the manufacturer has carefully touched with mica, to sparkle in the sun, and on which one should look with delight, gets crowded in a position where the sun never sees it.

Many schemes can be had for just your case—strong, vigorous designs with nouse enough to take care of themselves, colored to stand gas, lamp or electric light.

INFLUENCE OF CLIMATE.

To Carpets, Wallpapers and Curtains said a Chicago wall paper man lately: "Did you know that the wall paper trade is a victim of circumstances, particularly climatic circumstances? Well, it is so. Look at this order book. Every blooming order I have now is from the south, where the weather is warm enough to allow people to turn their houses wrongside out in the early months of the year. Well, then, if we have moderate weather for a month or so, more orders from places higher north will begin to come in, and then we will have good business."

ENGLISH PAPERS AT THE CAPE

Now that Canadians are making efforts to push their wall papers in South Africa, interest attaches to a report of the French consul at Cape Town to his Government regarding the wall paper business there. He refers to samples of English-made wall papers which now find a regular market at the Cape. The English prices, both f.o.b. and delivered at the Cape, were given, and as illustrating the importance of this branch of the import trade of Cape Town, it was pointed out that the value of the paper hangings imported has risen from £9,448 in 1891 to £16,480 in 1894; there has been thus a very great increase during the last four years, and it is considered that the consumption of the goods in question is considerably on the increase, and advances with the progress of civilization in South Africa. According to the latest official statistics, the quantity imported has been almost entirely of English manufacture, although Germany sent last year some £360 worth. There is always a good demand for that class of papers designed to accompany or to help in setting off plinths and dados. New designs, if of good character and offered at reason-