

WALL PAPER AND DECORATIONS.

COLIN McARTHUR & CO. have had a very busy month of it, pushing orders forward. They note with satisfaction, as a sign of an extending trade with the sister colonies, the receipt of large orders both from South Africa and Australia. It is their second year in catering to the South African trade, which is now well established, while the orders from Australia indicate as promising possibilities from that quarter.

Mr. Foster, of Watson, Foster & Co., left for New York on Thursday, the 2nd, to post himself regarding new wall papers, etc., for the coming season's trade.

In the last issue of BOOKSELLER AND STATIONER, and in all the daily papers, it was stated that a recent Customs ruling on Anaglypta, the new wall decoration, made it subject to an ad valorem duty of 25 per cent. This was incorrect, the Customs charges on the goods being a specific duty of 1¼c. per roll, as well as the ad valorem duty of 25 per cent.

Steadily increasing sales testify to the popularity of M. Staunton & Co.'s wall papers. Their output this season is much larger than last year, and, notwithstanding the additional machinery put up in anticipation of increased business, they have been working their entire staff overtime for several weeks past to enable them to fill all orders in ample time for spring trade. Several carloads are being shipped each week. The stock room in their factory, large as it is, has proved inadequate to the demands made upon it, and the firm have had to procure additional warehouse room in a building conveniently situated near by.

J. M. Kelly, who represents Watson, Foster & Co. in the United States markets, has been in Detroit and other western points recently.

M. Staunton & Co.'s Ontario salesmen are now on the road calling on those of the trade who were unable to place orders during the fall. Dealers who have room for more patterns should write to the firm, who will have them looked after.

In the United States recently there has been some talk about wall paper factories being a bad risk for insurance companies and underwriters are asking increased rates. During the past 18 years 25 factories have been burned in the States, and thus the companies consider a poor record. The same argument cannot apply to Canadian fac-

ories, which are well constructed and well looked after. A Canadian factory lately had a fire which was put out before any material damage was done. There are plenty of other kinds of factories where the danger of fire is infinitely greater. The truth seems to be that insurance companies are always looking for grounds on which to increase the rates, and if someone will just give them a hint they will raise the rates on warehouses for storing ice.

In the States the wall paper men are looking to 1896 as the banner year of the trade, and with improved trade conditions in Canada, there is no doubt it is going to be a good one with us, too.

Papering ceilings continues to be the rule even in business offices. No other form of decoration produces the same effect, and its complete concealment of all defects in the ceiling marks it out as a fashion come to stay.

The Attorney General of New York has refused the application made in the courts for the dissolution of the wall paper trust. The application was based mainly on the ground that good-will cannot be considered as property or capital. The Attorney-General said he was not called upon to decide whether the trust constituted a combination to control the wall paper market, or to pronounce upon the legality of the combination or the solvency of the company. The applicants had been paid \$1,600,000 for their assets and good-will in common stock of the company, and desired to know whether the statute allowed the capital stock of \$30,000,000 of the company to cover good-will. The Attorney-General decided that good-will was lawfully property, and might be included in an issue of capital stock.

Purchasers of wall paper, as any dealer knows, are harder to please than most people. A competent dealer usually knows far more than the average purchaser, who has vague ideas of what he wants, and possesses few artistic tastes. A story illustrating it is related by Curtains, Wall Paper and Carpets, about a lady who went into a store in a town with a sample of red paper and wanted a room papered with some of that exact shade. The dealer had some nearly, but not quite, like it. But the customer wouldn't take it. She knew what she wanted and nothing else would suit. The decorator wrote to the factories but could not get the desired shade. So he went to the house to tell her this, and took along a roll of the

paper he had in stock. Ushered into the reception room, he waited her entrance, thinking over the little story with which he hoped to change her mind. In looking about the room, he espied protruding from behind the mirror a little edge of the same sample of the paper she had shown him. A happy thought. Quickly pulling it from its concealment, he tore off his roll a piece of like size and shape, stuck it behind the mirror where the other had been and placed her sample in his pocket. When madam came in he explained that he had written to various factories and thought he had a paper that would suit. She went to her mirror, produced the sample, compared it with the roll, and everybody was happy, even if he were guilty of a bit of deception.

The exports of Canadian wall paper to British Colonies and elsewhere are beginning to be perceptible in the trade returns. We have no official figures later than last June, but the trade returns for the year ending June, 1895, show exports of 10,439 rolls, against 1,770 rolls the year before. About half the quantity exported goes to the United States.

The imitation leather wall paper of Japan is manufactured by hand. All the processes, from the stamping of the dies on the moist, heavy sheets to the delicate painting of the raised arabesques and quaint flowers, are done by the deft fingers of skilled workwomen. The material used is the inner bark of certain trees which do not thrive out of Japan, and the same kind of paper cannot therefore be made so well out of Japan. Ceiling patterns of the same kind of leather-paper are made by the Japs, and they are as firm as wood. They sell at 2 yen (about \$2) per yard.

The Customs returns for 1895, just issued, show Canadian imports of wall paper last year, compared with the previous year, to be:

	1895.	1894.
Brown and white blanks	\$ 7,191	\$ 4,462
White and grounded papers and satins	64,561	30,080
Single print and colored bronzes	15,774	37,187
Enamel bronzes	4,407	9,462
Colored borders	12,390	11,716
Bronze borders	2,913	6,997
Enamel borders	18,603	4,481
Other wall papers	13,540	62,690
	\$139,139	\$117,075

The Munsey Publishing House is to be removed to New London, Conn. The publisher has bought property at the corner of Meridan and State streets for \$40,000.