

## WALL PAPER AND DECORATIONS (Continued)

"but I told the firm it was so good we ought to own it. I have two others from the same source, and have written the young woman that I shall send her designs to London; they will find sale there.

"For a moderate degree of talent in designing there is a steady demand. The best firms, possibly four or five in the city, employ individual designers. They pay them well and get good work in return. The factories that cater to the average trade do not employ their own designers; they rely on the designs which they can buy outside. Their demand, then, is the practical field for the design maker, and his or her other artistic possibilities must necessarily be limited. They must draw well and design well, but they must understand their market. Girls come to New York with a strong bent for drawing, and possibly some crude talent, and start in to get a living out of their imperfect knowledge. It is obvious that they must be disappointed. Those who have pluck and genuine talent get over their first enthusiasm and learn to take practicalities into consideration; then they do better. Taking it all in all, men succeed better than women. They are generally trained regularly for what they undertake to do, and patience and technical knowledge are required as well as talent; practicality first of all; a special design for the special adaptation. The width of loom is a distinct consideration, and the demand for certain kinds of paper.

"Women have not done much in designs for chintzes and carpets. Of course, the chintz-printing would be as easy for them as the paper; a smooth surface, and only shown on one side; but the carpet weaving and the practical knowledge involved put a different phase on the matter. The warp and the woof, as the threads interweave, the possibilities of the loom and its limitations give the designer in tapestry, silk, or carpet texture much more to take into consideration than he would have to consider for cotton fabrics."

"The country is full of so-called designers, and sometimes the question resolves itself not so much into a survival of the fittest as of the least unfit," said a woman who is the best-known exponent of her art in New York. "I see so many girls go into the work in a half-hearted way that I am impelled to warn them frankly that they are wasting their time. Designing is not an art by itself. It includes a vast deal of general all-round knowledge and calls for as much special and creative work as is required of the legitimate painter. A successful designer must have personal feeling for composition and must understand the laws of harmony, and particularly in rela-

tion to literature and historical epoch and happening. What is needed is 'style' that is unhampered by precedent, originality that is not eccentric, and, above all, decoration which aims to beautify. There is no limit to the amount of thought and study involved in art designing.

"For the first ten years after American designing was first introduced there was a good living to be made out of it by what might be termed mere amateur talent; I mean amateur in the sense of untrained. Within the last four or five years there has been a distinct advance in the grade of work demanded, and the dabblers and dilettantes have gone to the wall, because all over the country the average taste has come to be more cultivated. People will not put up now with what they once not only tolerated but really liked. The art schools have done this, and the standard of art in this country is growing to be recognized abroad. In the West—Chicago, St. Louis, Cincinnati—there are splendid art schools, and the public taste has been elevated distinctly by their influence. There is a higher tone in house decoration now, and people demand better, simpler and truer ideas in the way of furnishings and appointments."—*New York Post*.

### LOOK OUT FOR JULY.

As work on the new line progresses the travelers for M. Staunton & Co. become more and more enthusiastic in their praises, and all express the confidence they have that the new samples will distance all previous efforts. The prospects of large sales and pleased customers is always gratifying to the "Knights of the Road."

Owing to the large business done during the past season work on the samples has been delayed somewhat later than usual, and it will be July 1 before M. Staunton & Co.'s salesmen take the road, but this will be as early, if not earlier, than any other factory will show.

In our July issue we propose to give a description of this firm's new goods.

### NOVELTIES PROMISED.

Colin McArthur & Co. are still busy preparing their new designs. They are putting forth every effort to have all their samples ready to submit to the trade in ample time. Their samples this year promise to be among the finest ever shown in Canada, including several novelties which they are confidently expecting to be among the readiest sellers on the market this season.

### GET ONE OF THESE.

M. Staunton & Co. will this month distribute to the wall paper trade a combined

calendar and table of quantities of paper required for various sized rooms. It is artistically printed in colors and gold, and will be found very useful. Every wall paper dealer should have one. If your name is not already on M. Staunton & Co.'s books drop them a post-card and ask for one of these.

### THE VANCOUVER TRADE.

THEY PROMPTLY TOOK ACTION ON THE VARIOUS FEATURES OF THE NOW ALTERED TARIFF.

At a meeting of the booksellers of the city of Vancouver, British Columbia, held on the 20th day of May, 1897, it was resolved:

That this meeting enter protest against some provisions in the new tariff of duty which are seriously detrimental to the interest of the public on certain books.

First—That the rate of 20 per cent. ad valorem is too high, materially increasing, as it does, the cost of all books over the value of seventy-five cents, thus affecting all the best books. The public will have to pay an advance of from 25 to 2,000 per cent. on the duty formerly paid. And that if it is considered advisable or necessary to place a restrictive duty on the best literature the rate should not exceed 10 per cent., which would still be a very great advance on the duty of 6c. per lb. heretofore paid.

Second—That the prohibition of the importation of American reprints of British books will largely increase the cost of the better classes of books and will place many of them beyond the purchasing power of the average Canadian buyer. Many books which are published in Great Britain at from \$3 to \$7.50 are issued as American reprints at from \$1 to \$1.50. The public are affected by this prohibition more deeply than the trade. It is the opinion of this meeting that the prohibition has been framed in the sole interest of some three or four Toronto publishers, to the great disadvantage of the general public.

Third—That the provision allowing public libraries and colleges to import books free while the trade is charged an excessive duty operates seriously to the detriment of the trade, and through the trade to students and others who find it advantageous to place books of reference on their shelves.

And that the secretary of this meeting be instructed to forward a copy of this resolution to Mr. Maxwell, the honorable member for Burrard District, with the request that he will lay this resolution before the proper authorities at Ottawa.

On motion duly seconded it was unanimously

Resolved, that the secretary forward a copy of this resolution to Messrs. T. N. Hibben & Co., of Victoria, requesting them to take similar action through their representative.