

HOW TO BUY FURNITURE FOR THE HOME

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How to buy furniture for the home by Forrest Loman Oilar

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FORREST LOMAN OILAR

**HOW TO BUY
FURNITURE
FOR THE HOME**

PROEM

Furniture is one of the chief requisites in our lives, promoting, as it does, health and happiness. Few have wealth, but all must have a home. Do we realize what a factor the furnishing of a home is, in the scheme of modern civilization? We have as much a duty in educating the home-maker in the selection of furniture as in preaching civic beauty. To create harmony in a home is to raise the average of culture and intelligence.

The home life is influenced by its furnishing, and in the home the nation is moulded.

Without pleasant surroundings the child will seek outside amusements, thence the street corners and the attractive and well-furnished saloons. If one desires a well-furnished house, one should make house furnishing a study. Homes are brought up to the standard in ratio to the study which is put upon them, it being impossible to build higher than one's ideals.

The writer has been associated with the home-furnishing business all of his business life, from clerk to buyer, and then manager of one of the largest concerns in house-furnishings. He has kept in touch with the furniture markets by visiting them semi-annually for many years, as well as familiarizing himself daily with the demands and needs of the consumer, and has been closely affiliated with the State and National Furniture Association work. Such intimate, in-

side connection with the house-furnishing business has convinced the writer that the average purchaser lacks so much in preparation and experience that he is prone to make purchases which are not, in the long run, satisfactory. He falls an easy prey to the unscrupulous dealer and incompetent clerk. He also fails to consider that house furnishings are things with which he lives every day, that they should be selected with critical care, and chosen so that they may become dearer with each year's association, and of a quality to be handed from generation to generation with increasing pride and love.

Thousands of people each year are duped into buying poorly constructed, unattractive and unserviceable home furnishings, and not until they experience their second or third purchasing trip do they learn to economize by buying quality goods.

There are many books on the market which give a great deal of information about certain essentials in furnishing the home, but there seems to be lacking, in most of these works, the specific directions which one needs in selecting the furnishings which have the combined qualities of attractiveness and service. Many books relative to period furniture may be had, and though period furniture is growing rapidly in demand, the average layman does not care so much about the style of furniture which was used centuries ago, and little does he consider the value of modern furniture. Numerous manufacturers of various kinds of commodities place practical and instructive matter in the hands

of those inquiring, but that matter, as instructive as it usually is, naturally favors the particular line designated.

There are just as many points to be considered and looked for in buying an inexpensive rocking chair as in selecting a period suite which must carry with it carvings and other lines which were in vogue at the time of its conception.

Lack of knowledge in selecting home furnishings is false economy. A poor selection usually results, in time, in a better and wiser purchase, and a knowledge of how to select carefully and wisely at first will prove a great saving.

People of today live too fast and usually do not take time enough in studying and selecting furnishings for their house—furnishings that must last perhaps a lifetime. Owing to the carelessness of some purchasers, complete outfits have been sold in a very few minutes. It takes *time* to go through a large stock and make comparisons and the best selections. If time is limited, it is policy to wait until one can use the required time for this very important work.

The purpose of this book, therefore, is to qualify the house furnisher to discriminate between worth-the-money goods and shoddy or poorly constructed articles, which are calculated to deceive the novice; to make him an independent judge of qualities; to tell why and how; to place the experience of years at his command and enable him, while freely exercising his individual taste, to buy knowingly and make the spending of his

house furnishing appropriation yield an asset instead of an expense.

For courtesies shown in supplying special information which has helped to make this book more practical, grateful indebtedness is due to the following manufacturers, trade journals, and periodicals: Heywood Brothers and Wakefield Co., Chas. P. Limbert Co., Stickley Bros. Co., Gustave Stickley, Simmons Manufacturing Co., Kimball and Chappell Co., Karpen Bros., Century Furniture Co., Grand Rapids Furniture Record, Carpet and Upholstery Trade Review, Furniture Retailer and House Furnisher, and Veneers.

THE AUTHOR.

CONTENTS

CHAPTER I

	Page
INTRODUCTION	1
High cost of living.	
Education is important.	
A little advice to beginners.	
To buy wisely is to buy economically.	
Production and distribution.	
The middleman "The Distributor".	
A word about the cost of furniture-making.	
Furniture profits are not enormous.	
Patronize reputable dealers.	
American-made furniture is universal.	
Home buying versus mail-order buying.	
Freight, damages, etc.	
Think twice before buying on the installment plan.	
A kindly word of warning.	
Trading stamp, premium and gift schemes.	
Dishonest buyers harm honest buyers and honest merchants.	
Eliminating and discriminating.	
Leaders or specials.	
Terms should be a secondary consideration.	
Better to buy where acquainted.	

CHAPTER II

WOODS	20
Printed imitation called "American oak".	
How to detect it.	
Plain oak.	
Veneered versus solid woods.	
GLUE	28
EFFECT OF DRY AIR ON FURNITURE.....	28

CHAPTER III

	Page
RATTAN, REED, WILLOW, FIBRE, RUSH FURNITURE.....	29

CHAPTER IV

LEATHERS	32
Currying and buffing.	
The treatment of splits.	
The reproduction of effects.	
How leather is "boarded".	
Spanish leather.	
How modern Morocco is made.	
Cordovan and Russian leather.	
Leather will crack.	
Imitation leathers.	
FURNITURE COVERINGS	42

CHAPTER V

PERIOD FURNITURE	43
Study kindles desire.	
English furniture predominates.	
Chronological arrangement of period furniture.	
Classic period.	
Gothic period.	
Fifteenth Century Renaissance.	
Elizabethan, Jacobean, and Tudor periods.	
Elizabethan.	
Jacobean.	
Cromwellian.	
Queen Anne period.	
Chippendale period.	
Hepplewhite period.	
Adam period.	
Sheraton period.	
Louis XIV period.	
Louis XV period.	
Louis XVI period.	
First Empire period.	
Colonial period.	
Post Colonial period.	
L'Art Nouveau.	
Modern mission style.	

CONTENTS

xi

CHAPTER VI

	Page
KITCHEN	64
Stoves and ranges.	
Directions for setting up stoves and ranges.	
Directions for operating.	
Base burners.	
Electric cookers.	
Gas stoves.	
Kitchen cabinet.	
A practical suggestion.	
Kitchen stools.	
Kitchen tables.	
Refrigerators.	
Care of a refrigerator.	
Window refrigerators.	
Fireless cookers.	

CHAPTER VII

DINING ROOM	83
Modern finishes.	
Dining table.	
Table pads.	
Buffets and china closets.	
Dishes.	
Dining chairs.	
Chair glides.	

CHAPTER VIII

LIVING ROOM	90
Rocking chairs.	
Davenports.	
Sanitary couches.	
Couches.	
Living-room tables.	
Straight chairs.	
Arts and crafts construction.	

CHAPTER IX

BEDROOM	97
Modern finishes.	
Dressers, etc.	
Bedroom desks.	