A Selling Point

DISCUSSING housing questions with

difficulty in selling a thoroughly wellequipped electrical home. He had an

instance of this when trying to sell two

gard the original cost sold first, though

it was at a higher figure for sale than

reason for this was put down to the

excellent lighting system. It appears

the more expensively built one.

properties.

a leading land agent recently, I learned that there never seemed any

The cheaper one as re-

Some Useful Hints

THERE is nothing cosier than an ingle fireplace with seats on either side, provided it does not smoke. Unfortunately, the cavernous chimney which suited the generous fires of our forefathers is often ill-adapted to our own more meagre fires, with the consequence that the up-draught is insufficient, and the smoke comes out into the room. However, it is possible to restrict the flue opening, and the log fire which burns within will then give a cheery blaze, without the discomfort that has just been mentioned. A fireplace of this style wants to be used in a room with a rafter or a beamed

A fireplace taking up the whole end of a room is very striking, and this often lends itself to bookcases being built in on either side. This fireplace in a large room may also be built of stone boulders, if you live in a place where they can be easily procured. It is wise, then, to build the whole chimney of stone, but let it be on an outside wall.

When building a "period" house, it is advisable to plan your interior in keeping with the exterior. It is possible now to procure basket grates, dog grates, or hob grates, which can be placed in a suitable opening. Small red bricks, stone, or tiles are among the best material for this purpose. You can buy genuine old models, but it is better to buy those that have fire-brick interiors which deflect the heat into the room, thus economising fuel. Sometimes in the case of the basket grate that stands in an open fireplace, the old trouble of smoke escaping into the room may be overcome by fitting a hood or canopy over the grate-in design to match the particular grate.



Prize Poem Competition

HE prize of half a guinea for the current competition is awarded to "Late Night, the City," by "Anne," who besides being a thinker and observer, obviously is skilled in versification. Selected for commendation, though not as good as the prize-winner, is J.R.'s "The Swagger." mendation, though not as good as the prize-winner, is J.R.'s "The Swagger," a picturesque and flowing description of the ups and downs of the life of one of those rolling-stones who are such familiar figures in the backblocks. Also we have read with appreciation "Basbleu's" interesting contributions, which are instinct with truth of sentiment and imaginative consciousness, the "Ode to a Lost Friend," with its wistful gesture of farewell, being particularly arresting.

"Ginger" sends quaintly-phrased lines anent contrasting charms of youth and maturity, in which "hushed and wise" age wins hands down. A charming effort, but should not "connoisseur" be "cynosure"?

"Nova": Your verses have beauty and originality, and could only have

"Nova": Your verses have beauty and originality, and could only have been written by a true lover of trees. We hope some time to find room

paean to morning loveliness of Akaroa creates pang of nostalgia for that water-locked bourne of beauty.

Decima Laurence: We do not accept stories, space being extremely limited. Your poem is well and consistently expressed, but too long for our

"Chris": We like the gentle tenderness of "All gold was the gorse."
"Trier" will have to try, try, try again before she reaches anything like

our standard. "Evening": A shadowy impression of beauty couched, with a certain apti-

tude, in modern verse form. "Sea Moods": A conscientious catalogue of emotions induced by contemplation of nature's vicissitudes, which could with advantage be briefer.

"Wild Rose" sings tuneful lyric of earth's varying loveliness. S.E.D.: Too many "thes," but with a little straightening up your poem

appeals. "Jackaroo's" dream of dead desires is more like a nightmare!

Late Night, the City

IN the shop window staring jewels lie
That fat red men for high-heeled ladies buy . L. All suddenly the Night Wind breaks Out of the Listening Heart of Things, and shakes On the hot asphalt shadows of cool gloom From fields where dusk is deep with bloom. Then on it stumbles, down a drowsy lane, Beats on a tree a silver scud of rain, Crystals faint strings of beads along each bough (In town they're giving souls for diamonds now!) Finds an old garden where the shadows fall Like shining sapphires on a moonlit wall, Tosses the soft fire of camellias down (Dark rubies scattered from a spendthrift crown!) And twists a thousand emeralds in its flight, Restless on glinting boughs beneath a light; Plays with an opal that's a mirrored moon Set in the black heart of a pool, and soon Sleepily tumbles on a starry hill, Glimmers amongst the blossom—and is still . . . In the shop windows staring jewels lie That high-heeled ladies lust for, going by! —"Anne."

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this has now developed into a psychological factor in selling. Lighting must be treated as a most important part of the building design. It may be the electrician's work to make the installation, but the original design should include lighting as one of the attractions of the house. It certainly will increase the builder's cost, but it will be a very big advantage in the sale. A well and artistically-fitted electrical home should be first shown to the buyer at night as the average person visualises "home" as the place he goes in the evening—therefore of his first impressions of an evening setting with the lights just as he would like them takes his fancy the house is sold.

There should be a light at the entrance

gate, and also a switch on the gate-

post to operate a light on the porch.

This impresses immediately. I should advise, if suitable to the style of

architecture, an antique lantern bracket

on the side of the entrance. If the hall is wide, and used also as a lounge, wall-brackets with twisted flame lamps are effective, and provision should also be made for plugs on the skirting board for reading lamps and standards; also for heating

points for radiators.

Remember that most of a woman's time is spent in the kitchen, therefore careful planning of the kitchen lighting can easily provide the deciding factor in the sale of the property. Ordinarily there is only one light in the kitchen, but if you wish to win the approval of a housewife provide her with adequate lighting sources in the kitchen. The woman has the right to the last word, in this as in all things,

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