

## NOVELTIES IN FANS.

WITH the more springlike weather prevailing comes an increased demand for fans, which runs largely to the Japanese goods. Japan may be said to be the largest fan producing country in the world, especially of the lower grades, while the finer makes are mostly products of French and Austrian manufacturers. Upon looking through the jobbers' stocks the most pronounced novelties run to the Japanese goods, these being more extensively dealt in owing to low cost. In flat makes they job so low that a retailer is often enabled to sell them at 2 cents each, with a fair margin for profit. They are shown in an almost endless variety of shapes, decorations and coloring, and in no class of goods are the peculiarities of Japanese art more pronounced than these. Among the more recent products appears a derided novelty in a flat fan made of fine gauzy silk stretched on a light wire frame, round or oval in shape; also shaped to resemble leaves, etc., with the wire edge covered with silver paper, mounted with a light fancy stick, the silk being decorated in such designs and figures peculiar to the Japs. These are both light and slightly in appearance, and when not applied to cooling purposes add to the room as a decoration. They are jobbed at about \$4.50 per dozen.

Another pretty style of fan is one that is made in open work, with flowers and leaves, supported by the light thin bamboo that comprises the frame, these affording excellent opportunities for the Japanese to display their peculiar decorative styles. These effects are produced in the figures and flowers on heavy paper with a soft, velvety finish, with the outlines of the design in relief. One novel design shown was a large spider, that was almost true to life, supported on the fine bamboo frame that resembled the web, while the edges were finished to resemble the leaves. These are mounted on fancy bamboo stocks, natural and lacquered, the fan in some instances being edged with fringe; these are better adapted for ornamental purposes than for usefulness, as large quantities of these are sold for decorating, the prices ranging all the way from 5c. each up to as high as \$5 per dozen.

The Japanese produce large quantities of folding fans. In paper goods they may be bought as low as \$4.50 a thousand. In the silk-covered and high-priced fans they can not compete with the Austrian and French manufacturers, as the Japanese goods lack that finish and delicacy in design and workmanship of the French and Austrian goods; and where Japanese goods are shown in the high-priced makes, the trade is somewhat insignificant when compared with the cheaper grades.

In the better class of folding fans of French and Austrian manufacture the latest

novelties are shown in what are known to the trade as Mazuline fans, which are made of a gauzy silk fabric, edged in fine, delicate lace; the sticks may be of bone, wood or mother-of-pearl; the wooden sticks are more popular owing to their durability. If of wood they are decorated with a gilt scroll; while the bone sticks are cut in delicate scroll designs, the fan being painted by hand in small designs, in either flowers or figures, in soft delicate colorings. While these goods vary in price from \$2.25 to \$42 per dozen, the popular grades are those that job at \$4.50, \$6 and \$9 per dozen.

A popular fan this season is one that is made of chicken feathers and decorated with narrow ribbons. The feathers are neatly fastened on the sticks so that one overlaps the other, and the feathers are clipped straight across the ends and then curled, with small spangles fastened on the bottom row, the stick being enameled and decorated with gilt; the fan is then given a finished effect by trimming with narrow ribbon tied in bows. These are shown in light delicate shades such as Nile, heliotrope, primrose, sky blue, cream and white, and job anywhere from \$4 to \$9 per dozen.

Fans of a similar character made with ostrich feathers are also shown, these ranging in price from \$9 per dozen up as high as \$25 each, the quality depending on the size of the feathers. A feature this season in the finer grades of fans is a tendency to run to the smaller sizes, the larger fans not selling as freely as in former seasons.—*New York Journal of Commerce*

## THE POINT OF VIEW.

A RETIRED drummer told me the following story the other day: A firm in this city not long ago employed a mild mannered, middle-aged man to go to Maine and solicit trade. In about two weeks he came back and said he "couldn't do anything." His employers were not satisfied.

They said he must lack address, and requested him to illustrate to them his style of presenting himself to the proposed customers. They asked him to take his samples and approach them for the purpose of selling to them, so that they could judge of his capability.

So he went out, and in due time returned with his valise, which he opened, and showed them his goods in a very zealous and earnest style, but the employers did not quite like it, and one of them remarked: "Let me show you how to do it. I am satisfied I could take your place and sell to everyone I approached." And requesting the man who was to be taught to consider himself a hanger merchant for the time being, the partner went out in due time and the middle-aged man sat down to a newspaper. In a moment he came in in beautiful style, and, accosting

the man with the newspaper, very graciously begged his attention to some beautiful samples of goods from the house of —, Franklin street.

The mild-mannered man barely turned his head to notice his visitor, and disposed of him with: "Go to —; you are the ninth one that's been here to-day."

Suffice it to say that the large house of —, Franklin street, from that moment better appreciated the services rendered them, and also seemed to have a wholesome disgust of Down East merchants.

## DEATH OF MR. JOHN A. TAYLOR.

JOHN A. TAYLOR, publisher, so well known as proprietor of the National Publishing Company, died last Tuesday from consumption, at his late residence, 30 Bernard avenue, Toronto. Mr. Taylor was an exceedingly popular young man, and had an extensive circle of acquaintances both in Canada and the United States. He began life as a boy in A. S. Irving's old news depot in King street, where the Bank of Commerce now stands, and step by step he climbed the ladder of success until he controlled an extensive publishing business. During the past two years, however, owing to the dulness of the times, business decreased, which fact caused him considerable anxiety, and no doubt helped along the disease that sooner or later was sure to cause his end. Mr. Taylor was a most energetic business man. He leaves a widow and a young family.

He published in New York under the firm name of the John A. Taylor Co., and had at one time an extensive line of plates. During the past year this business was allowed to drop and the plates were sold.

Paper tires for bicycles are said to have been practically tested, and some important claims are made for them. It is said that they not only reduce the first cost of a bicycle some \$12, but that they will wear three times as long as a rubber tire. So far as the process of manufacture is made public, it is as follows: Certain ingredients are put into the paper stock to make it elastic, durable and firm. The method of drawing out a paper tube, whether it be the size needed to circle around a bicycle wheel or for something smaller, is an old one and well known to manufacturers of paper. Of course the operation of uniting the two ends together is new, but that is simple. One end is enlarged and shaved off on the interior for several inches, the other end is shaved off on its exterior and put into the other half. Special adhering glutinous substance is used in making the joint tight. A little smoothing, varnishing over, and the ends are united. Hair is used in place of interior linings and air, and is forced into the hollow of the tube before the union is made. A special instrument is used, so that the packing is uniform.