



The trade has been better than it usually is at this season. The reason probably is that there has been less sameness in stocks. Most of the houses have some distinctive specialty in which trade is lively. The common experience of the summer trade is that all have pretty much the same lines to offer, and none have any very strong business in anything. The wares on the market this season partake less probably than ever before of the trashy nature. There are many very interesting objects among them, interesting as bric-a-brac, and interesting on account of their utility. There are more articles of the curio description than we have had for some years, articles such as the traveler might pick up in foreign countries.

The first shipment of C. M. Taylor & Co.'s Japanese goods went off very rapidly in the assorted cases in which it was put on the market. It comprised some rarities that were never seen here before in notions, such as carvings in ivory, in wood, etc., etc. The second shipment is now in the firm's warehouse. It includes some fine basket work, and an innumerable array of other lines.

Hickson, Duncan & Co. are now unpacking some very taking specialties in Japanese fancy goods that they have brought direct from Yokohama. The marvellous ingenuity that characterizes Japanese handiwork of the first-class is abundantly illustrated in this fine stock. The very art of detail seems to be summed up and embodied in the collection. It would be an easy matter to make up a cabinet of curiosities from this stock, in which there is nothing that will not sell. Not is the individuality of the stock its only feature. Its remarkable cheapness will push it forward quite as much as its beauty and freshness. There are papier mache goods, card receivers, paper knives, lamp shades, curtains, conceits in bells, wall brackets, and a multitude of other things that the trade should see.

THE JAPANESE FAN.

One of the necessities of life in Japan consists of the fan, of which there are two kinds, the folding and the non-folding fan. Paper enters largely into their composition. Bamboo forms a material very handy for the framework of the cheaper kinds. The paper is either decorated with paintings in all the different styles of Japanese art or else brightly colored and sprinkled over with silver and gold leaves. These fans are manufactured of all possible qualities and prices, the richest and largest being used for ceremonial dances, where they form accessories of great importance.

The place most noted for its production in fans is Nagoya, and superior ones are made at Kiyoto, while the inferior descrip-

tions come from Fushimi and Tokio. Several millions of fans are exported annually from Japan to America and Europe.

The fan is an inseparable part of the Japanese dress. A native is rarely without a fan. It is his shelter from the sun, his notebook, and his plaything. The varieties of these paper fans would form a curious collection in respect to form as well as quality. The highest priced fan that was used in the days of seclusion from the outer world was not more than 5 yen, or 15s.; but now they have been made to order for foreigners as dear as £2 to £3. The general prices of ordinary fans range from 2s. to guineas per 100. There are many curious uses for fans in Japan. The umpire at wrestling and fencing matches uses a heavy one, shaped like a huge butterfly, the handle being the body, and rendered imposing by heavy cords of silk. The various motions of the fan constitute a language, which the wrestlers fully understand and appreciate. Formerly, in time of war, the Japanese commander used a large fan, having a frame of iron covered with thick paper. In case of danger it could be shut, and a blow from its iron bones was no light affair. One notable variety of fan is made of waterproof paper, which can be dipped in water, and creates great coolness by evaporation, without wetting the clothes. The flat fan made of rough paper is often used as a grain winnow, to blow the charcoal fires and as a dust pan. The Japanese gentleman of the old school, who never wears a hat, uses his fan to shield his eyes from the sun. His head, bare from childhood, hardly needs shade, and when it does he spreads an umbrella, and with his fan he directs his servants and saves talking.—Paper Mill.

EARLY USE OF UMBRELLAS.

In the sculptures of Egypt, Nineveh and Perseopolis, umbrellas are frequently figured, closely resembling the umbrella of today. In the East, however, its use seems to have been confined to royalty, but in Greece and Rome it was more extensive. The custom was probably continued in Italy from ancient times, but at the beginning of the 17th century the invention seems to have been little, if at all, known in England. In that century, however, it came into use as a luxurious sunshade, and in the reign of Queen Anne it had become common as a protection from the rain, especially for ladies.

THE OBJECT LESSON.

A man went into a crowded store to buy some stockings for his wife. "I want striped ones," he said to the clerk. "We have very few stripes, sir," the clerk replied; "they are not so much worn now." "Are you sure?" "Oh, yes! quite sure. I will demonstrate the fact to you."

Then he leaned over the counter and shouted, "Rats!" "See!" he added. "Yes," said the customer, "give me plain colors."

HE WANTED A DOOR MAT.

A man with a rather vacant look and a hurried air, evidently a dweller in the suburbs, with many small errands on his mind beside his regular business affairs, rushed into a dry goods store the other day and said to the clerk: "I want a small door plate." "Don't keep them," replied the clerk. "Don't keep door plates?" "No, sir." "This is a dry goods store, isn't it?" "Yes, sir." "And you have a carpet department, eh?" "Yes, sir." "And sell rugs and that sort of thing?" "Yes, sir." "And yet you don't keep door plates?" "No, sir." "Well, my advice to you and your employers, young man," said the suburban dweller, as he walked out in disgust, "is to lay in some sort of a complete stock, or retire from the business."

Then he dashed into a carpet store and asked again for a door plate. "You'll find them at the hardware stores," said the clerk. "We don't keep them." "I never saw them at hardware stores in all my life," said the puzzled shopper. "Can't help that, sir," replied the clerk.

So he tried a hardware store in this way: "You don't keep door plates here, do you?" "Certainly we do," said the clerk. "What size do you want? Brass or silver?" and he took down a box of them and handed out one of each kind for inspection. "What sort of a door mat is that, sir?" thundered the annoyed customer. "Why don't you pay a little more attention to your business?" "You said door plate," said the clerk. "Did I? Did I say door plate? Are you sure?" "Certainly, that's what you said." "Say, young man, have you a fool kiln about the store? Because if you have I can give him a job. Here I've been blundering all the morning into dry goods and carpet stores asking for a door plate, when I wanted a door mat all the time. I'll go out and hire somebody to kick me!"

THAT'S WHAT'S THE MATTER.

A dry goods man sat in his store.

His face was long and sour,
For everybody passed his door—
He had no drawing power.

"I wonder what's got into trade!"

He cried out in dismay:
"My rivals put me in the shade
In every cruel way.

I offer goods at less than cost,
But still they will not buy;
To close my store I will be forced,
My trade will surely die."

A parrot that sat on a clump,
As wise as an owl,

Cried out: "My friend get up and hump,
And don't sit there and howl."

"Quite small must be your wisdom bump,
You never will grow wise,
For surely you're a foolish chump,
That will not advertise."—Exchange.