

Photographic Supplement

Druggist and Photographic Supplies.

Since our advocacy a couple of years ago of the adoption of photographic appliances and chemicals as a "side line" for the drug trade, the number of druggists who have fallen in with the idea has largely increased, and now we find them in all parts of Canada. That this line is a profitable one, and at the same time specially adaptable to the druggists' trade, is no longer a question of doubt.

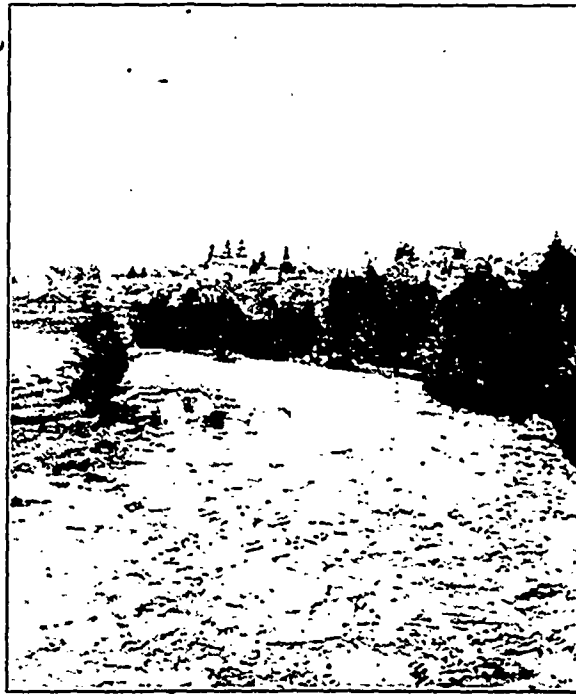
Like every other line of business the dealer must use judgment, and not exceed what can reasonably be supposed to be the purchasing limit of his customers. If cameras, etc., are stocked, care should be taken not to purchase too largely, and the same way with all the accessories. In photographic chemicals, although the average druggist usually carries some of the goods required, yet there are others which might be but seldom asked for except for this specific purpose.

Some druggists may find it profitable to prepare their own developing solutions, varnishes, etc., whilst the dealer in small towns can supply the demand perhaps to better advantage with preparations made by manufacturers. It will frequently be found advisable also to have a stock of dry plates, printing paper, etc., and in some cases a "dark room" for the use of amateurs will be found a desirable medium for cultivating this trade. Those of our readers who have not yet added this line of goods will do well to look into it, and see if it would not pay them to put in a stock, studying at the same time the tastes and inclinations of their customers, and judging whether there are likely to be a sufficient number amongst them to justify the addition of this "extra" to their usual stock in trade. One point should be borne in mind—You cannot successfully carry on a drug

business without a knowledge of that business, so also, to be able to talk intelligently about and successfully handle photographic supplies, you should first know at least the rudimentary part of the amateur photographer's work.

To the Amateur Photographer.

As the season is now on for out-door



Scene Near Pickering.

From amateur photo by W. Logan, Pickering, Ont.

work with the camera, amateurs will begin to look over their stocks of plates, paper, etc., to overhaul their cameras and lenses and to prepare generally for the summer's campaign. The wonderful increase in the number of amateur photographers within the last few years shews that it is not a passing "fad," but it is a pastime which has so ingratiated itself that it may be counted on as a permanency and will have large accessions to its ranks as the season goes on.

There are times when all amateurs meet with difficulties and are at their wit's ends to know what to do. In order

to be as much help as possible to our readers, our Photographic Editor will gladly answer all reasonable questions in relation to the art of photography and at the same time will be pleased to receive suggestions or results of experiments from any one who feels inclined to forward them. We cannot undertake in any case to answer by letter, all communications and answers must appear in the columns of this journal. Correspondence to be addressed to the Editor CANADIAN DRUGGIST, Toronto.

Questions and Answers.

J.A.R.: Having lately made some extra diaphragms out of brass for my lens, and finding difficulty in getting them properly blackened, I would like to know in what way they are usually done.

ANSWER.—They may be blackened by heating over a charcoal fire and then immersed in nitric acid and reheated until they acquire a black oxidation. Rub with a stiff brush and clean with a greasy cloth. In heating be careful not to touch the metal to the fire, or red spots will result. Diaphragms may also be cut from vulcanite, which may be procured from dealers in rubber, but great care has to be taken, as it is very hard and brittle.

Child Portraiture.

To nose of my readers who are parents, I need make no argument supporting the failure of photography to at all times render truly the face of the little ones. The father sees and studies those little points that give evidence of future character, and he is led to speculate on position likely to be occupied in maturer years. The mother, oftentimes more hopeful, takes an assured view, and, true to her convictions, employs all means in her power to bring a realization of her prophecy. So, too, they often see and interpret the character differently, and as a portrait is, or should be, a rendition of character as well as features, see the products of your studio with very different eyes. If you have ever photographed your own baby, sweetheart, or wife, you know that satisfaction came not always with what you feel judging by the standard which you measure work for others