

substance of my observations. In the first place, in my travels, I have called on all kinds and classes of photographers, from the proprietor of the palace studio in the largest cities to the proprietor of the tent in the smallest towns, and my observation is that the man in the small town often displays the most ingenuity, although he is seldom given credit for it. Owing to the amount of his business being limited, he cannot afford all of the latest accessories and appliances, and is consequently obliged to work under difficulties that would appal his city brother. I have, therefore, great respect and admiration for the small town photographer who, with a limited capital, a limited business, and frequently limited facilities, often turns out work which approaches surprisingly near, if it does not equal, that of the best.

My second observation is, that inasmuch as the celebrated photographer almost always grows from a small one, there ought to be more celebrated men, and the fact that there are not more is due solely to the photographers themselves. In my extensive travels, mentioned before, I have found that all classes of photographers are great admirers of photographs, especially those of their own make, and it has seemed to me that this admiration has kept many an otherwise excellent workman from becoming famous, and accounts for the fact that there are not more celebrated men. The trouble is that we are like the Pharisee, too ready to give thanks that we are indeed better workmen than other men. This

admiration of our own work is natural, but deplorable; the more a man admires that which he creates himself, the better he thinks it is, until finally his vision becomes so distorted that he can see only the good points in his work and cannot see the faults, and it never occurs to him that some other fellow may be turning out work that is better than his; in fact he would scoff at your making the suggestion. Do you think that that man, who allows himself to become satisfied with his work and himself will ever be one of the leaders, or will be liable to improve? Would he not be a better workman, and in a position to advance, if, instead of being thankful for the good points in his work, he could see its bad points and say unto himself, "I am indeed a miserably poor workman; John Smith poses better than I do; Henry Jones makes better negatives; Arthur Brown is a much finer retoucher, and Harry Williams can double discount me as a printer. Henceforth I will imitate the points of excellence in their respective pictures, and will not be satisfied until I can produce better work than they." Don't give up because you cannot produce as good work as some celebrated man of whom you have heard; he crept before he walked, and so must you. Choose for your ideal the work of a man which is but slightly better than your own. When your work is as good as his do not become satisfied; you have only climbed one round of the ladder of success, and there are many more. Look up! There is another ideal just above, take that