

THE successful operator must be full of ideas—quick to see the best way out of difficult demands made upon him by sitters who want certain things done *their* way, whether or no. If the demand made is at variance with good results, either through defects in face or figure of the proposed sitter, or for technical reasons, he must say it *cannot* be done that way, in a manner that will impress the fact that he is master of the situation, and yet in a way that will not provoke the customer, softening the decision by suggesting a pose or arrangement of drapery or lighting that will bring out the features or costume to the best advantage, first ascertaining, if possible, which is to be taken, the *costume* or the *face*. Remember that nine women out of ten like to be dictated to—if it's done the *right way*.

THE *Photogram* is making a commendable effort to revive the interest in ceramic enamel work, suggesting it to be a good specialty for photographers. We trust its efforts may prove successful, as the work is certainly very pleasing when *well executed*. But there's the trouble. To produce a perfect picture by this burnt-in process requires an amount of skill and carefulness that is possessed by few, to say nothing of the difficulty of obtaining the proper materials, the expense of the materials, and the necessary furnace for firing. However, Mr. Ward has decided to publish full and reliable instructions for working the process, and to find a dealer who will keep in stock all the requisites necessary. This, with the fact that there are now firms who will undertake "trade firing," the *Photogram* thinks will open up the field sufficiently to allow of ceramic photography being successfully followed by photographers in a commercial way. We hope the movement may prove successful, as our interests are with any move that will result beneficially to the photographer.

It is time that those of us who intend exhibiting at the Convention this fall began preparing for it. It is so much easier to get the negatives we want to use for exhibition purposes if we start early than if we wait until the last week or so, and have to hurriedly select and print what is wanted. By the latter course the best work of the year is generally left on the shelves, and late work that is easier to find is used. By beginning early, a specially good thing obtained may be laid aside, or memo. made for Convention use. Again, by beginning early, and having the idea in one's mind of getting something good for the Convention, the entire studio work is very apt to be improved in style, at least.

WE understand that the Convention is to be held earlier this year than last—the last week of the Toronto Fair. This will undoubtedly mean a larger attendance, as many photographers who attend the Fair do not feel able to visit Toronto again a few weeks later. We hope to have some early news from the Secretary for our readers.

SPEAKING of the Fair recalls the fact that the photographic department, both in the professional and amateur classes, has been sadly deficient, the last year or two, in entries. We hope this year to see more interest taken in the photographic department of our great Fair. The directors make considerable effort to have the department attractive, and it is to be hoped that the photographers of Ontario will show their appreciation this year by seeing that the entries are well filled.

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DAINTY PHOTOGRAPH FRAMES.—Pretty silk or brocade photograph frames may be made as gifts for friends, or brothers, sisters or cousins who are at college, utilizing the college colors when selecting the covering.