

managing director, comes from Bristol, England, and is the founder of the business; which, starting six years ago, in the then infant town of Calgary, has already attained considerable proportions. The headquarters of the firm is situated on Egan avenue west, Calgary, where a large building is entirely devoted to the production of stock photographic views and numerous specialties, souvenir albums, lantern slides, etc. Besides this, they occupy a portrait studio and art repository on the ground floor in the Barber block, Stephen avenue; with a branch studio at Edmonton, and other branches in contemplation; the different departments at present furnishing employment for eight hands. The art repository and studio in the Barber block, is well worth a visit by tourists and other travellers, spending a day or so in the rising western town of Calgary. The art repository, which occupies the ground floor in front, is well stocked with engravings, pictures and art goods of all descriptions, among which the numberless photographic views of ranching, prairie and mountain scenery, produced by the firm, of course hold a prominent place. Besides these, a large variety of articles of buckskin and beadwork, manufactured by the native Indians, Indian pipes, weapons, tom-toms, etc., and a choice selection of Japanese art curios, attract the eye and loosen the purse strings of the visitor. Behind the store, and connected by a passage, is a roomy and convenient studio, well furnished with all the most modern appliances for securing a first-class portrait. Those who cannot afford a trip out west, and yet wish to obtain pictures of the wonderful scenery of the Rockies, or of life on the cattle ranches, or among the red-skinned natives of the North-west, cannot do better than write to the man-

ager of the firm for their catalogue of over twelve hundred views, the excellence of which is sufficiently guaranteed by the enormous quantities produced by this firm, which are finding a sale in all parts of the world.

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#### Variety.

**S**TUDENTS of human nature would be puzzled to account for the curious fact, that of all the various classes of people who cater to the public wants, photographers only, in America at least, never seem to understand the ever-present desire in the human mind for variety. They have continued from year to year ever since the print from the negative displaced the collodion positive, or so-called "ambrotype," to supply to their patrons silver prints on albumenized paper, varying only in the degree of glossiness, and in the shades of what was wont to be called "photographic color"—from browns to purplish blacks; and even this latter variation has been taken advantage of to but a limited extent, ninety per cent. at least of all professional work having been, and even now is, toned to a purplish brown.

No wonder that the people, the cultured people at least, get tired of this everlasting sameness, and only employ the photographer to make an occasional dozen of small pictures of themselves to be given to pressing friends, and laid aside and forgotten almost as soon as got. And the wonder is still less when we remember that the people now know that "photographs," as they know them, are of doubtful permanence, and have ample evidence that sooner or later they, or most of them, will become candidates for the title given to one of H. P. Robinson's earliest and