

processes, that the journals are of actual value to the profession. Every photographer should read the journals, for it is by this means only that he can have knowledge of what others are doing who are doing the best. The photographer who never reads a magazine of the subject, who never goes to a convention, is sure to discover at some time, sooner or later, that he is decidedly behind the times and his business gone.

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I will repeat your questions in their order, and answer in accordance with my judgment :

1. What do you consider the most effective color for mounts used for mat surface paper—(a) for dark tones, (b) for sepia tones?

For black tones, grey or white. For sepia tones, a soft brown.

2. Do you favor small mounts or large ones for the usual cabinet size print?

For best effect I favor larger mounts than are ordinarily used for cabinet prints, but I do not believe in using them without an advance in price. I get two dollars a dozen extra for cabinets mounted on large mantello mounts.

3. What do you consider the best background for show-case displays?

I use garnet, black, or dark green velvet or plush.

4. What class of work displayed attracts the most attention, and the most dollars?

Portraits of familiar faces.

5. Does advertising pay, and what method is best?

A certain amount of judicious advertising pays; but I think much money is wasted in advertising. With me, the best ad is a well dressed window, kept fresh and clean.

6. What accessories do you use in photographing babies; how do you keep them in pose; what means do you employ to gain expression?

I use very few accessories. If you refer to six months old babies, it is "catch as catch can"; if two or three years of age, it's a difficult thing to explain. I talk into their eyes; they understand common-sense conversation better than older ones; often are so mobile and quick to grasp your thought that the cleverness of magnetism is usually sufficient; but if it is a certain expression that the mother is after, you are about as sure of it as you are of catching the "lightning bug" that flits before you on a summer evening. I wish mothers could understand that the more starched up a child is, the less poetry, and childishness is impossible to obtain in a picture; their preparatory training is an obstacle; their "Do just as the man says" makes more trouble than it overcomes. The charm of child-beauty is simplicity, everyday home apparel, bare feet if it may be, without fuss and feathers.

7. Do you favor keeping galleries open on Sundays; does it pay; would you support a Sunday closing Act, if made general?

I do not approve of opening places of business on Sunday. It makes no difference whether, from a financial standpoint, it pays or not; however