

LMW NEWS

May, 1977

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261-5010

2033 W. 41

Batik Riches

Worn in dappled sunlight, batik has a jewel-like shimmer. In colours with the depth and saturation of precious stones and metals, its image reflects the ideals of its makers. Authentic batiks are precious cloths in Indonesia. This has much to do with the way they are made--an ancient method requiring much skill and time. The tool for applying wax in a batik pattern to a few square inches of cloth takes two months to make. With such an investment of labour, it is no wonder that great care is given to design.

Our easy-fitting wrap-around skirt has now been recast in batik. Two pockets and a slightly gathered waist make it very wearable. The price is \$35. Match it with a patchwork batik handbag, for \$28.



We have batik for the house too--glorious patchwork landscapes of dozens of different batiks--LMW bedspreads. \$190 to \$250.

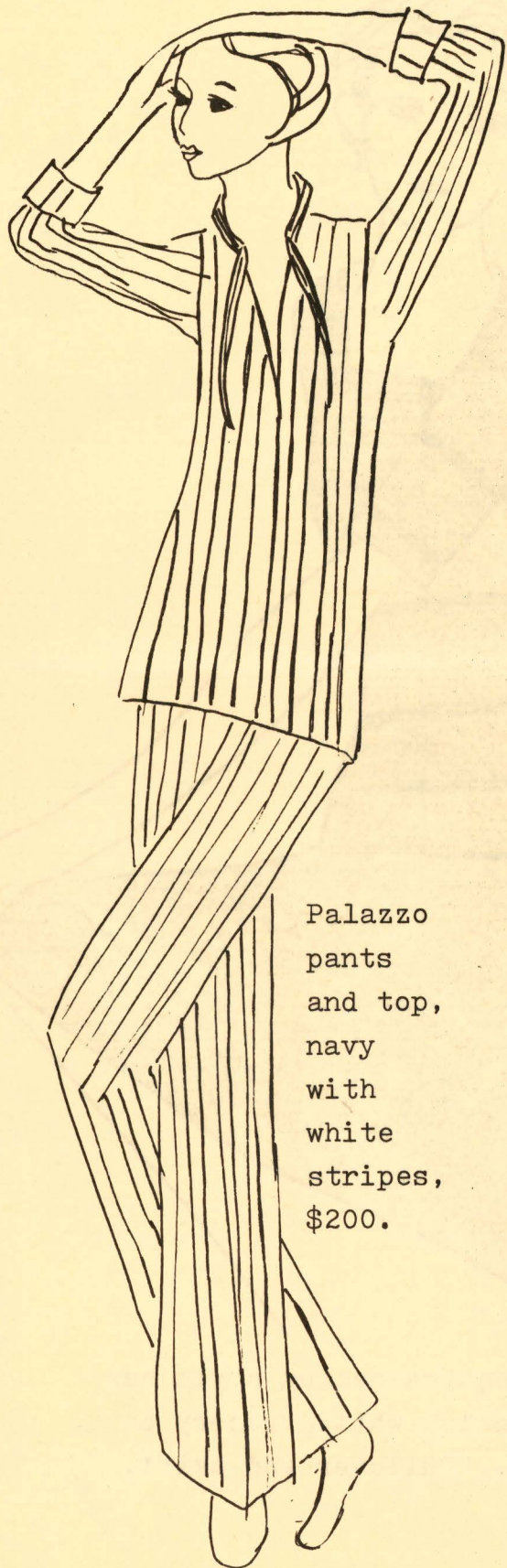
Classical Harmony

Eurydice--a long skirt in printed cotton, with a scarf to be tied diagonally over the hips. A blouse to match. \$285.

It may make you want to listen to music--outside.



Mood of the Moment



Palazzo pants and top, navy with white stripes, \$200.

Cotton
jersey
for
uncomplicated
entertaining

...



Slightly flared skirt, and overblouse slit at the neck. Available in a delicate navy print on cream, as well as other patterns. \$175.

LIGHT



We have imported a line of light knits from Tirelli of Italy. Simply designed, easy to wear, they are ideal for

Athens in May

Milan in June

Berlin in July

Oslo in August

or Vancouver, most times.

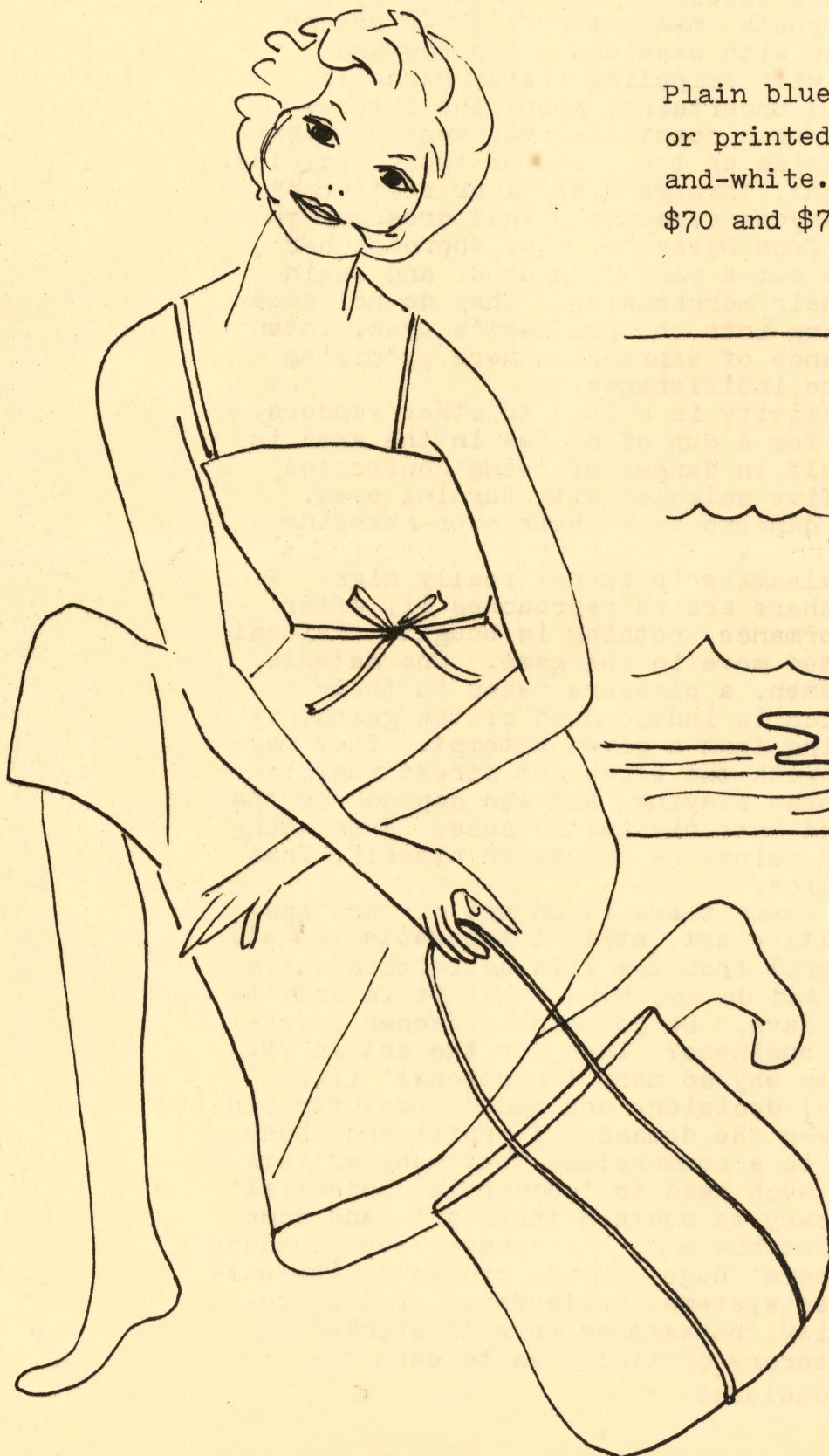
The stripes are narrow red-and-black or blue-and-black on cream. Cardigan and skirt, \$122. Camisole top, \$37.

This square-necked style has horizontal white tracery on black. Pullover and skirt, \$107.

and LIGHTER

in spirit as well as substance.
Cotton sundresses for disarming the summer.

Plain blue, green, black, and tan,
or printed red-and-white, and navy-
and-white. From Rodier of Paris,
\$70 and \$78.



And while warming
yourself, keep your
wine cool in a
stylish insulated
picnic bag, cunningly
fastened with a
magnetic seal. \$19.

STORIES FROM LUKE KURVERS, OUR SINGAPORE connection, are an antidote to the common illusion that commerce is cut-and-dried--as tidy and passionless as a balance-sheet. In fact, the balance-sheet is a false front--a disguise which business likes to present to the public and the tax department. The importance of this antiseptic image is mysterious. Why do businessmen choose to look unlike psychotherapists, poets, mad bombers? They are no less involved with passions, both raw and sublimated, with crippling fears, narcotic dreams, awful uncertainty about the future.

On the north coast of Java, vendors carry stacks of batiks on the backs of their bicycles. Catching sight, through a hotel or restaurant window, of anyone reasonably well dressed, such as a matron from Djakarta, they approach her table, stake out a yard of ground, and begin unfolding their merchandise. They do not speak, simply staring into the prospect's eyes, intent upon any nuance of expression more promising than complete indifference.

This activity is a lure to other vendors. To sit down for a cup of coffee in the area is to put oneself in danger of being confronted by perhaps five salesmen with burning eyes, poised like dancers over their ever-changing display.

This salesmanship is not really high-pressured; there are no reproaches if, after a long performance, nothing is bought. Refusal is an accepted move in the game. One detects, in the salesmen, a pleasure taken in their activity which is independent of the gains, if any, resulting from a given attempt. They may be compared with the itinerant street musician who truly loves playing, and who depends on the coins dropped into his guitar case. Even when there are no coins, he thinks to himself, That was a nice lick.

So, it seems there is an art of business. A very primitive art, still inseparable (as all arts once were) from the life-activities which mother it. And do not think that it is only to be found in Java. Do you wish a deeper understanding of business? Look for the art in it. Do you wonder why so many 'irrational' (i.e. unprofitable) decisions are made? Look for conflicts between the demands of profit and those of art. It is a commonplace that many artists pay only as much heed to 'commercial potential' as is necessary to sustain their art--and some pay less. But how many businesses have foundered on their owners' huge, dreamy projects--'beautiful' computer systems, restaurants of uncompromising quality, bookstores so well stocked in works of literary criticism as to earn the praise of scholars?