

ed, before subjecting the piece to the action of the acid, as too long a steeping is not desirable.

Set pearls, which have become discolored by wear, may often be improved by placing in a covered vessel with a mixture of whiting, ammonia and water, and permitting them to remain for a few hours.

A good powder for cleaning jewelry, silver watch cases, etc., is made by mixing about four parts of whiting with one of rouge, using with alcohol or water; this it will be found, is easily brushed out of crevices, engravings, etc.—*Jewelers' Circular*.

ELEVENTH HOUR MEN.

Some men appear to have been born behind time, and their business methods impress one with the idea that they have never been able to catch up. They are always just a little behind their neighbors, and come to be known among their business associates as eleventh hour men. If they want goods, instead of buying promptly at the appropriate season, they put it off from week to week until their competitors have secured the cream of the markets, and they must take what is left or go without; if they have engagements they are always late; if they have a note coming due, they fail to take proper measures to protect it in time, and their paper goes to protest simply because they put off till the eleventh hour their efforts to protect it. Their motto appears to be "never do to-day what can be put off till to-morrow." This habit of procrastination brings many a man to grief; with some it is constitutional, due to the fact of their having been born behind time, but with others it is the outgrowth of a spirit of indifference or carelessness. We often hear it said of a man that he is peculiar, that he has not acquired business habits, and excuse must be made for him. No man has a right to be peculiar at the expense of his neighbors, or to expect them to excuse his laches because he chooses to be different from other men. The fact of living in a civilized age and community imposes obligations upon every individual enjoying that blessing, the chief of which is to conform to the customs and usages approved by the majority. Peculiar men are a nuisance, and should be relegated *en masse* to the lunatic asylums, where so many others similarly afflicted already enjoy the hospitality of the State.

The eleventh hour men are, of all

peculiar persons, the most aggravating, and their lack of promptness is made all the more inexcusable by the knowledge that it is unnecessary. There was Brown, of Michigan, who had business with Jones, of New York, and telegraphed "meet me at the Astor House 10 A. M. to-morrow." At great inconvenience and possible pecuniary loss, Jones postponed a trip to the east, and was at the hotel promptly at the hour designated. But there was no Brown; he had not arrived nor had he sent any message. Jones fumed and fretted all day, and in the evening went off on his proposed trip, having lost a whole day waiting for Brown. Next day Brown came along leisurely, and was greatly disappointed at not finding Jones. His excuse for the delay was that he got engaged in some business and thought twenty-four hours wouldn't make any difference to Jones. But it did, and to Brown, too, for he had to telegraph to him to meet him in Boston, and incur the expense of going there. Jones ought, also, to have charged him for his lost time, but, of course, he did not. We met Robinson in the street a day or two since, looking troubled; he said he had just had a draft on one of his customers returned dishonored, and he had got to make it good at the bank. "Why do you do business with men who do not honor your drafts when they are due?" we asked. "Oh, this fellow is good," he replied, "but he is infernally slow; always putting me in a hole, but he pays eventually." The next time Robinson had an opportunity to make that customer pay for the trouble he caused, it is very certain he availed himself of it. This man, although notified that the draft was made, failed to provide for it in time; probably the money was ready next day, but the banks do not wait two or three days to give a man an opportunity to get his wits together. Time and tide are said to wait for no man; neither do the tides and currents of business, the business man who expects to be successful must get in the swim and keep up with his fellows, if he dabbles and dawdles, or demands special consideration for his peculiarities of temperament or habit, he will be very apt to find himself stranded, with prospects for very little salvage.

The eleventh hour man is most trying to the manufacturers and jobbers in the jewelry trade, at the busy season in the spring and fall of the year. These enter-

prising gentlemen spend much thought, time and money in preparing attractive stocks of goods for their customers; they advise the trade regarding their preparations by circulars and advertisements, soliciting early orders that they may gauge their production accordingly. The prompt business men respond according to their requirements, obtain their supplies and have them on the market as early as possible; then the eleventh hour man wakes up, goes over his stock to ascertain what is wanted, and finally forwards his order. But the early birds have captured the attractive worms, and the order is filled, minus the seasonable novelties that would have aided so much the sale of his standard goods. Frequently an order for goods calls for certain things that the manufacturer does not carry in stock; he must send to the factory and have them made, and this takes time; as a consequence, the entire order must be delayed, or two packages made and the cost of transportation thereby doubled. Such a transaction makes all parties to it dissatisfied. All trouble and annoyance of this kind could be avoided by sending the orders promptly when the manufacturer is stocked up with his full line, thus giving him time and opportunity to fill them properly. The advertising pages of *The Circular* contain the announcements of all the prominent houses in the trade; these are changed from time to time to suit the conditions of their business; here will be found a complete enumeration of the novelties and choice goods that each has to offer, and by keeping watch of these, buyers will have a full and trustworthy guide as to what goods are desirable and available, with full directions as to where they can be obtained. Following these as a guide, there is no excuse for any dealer being "left out in the cold" when novelties are introduced, or when his stock needs replenishing in any line. Promptness in everything that pertains to business is an absolute essential to success; the eleventh hour man, who is always dilatory and procrastinating, may drag out a precarious and even a prolonged existence, but he will never achieve eminence in his calling, or be anything more than an incubus, clinging, like a veritable old man of the sea, to the shoulders of his more enterprising neighbors and business associates. Procrastination is the thief of time, but a prompt business man is the noblest work of God.—*Jewelers' Circular*.