

in place of the reduced silver, it must necessarily make a more permanent image. I trust that this method may not prove to be merely theoretical, as so many patented processes have, and the experimenters of our profession ought to carefully test it and report results. The manufacturers of emulsion papers are more vitally interested, in a pecuniary sense, in the permanence of emulsion prints than photographers, and therefore ought to adopt the method herein proposed, if practicable; for photographers can always fall back on albumenized and plain salted papers if convinced of the instability of emulsion prints. In conclusion, I will say that, in my opinion, no method could make gelatine print-out papers permanent and reliable, as there are elements of trouble introduced by their use which are not present in the collodion papers. At this time we are using in our establishment albumen paper for glossy prints and "Aristo Platino" and the regular platinum papers for the matt surface pictures. Nothing could induce us at present to take up again the glossy print-out papers, unless this new method should remove the objections I have enumerated.

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### SMILES.

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In selecting the title of this sketch we did not have in mind the "smile" that the average Kentuckian might conclude would be the most fitting thing to write about; and, for fear lest this pleasing topic should take too deep root in the brains of some of our friends, we hasten to make this curt remark—"there are smiles, and smiles"—and whenever the word is used in the following lines let it be perfectly understood that the facial smile pure and simple, "child-like and bland," is all that we have in mind.

Now, let us take a smile. How many ever cultivate facial expression? I mean those in business life, who have to do with the every-day cares and business troubles. It is not at all uncommon to feel that we have no reason for looking happy or making any special effort to appear pleasant to those of our customers whom we wait upon during one of our dark days. We are prone to brood on our own dissappointments, and, what is worse, to let it show plainly on our faces when talking to our customers, and soon get the reputation of being surly or "grouchy." A man who comes in contact with the public in his every-day business must be an actor, and the actor of greatest ability makes the best impression upon his customers. It should not be considered hypocrisy, and the employee as well as the proprietor should practise facial expression and become sufficiently expert in the trick, so that the