

ingrain ugliness till it becomes second nature to them, and they find it almost impossible to be civil to anyone. They pass for men, but act more like certain kinds of animals—give them bristles and there would be no difficulty in classifying them. A traveler enters the store of one of these gruff, bristly animals, and presents the card of his employers. He is met with a rebuff at once. "Don't want anything—am bored to death with drummers—hate the sight of them," etc. He will not even look at samples, and the traveler takes his departure in disgust. There is another class, comprised of purse proud upstarts, who, having made a little money, think all the world should be subservient to them. Many of this stamp delight in keeping a traveler dancing attendance upon them. They know the traveler is expected to call upon them, and would be loth to leave town without an interview, so simply to gratify their puerousness, they invent excuses to make him possibly miss his railroad connections and so lose a whole day. If these men know what a reputation they got in the trade by their discourtesy, they would reform their manners. Travelers report to their employers the kind of customers they have to deal with, and many a buyer has been treated with coldness on his visits east when he could not account for it. The secret of it lay in a previous discourtesy to traveling men. Discourtesy not only leads to a cool reception at the home offices, but injures a man's credit with those of whom he has to ask favors. Travelers give the man with bristles a generally bad reputation, speak of him as a cross, surly brute, and give such a report of him that the word passes among their fellow travelers that he is a man to avoid. Give a dog a bad name and it will stick to him, and he will be charged with sins of which he is not guilty, so the solvency of these gruff and grum dealers falls under suspicion, as the result of the severe censure cast upon his objectionable personal characteristics. It is true that there are a lot of drummers in the business who are a nuisance to the dealers and ought to be suppressed, but they are no more to be compared to respectable commercial travelers than the men they represent to the solid responsible houses in the trade. When a traveler presents to a retail dealer the card of a well-known and responsible house, he is entitled to be treated as a gentleman; he is the repre-

sentative of the firm that employs him, and any indignity shown him is sure to be resented by the firm in some way. The traveler is trying his best to accommodate the patrons of the firm, and to this end brings to their doors samples of the latest styles of goods and of the popular novelties, and is prepared to take their orders at the same prices they would have to pay if they came to New York to buy them. They are the means of saving the retail dealers many dollars of expense, and as a matter of self interest they should treat them with courtesy. It does not take long to examine the samples a traveler carries, and to look at them does not constitute an obligation to buy. No dealer of intelligence can run through the sample trunk of a traveler without getting ideas that are valuable to him, and it ought to be a pleasure to him to do so. Fortunately, most dealers so regard it, and the gruff and grum sort are few in number. If they consulted their own interests these few would change their tactics, and accord to all respectable travelers such courtesies as they would like to receive under similar circumstances. It costs nothing to be polite at all times, and genial, pleasant manners are worth money to any man. "Jewelers' Circular."

HOW TO SEPARATE THE GOLD FROM GOLD-PLATED ARTICLES.

The gold is removed from articles of iron and steel, without injuring them, by immersing them in a bath consisting of 10 parts potassic cyanide and 100 parts of water, and connecting them with the positive pole of a battery. A wire or sheet of platinum is fixed to the negative pole. The position of the poles is hereby inverted, whereby the gold coating upon the iron and steel is dissolved in the cyanide solution, and partly deposited upon the platinum anode; it is then removed in a regular gold bath. Should there be only a film of gold upon the iron or steel, its removal may be effected by the cyanide solution alone, without the aid of electricity; the process is slow however. Also silver, copper, and their alloys may, by this process, be ungilt, but the cyanide dissolves the silver and other metals at the same time; it is better, therefore, to effect the ungilding as follows. for the purpose of ungilding silver, heated to a cherry red, and immediately throw it into a pickle of more or

less diluted sulphuric acid. The gold will pool off and fall to the bottom in the shape of spangles. Repeat the operation until all the gold has disappeared from the surface of the silver, which will then appear white and frosty. Light and hollow articles cannot be treated by this process; the preceding one is better adapted for them. For small articles of copper and its alloys, such as thinly gilt false jewelry, prepare the following bath:

Sulphuric acid.....	parts, 10
Nitric acid.....	" 1
Muriatic acid.....	" 2

The large quantity of sulphuric acid promotes the solution of the gold, while only slightly attacking the copper or its alloys. The sulphuric acid is to be placed into a stoneware jar by itself, after which the mixture of muriatic and nitric acids, kept in well closed bottles, is gradually added, in tenor with the advance of the operation. The same sulphuric acid, if well covered, may be used for a long time, and its dissolving action stimulated by successive doses of nitric and muriatic acids. The operation must be watched by frequently withdrawing the articles, and when no more gold is visible it may be deemed as finished, and the copper has acquired a uniform blackish-gray color.

The nitric and muriatic (hydrochloric) acids may be replaced by saltpeter and common salt, both of which must be finely pulverized and stirred with a glass rod.

For large objects, such as clocks or chandeliers, concentrated sulphuric acid, of 66° Beaumé, is placed into a glass or stoneware vessel supporting two brass rods. One of these rods is connected by a conducting wire with the last carbon of a battery of two or three Bunsen's inverted elements, and supports the objects to be ungilt, which are entirely covered by the sulphuric acid. The other rod supports a copper plate facing the object, and is connected with the last zinc of the battery. The electric fluid traverses the sulphuric acid and carries the gold from the positive to the negative pole; as the copper plate is not prepared for retaining the gold, it falls to the bottom of the bath in a black powder, which is easily recovered. So long as the sulphuric acid is concentrated, and even under the action of the galvanic current, it does not sensibly corrode the copper, as it rapidly absorbs the moisture of the atmosphere. The