

2. A handsome collection, because having plenty of time you can arrange the stamps in a handsome manner. 3. A good collection and a valuable one, at a low price, for the reason that being in no hurry, you can take your time and wait and watch for bargains, and when seen you can take advantage of them to your great benefit. 4. An ultimate fine collection, for all the reasons set forth above. Having plenty of time in which to make the collection, the result can not be otherwise than that you will ultimately be the possessor of a handsome and valuable collection.

It is a common thing nowadays to read of collectors returning to the ranks who were collectors years and years ago, and who for one reason or another quit collecting. Nine times out of ten it will be found that these collectors went into the work in the first place without any set idea of making it any permanent thing, they did not have much knowledge of the pastime but had become interested in it through hearing so much about collecting, and after they had collected for awhile, let their interest wane, and later quit altogether. Then, years later, having learned that there are thousands of collectors in the United States and Canada, and tens of thousands in the world, and having learned that stamps are valuable, that there are hundreds of publications devoted to nothing else save stamps and stamp collecting, they have become interested a second time and have started to collect again. And it is from these collectors of anet bellum days that come the wails over old collections lost, destroyed or given away, which, had the owners started collecting right, and remained steadfast in the work, would have been worth enough to set said owners

up in business, or enable them to take life easy for a few years at least.

Lack of steadfastness is the chief difficulty to be met with in the case of young collectors. I do not think the stamp journals, as a rule, impress this point upon the minds of young collectors to the degree that they should. If you will convince the young collector that it will pay him to become a permanent collector he will become one; if you let him think the pastime is merely a fad, to be fostered and indulged in for awhile and then dropped, you assist in keeping the percentage of permanent collectors from the ranks of the young down to a low notch. The young collector is not told to go slow and build up a collection by degrees, but to hustle and get a collection as quickly as possible, or he will get left—which results, too often, in the young collector making strenuous efforts, in the spending of all his pocket money, and finally in his becoming tired and discouraged, where, had he been taught aright and told to go slow and to take his time, buying only when he is sure he is getting a bargain and when he can spare the money, he would never have become tired of the pastime, and discouraged or disgusted. The young collector must have a little money for other pleasures; stamp collecting will not fill the entire bill. In a few years, however, he will have become a determined persistent collector, and one who will spend his money freely, when he has the money to spare, and the dealers who did not make much off his trade when he was in the incipient stage, so to speak, of the collecting fever, will then, and forever after, have opportunities in plenty of reaping profits from his trade.

Encourage the young collector to be