

issues, oddities, shades, etc., etc., be? and revenues, locals, telegraphs, match, medicine, bill and law stamps? Use a blank stamp album, and cultivate your taste in the arrangement of the stamps.

DON'TS FOR THE YOUNG COLLECTOR.

When you are first "smitten by the charms of philately," do not, if you are a schoolboy, neglect your studies to dream of New Haven's, Connell's and the like, else your teacher will complain to your parents, who will likely put a veto on your efforts to become an advanced philatelist at the age of twelve. Doubtless many would-be stamp collectors have given up the pursuit because of the opposition of parents to this child's-play (?).

Do not pay 25c. for a 1000 stamp packet and be very much disappointed because the dealer did not put in a few "Sydney views," Canada sixpences, etc. Remember, the dealer has to make a profit, and always think charitably of him.

Do not mount (?) your collection in a copybook, pasting in the stamps with "Cowsfoot Best Glue," or you may regret it.

Don't buy stamps of these "snide" companies offering Bergdorf, Swiss locals, Hamburgs, etc., at about 75% discount from catalogue prices, but jot them down as *frauds* every time.

Don't start up as a dealer with a stock of current issue of Canada 1, 2 and 3c. and such stamps, sending them out unsolicited with no return postage, and when they are not returned, publishing the party as a fraud. Many innocent parties are thus convicted every year, and driven from the ranks of philately.

Don't get all your philatelic news by sending out postal cards every month to a magazine asking for a sample copy.

Don't send some of the current stamps of your country to a foreign collector and expect stamps catalogued at a dollar or more. This is one of the common errors a young collector makes.

DON'TS FOR DEALERS.

Don't advertise bargains you have not for sale and when orders are received notify the senders that the stamps "are just out of stock," and that the amount has been placed to their credit. Nothing will injure your trade more than this; and don't advertise counterfeits under the name of *reprints*, offering them for sale much below catalogue prices of good stamps.

Don't patch up stamps and sell them as fine, entire specimens, as, when the collector discovers the mending, the probabilities are he will never trade with you again.

Don't stick unused stamps with original gum directly on an approval sheet, as part of the gum—and maybe part of the stamp—will stay on the sheet when the stamp is removed, and is liable to injure the sale of a stamp.

Don't send stamps to a person in a foreign country unless he is favorably known to you, or unless you write to his references. Many dealers require references, and then never write to the persons referred to. Is this any better than no reference at all?

Don't send stamps loose in an envelope, as they are liable to be torn when the letter is opened.

Don't send out these "old chestnut" stamps, such as sets of Salvador, Honduras, etc. Try to make your sheets attractive. To do this, have every stamp entire and clean; hinge it on the sheet straight, blend the colors nicely—especially for boys—and if the stamps are priced low enough, and your wants are moderate, success is yours.

W. A. WITHROW.

Written for THE CANADIAN PHILATELIST

LOCAL SOCIETIES.

BY W. CULLEN BROWN.



RENOWNED philosopher once very wisely said: "It is quite natural that the man, woman or child who has no connection with civilization, or who never has had personal intercourse with a civilized being, will not bear civilization, but will be as nature made him, unlearned and savage."

The above saying has more application, and to philately it is especially applicable. Just as the man, apart from civilization, is uncivilized, the collector who does not *meet* his brother-collector is an uncivilized philatelist in many ways. It may be that he has a collection perfection itself, a knowledge of philately unexcelled; yet if he is, as it were, apart from personal meeting with his brother-collectors, he has not tasted of one of the greatest pleasures of philately. To receive the benefits of this, the only way is through a local society. Some one may say, "Collectors meet in the business round of every-day life; is this not sufficient to give the desired result, personal intercourse, collector?" Tell me how much two collectors who meet on the street will impart to each other in a hurried exchange of a few words? How much pleasure will be derived therefrom? How much knowledge will be imported? Some little amount, perhaps, but nothing in comparison to a local society, where a number of collectors meet, exchange their views and opinions, to the personal advancement of all.

Taking it for granted that a local society is a necessity, that the reader sees its advantages, and would like to organize one in his own locality, I take the liberty of making a few suggestions as to the organization of a society such as will draw the collectors of your locality together. It is a necessity in your place of residence. Do not delay, but set about organizing one *now*.

As to the time for organizing, as I have before said, "Now is the accepted time." "Never put off till to-morrow what you can do to-day." The best manner is to impress on the mind of your fellow-collector the necessity of, and benefits arising from, a local society. Set a date—say a month ahead—for the organizing meeting; this will give you a whole month to work in, and a chance to see that no collector, large, small or indifferent, is missed, but secure from all a promise of their support and attendance at the inaugurating meeting. Set the meeting on a night known to be convenient to the majority of the members. If care is not exercised on this point, the result may be a small attendance. Do not omit to point out among the many benefits of a local society those of the Exchange Department, Auction Department, Library. The Exchange Department can be worked with far greater success in a local society than in a national. The auction sales, if placed in the hands of an active, pushing collector, will be found to be one of the best if not the greatest attraction—a drawing card to the meetings. If such is possible, have a small auction announced to take place at the close of the organizing meeting. You will be surprised to see what an increased attendance and interest it will cause. The library of a local society is not like that of a national society, but is there for use, and if a few standard works of the higher class are secured by the librarian, it will be a great stimulus to growth. Small,