

### Exchanging Stamps.

BY AUG. DIETZ.

Frequently, in glancing over philatelic publications, we read advertisements of collectors who desire exchange on the basis of Scott, Senf, or Stanley Gibbons. It appears to be the most simple and practical mode of securing from foreign collectors stamps of their countries in exchange for our duplicates. In many cases it has been the means of adding good and rare stamps to our collections without actual expenditure of cash, save the postage fees.

The practice is a good one, I dare say, and from my own experience, covering a period of many years, I can heartily commend it.

But, as all other things of like nature, foreign exchange has its pros and cons—its glad surprises and its sad disappointments.

Disappointments, though, have been rare occurrences in my experience, and I have found my foreign correspondents, almost to a man, gentlemen, and their transactions not alone marked by honesty but by great courtesy, liberality and generosity.

But it is of the disappointments I would write—how they occur, and how they may be avoided.

We are disappointed in receiving a selection of common, poorly centered, torn, or heavily canceled stamps in exchange for a clean, good selection we sent, from which, we are laconically informed, so-and-so much has been retained.

The best policy would be to 'grin and bear it,' and make a mental note of it.

Frequently one is tempted to resort to a "scorching letter." Don't do that. While the U. P. U. unconsciously conveys your irate effusion at the rate of five cents per gush—there's no satisfaction in it to you. Far better hie thyself to some secluded niche and—kick thyself severely—thrice. Caramba!

But there's a way of providing against those disappointments, which, perhaps, you sometimes bring to others.

Exchanging is not buying, and wherever there is a risk, a certain degree of faith and confidence is a prerequisite.

First, exchange want lists and state what you have to offer. Do not misrepresent your stamps—the party at the "other end" may be just as well—if not better—versed in stamp lore than you are. Provide that, unless stamps are as represented, no deal.

If everything appears satisfactory to you, send on your stamps. Register them; and it will not accrue to your loss if you include one or two "complimentary stamps." List your stamps according to the catalogue agreed upon, and state that fact at the top of your sheet.

If your first transaction has been satisfactory, repeat it; send better class stamps; always try to do your best—to show your confidence. In nearly every case you will touch a responsive chord. Real stamp collectors are gentlemen—remember that.