

their own conception of the philatelic world, they fill their writings with their own flavor until the collector begins to believe that it is unworthy of a philatelist to do any service without a tangible quid pro quo, that the sole value of a collection lies in the amount it will bring on the block, and that the stimulus for the production of philatelic 'literature' must come entirely from the amount of cash or 'advertising space' the publisher can be induced to 'give' for it. It thus often happens that the desire for the remuneration exists before the basis upon which to build a philatelic thesis has been found in which case our quondam amateur is likely to give rise to those peculiar emissions labeled 'Echoes' from the East" 'A History of my Philatelic Career' etc. * * *

The writer bases his article upon a wrong assumption in regard to the motive of the collector, the object being to increase the collection by the disposal of duplicates and lots acquired in securing some required specimen. Unless the collector has unlimited means, there sooner or later arrives a time when two conditions confront him, the specimens he wants cost too much for his purse, and his stock of duplicates represents too large an amount of dead capital. Most collector-dealers have some other employment, which places out of their power the personal swapping and exchanging of the school-boy. An advertisement in some philatelic paper of "stamps wanted" seems a possible way of picking up some desired stamp, the answers to this increases the stock of duplicates; and then the "for sale" side of the question is advanced. But the point is no more worthy of censure than is the swapping of stamps in a personal interview

the press is merely used as a means of communication, and the amateur has lost nothing of an amateur nature. The collector and the dealer are, in all hobbies and especially in philately often one, the collections which have made philately the science it is have been brought together by dealers, and in fact there is hardly a man among the "giant" dealers who has not his collection of specialties. Knowledge of stamps cannot be gained from a single specimen, the more of a kind that are handled the more is found out concerning them, and the dealer has in a greater or less degree according to the size of his business, the opportunity to study stamps: but unless there is an outlet for his duplicate specimens sooner or later his cash will all be in them. A glance at the columns of middle class of philatelic publications is sufficient to show that the small or dealer-collector is the one who supports them. And these journals, with their low subscription prices, are the ones who start collectors, are the ones that pave the way for the large dealers, are the ones who start the future specialist on his career.

So far as regards the arraignment of the collector-dealer as a writer, little need be said. The publisher who admits to his columns such articles as those mentioned is more to blame than the writer. He, in setting up as a publisher, lays claim to taste, writer is ignorant only. Moreover it is not true; practically all the leading monograph writers and authorities on stamps have acquired their knowledge from the handling of stamps as a dealer: it is only permitted to the favored few whose silver spoon is a birthright to buy and examine even common stamps in sufficient quantities to obtain knowledge worthy of