

five requests for sheets! Of course, I sent sheets to every person requesting them, and when they were returned, I received only four cents from the whole five, which was not half the postage. I must confess this sickened me somewhat of stamp business, but I took heart again as one fellow wanted some rarer stamps and mentioned a few countries, which were his specialty.

I then bought about six dollars worth of good stamps, mounted them on sheets, and sent them to him. From these sheets I expected to receive at least two or three dollars, but I waited in vain for their return. I wrote to him several times, but received no reply. Finally I wrote to the P. M., but he said there was no such person in the place, and that probably I was duped.

I found out that a dealer's life was not so pleasant, and profitable as I had at first anticipated, for I had lost about fifteen dollars in my project, and of course could not sell my trash at any price. And yet I learned a lesson by this experience, for I found that I could not buy penny trash and expect to sell such, to Philatelists whose Collections numbered 2000 varieties or more; and that the best way was to require a reference,