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Pithy Philatelic Points. **Sayings and articles of noted** **writers carefully condensed.**

A great many want to be "big dealers," forgetting that if they were simply agents with stamps on approval they would fare far better. The dealer's stock costs from 35 to 65 per cent. Then he has advertising, printing, postage, etc, to pay, besides heavy losses; so his profits are really not so large. Stick to your agency—there are enough dealers. I advise all collectors—particularly those in schools or colleges—to take an agency from a good, responsible firm, whom you can rely on not to send counterfeits. Build up a local trade. Over half the boys attending studies have spending money and you can turn it to your advantage, to increase your own collection, by being wide-awake. Keep in with the "boys," treat them fairly, honorably and justly in all your dealings, it will pay you.—J. Reginald Hooper.

There has been a great deal of serious discussion recently, on the subject of the absurdly inflated prices of a great many stamps in the catalogues of the leading firms particularly Gibbons and Scott, and it is very evident that the feeling is growing amongst collectors that these prices must no longer be regarded as the real normal value of the stamps.—F. L. Heygate.

It was not very long ago that the surcharge and the revenue used postally were

the heroes of the hour. Now that they are practically dethroned and looked down upon by many, the making of such fraudulent varieties cannot be nearly as profitable and signs are not lacking that the forgers are again bending all their efforts to the imitation of the stamps themselves.—John D. Kirke.

You have been a subscriber to the—Philatelist for several years and you doubtless think it a first class journal but why not make a change? Do not follow the policy of one publication too closely—it may lead you into ruts.—Ed. H. Wilkinson.

I remember very well where a man, for nothing more than selling genuine old German stamps, on which he had forged the cancellation as rare used ones, was punished with three year's imprisonment after his movements were detected. In this country, collectors have to protect themselves and this they can only do by gaining knowledge for themselves or by dealing with people who have this knowledge and are known to use it for the benefit of their patrons.—Carl Ludwig.

Many philatelists argue that the finding of minor varieties has had a great deal to do with the decadence of "boy collectors." But on the contrary I think it has done more good than harm, for the discovery of the 1890 two cent cap variety for instance, was sought after by every boy who knew anything about stamps.—Louis H. Smith.

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