

as though the dealer was too hard up for customers. Still in many cases it catches the eyes of boys who may eventually sell many stamps for them.

### DISCOUNTS.

The most popular discount at present is 60% off Scott's prices. Sheets and books can be had at various discounts from 10% to 75%. I favor 40% to all others and I think that it should not only be the most popular but the only discount.

You send for stamps at 25% discount and among them you find a stamp marked 20c. By deducting the 25% you get it for 15c. Soon after you get stamps at 50%. You find the same stamp marked 30c. You can get it for the same price as you did the former by deducting the 50%. Now what is the difference? There is none except the different discounts. I contend that the dealer gets the same prices for his 50% stamps as he does for those at any other discount. This pertains only to valuable stamps. There are stamps which dealers would be overjoyed to sell you at catalogue prices but would, at the same time, be glad to let you have at one tenth their catalogue value I refer to common Continentals etc.

### DEALERS TROUBLES.

The dealer has many troubles with his customers. I will give an example of my own experience. An agent recently sent for stamps at 50% discount. I sent them and he remitted 18c. in payment for 42c worth of stamps. I didn't mind this much and sent him another lot. This time his remittance was 6c. which was my pay for 18c. worth of stamps. That finished our business transactions.

### REFORM.

A good thing would be to have one standard discount in marking all stamps sent on approval.

Some dealers offer premiums to all sending for stamps on approval. These people want agents very badly and often get "fleeced."

I do not think stamps should be sent to any one unless they furnish reliable references or make a cash deposit. Many dealers are satisfied with the mere mention of somebody's name as reference. They never think that these names may be fictitious. Dealers should not send stamps until they are sure the reference is genuine.

Another great reform needed is an improvement in the quality of stamps sent out. Perhaps the reader has had an experience similar to the following. You sent to the Smith-Jones Stamp Concern of Jawboneville for a selection of their fine line of approval sheets at 50% commission. Soon after you receive an envelope containing several sheets of one cent stamps with an occasional 2c to flavor the mixture. What beautiful stamps. 10p Germany 15c France and Bavaria galore. How neatly the stamps are put on. A great chunk of glue on the back of each stamp which firmly attaches it to the sheet, which contains about thirty stamps, some upside down some sideways and some looking four ways for their equilibrium. With what kind thoughts you return the stamps, just as received, to the envelope and slap the whole concern into a larger one and return it with your kindest (?) regards for the would-be stamp dealer. Great dealers like this should be boycotted. When you want stamps patronize some dealer you know to be reliable and who carries good stamps. Common foreign stamps should be got by exchanging with foreign collectors.

A lot of interesting matter was unavoidably crowded out of this issue: