

next meeting. From experience, it is known that philatelists become the most intimate friends after a few hours' acquaintance: and it is also known that, with a little persuasion, a collector can obtain from another friendly collector almost any service or favour in the philatelic line. This is impossible to accomplish in any other line of business or pastime. He's at your service and vice versa, and it is dollars to dough-nuts that he becomes an active member of your local society. It is very seldom a genuine philatelist will refuse to become a participant in an interesting conversation about stamps, and it is needless to say that such talks are in order at all meetings.

When visitors are present, it is best to make the meeting as lively as possible; this will create a deep impression, and at the same time remind the visitors that only serious and intelligent philatelists are preferred, and that the size of your collection or your age is no bar to active membership. Interesting talks, on different stamp subjects, to be contributed by some member for each meeting, will greatly increase the evening's pleasure.

All the officers should be active and wide awake philatelists, leaving personal prejudice aside. They should also be on the alert for new members, and be ready exponents of the science of philately among their less fortunate associates who are not philatelists.

Philatelic publications should be obtainable at all of these local societies, and the reports of the large state and international societies pointed out to the uninitiated, giving any information in your power in regard to such societies; stating plainly why organised and the benefits derived from each department; dwelling at much length on the small amount of dues and the working of the Sales

Department; in fact giving a concise history, or as much as you are acquainted with, of the society in question, and don't be bashful about asking your listener to sign a blank. Nine cases out of ten your wish will be gratified, for as soon as a philatelist knows that large international philatelic societies exist, he will be only too glad to become a member.

As I stated in the former part of this article, some philatelists do not care to correspond with out of town collectors unless personally acquainted with them. This is an illusion, and to prejudge something which you never tried is unfair and unworthy of an intelligent philatelist.

A member of a society does not join just to correspond with his fellow members. If he wishes to dispose of any of his stamps, the Sales Department is one of the benefits fitted exactly for such emergencies. Perhaps this method or system is not prompt enough: then our advice would be to try the Auction Department. Our societies hold sales monthly or every other month.

All societies have an attorney who is at your service. When a collector applies for membership, his name and address published in the official journal, are read by every member of each society, and in many cases by non-members.

This precaution is taken to prevent frauds, thieves and the like from entering our ranks through the agency of a philatelic society; therefore it is impossible for such "bad eggs" to become members of any society, and a menace to philately, under the guise of society members or associates. Members can feel safe when corresponding with a fellow member, that he is thoroughly honest and reliable, and that there is no fear of any wrong-doing on his part. As soon as a member falls by the way-side he is immediately reported to