

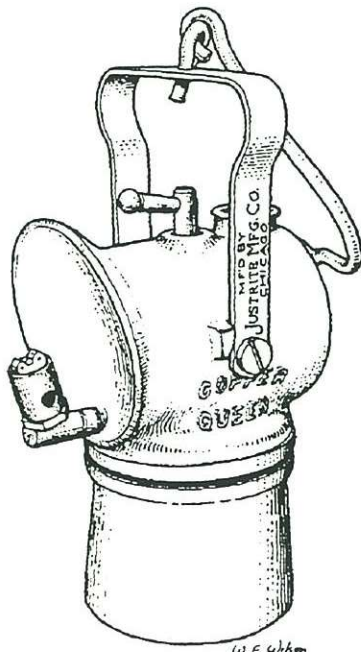
The Trade

Bob Schroth

I have been asked many times, why do you only want to trade on some items. The answer is simple: some things can not be replaced as easy as other items. The unusual mining collectable is very hard to come by. Many collectors come up with items that they themselves do not collect but they know that others do. *Now* they have something of value for a good trade. I don't collect safety lamps, but I have been lucky enough to come up with a few over time, I now have something that a safety lamp collector might want, and might part with something I would like out of their collection.

I know that this all sounds simple and makes common sense, but I have been asked so many times that I thought this might make a good article. When trading, put a goal in your mind and what your trade item is worth to you. Many times you might have to trade more than the item you want is worth, but that is part of the game. Over the years I have watched the major players in our collecting hobby, I noticed how they worked trades and I have seen some of the most interesting trades go down. One of the best trades went off at the East coast reunion. It seemed that five or six guys were involved and all of us got something that we needed for our collections, or to complete lamps. When ever I go to a major show I bring a few pieces that I really like but I might be tempted out of for the right trade. I hope many more collectors do the same thing at the next few shows, I am sure that this will help as far as neat pieces changing hands and for some of us to view artifacts, rarely seen by most of us.

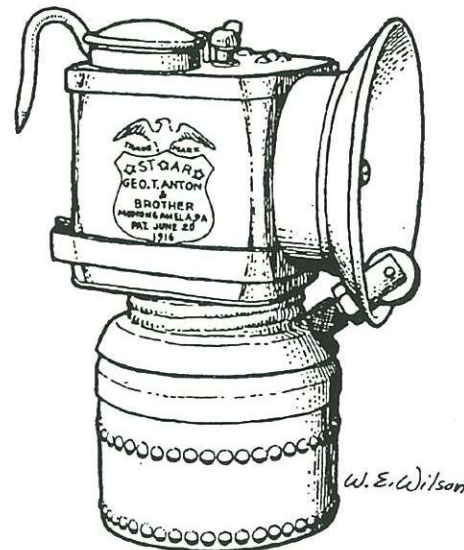
This example just happened at the Tucson mining show. I bought a fair condition Copper Queen hand lamp from Mike Puhl. I then



traded this lamp for a Maple City cap lamp. Fred Gaunce and I were going to meet at the Tucson show and he wanted some safety lamps that I had. I told him that I wanted more than cash

and to bring some neat cap lamps. He moaned and groaned but brought to my surprise some very rare lamps including, an Abercombie & Fitch I found out later, that his goal, besides the safety lamps, was to also trade me out of my new, but extra Maple City. I only brought this lamp to show people my new prize, it was not available.

While talking with Mike Puhl, (who by the way was the only guy on the planet with three square Anton's.) about what he thought of a Abercombie & Fitch lamp, he got excited at the news that this lamp was around. I then formed a plan: trade Freddy G. out of his lamp. Using my Maple City as bait, then trade the Abercombie & Fitch plus something to Mike for his Square Anton. Now some of you out there might think that some of these lamps are worth way more than some of the others. I believe all parties involved are very happy with what they came home with, to me that is the mark of a good trade, when everybody comes away happy.



Cap-Tin-Bob