



Strategies for Successful QSLing

John Eisenberg K6YP

DX University

April 19, 2013

Thanks to John Miller K6MM

John very kindly allowed me to use many images of his DX QSLs from his web site

Please see

www.k6mm.com for
more cards and other
interesting material



Annobon Island

Agenda

- Why QSL?
- Options available
- The QSO
- Your QSL card
- How to get your card to the DX station?
- How to get his card to come back to you?
- Tricks of the trade



Sovereign Military Order of Malta

Why QSL?

It's an all time new one You want the card!
You want to confirm a new band mode QSO
The ham on the other end needs your QSL
It's a memorable QSO. You'd like to QSL.



St. Brandon Island



Mauritius Island

Options to Confirm a QSO

Brief Summary

LOTW

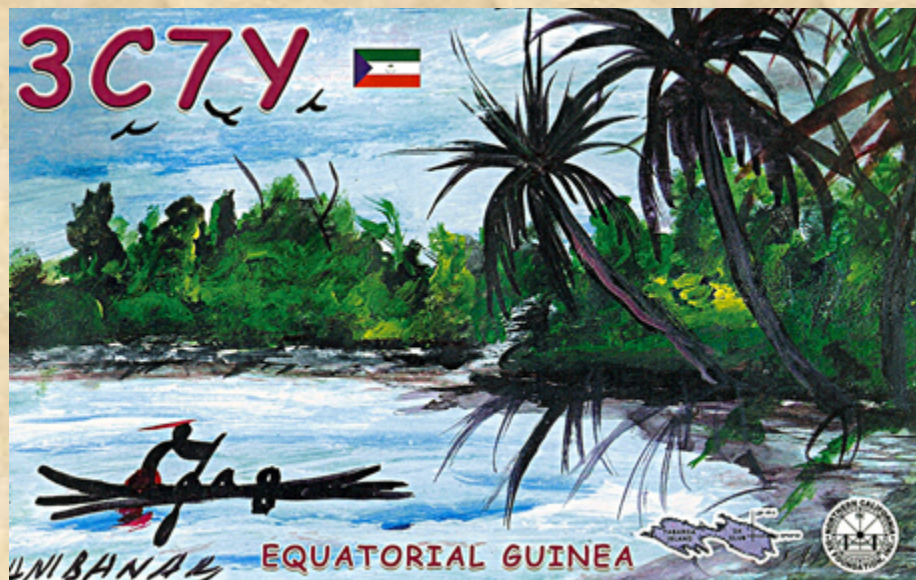
EQSL ~~DXCC~~

Main focus of talk

ARRL QSL BURO

OQRS

Direct QSLing

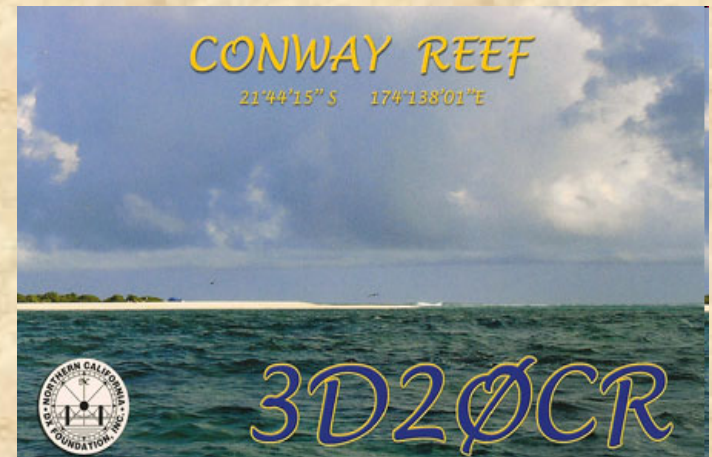


Equatorial Guinea

LOTW (Logbook of the World)

- Service provided by ARRL **OK for DXCC!**
- Secure and essentially free!
- You need to keep a computerized log
- The DX station must also use Logbook
- LOTW is a topic unto itself. See www.arrl.org
- **You won't get a card!**

Conway Reef



QSLing via the Bureau

The BURO system is also very low cost

The service is also administered by ARRL

Many entities have a BURO

Many DX clubs have an outgoing QSL service

Some pay to ship your cards to ARRL and pay the ARRL service fees.

But BURO cards often take more than a year to return!

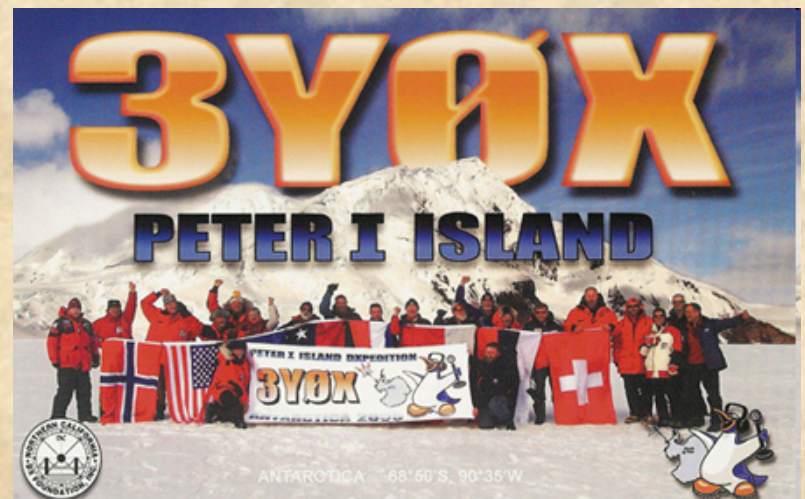
Rotuma Island



Outgoing Buro System

- Read instructions on ARRL web site
- Make sure a BURO exists for each contact
- Presort your cards as instructed
- Give your card deck to your club outgoing QSL rep or ship them to the BURO.

Peter I Island



Some Countries Have No Incoming BURO

225 Countries are served by BURO system

Exceptions are mostly islands

Full list of exceptions on ARRL web site

Many EU countries, Russia, Japan, South Africa and Zambia only serve members of their own national radio society.

BURO Incoming QSLs are Easy Too

Read 6th area BURO instructions on ARRL site.

Sign up with 6th area incoming BURO

Send correct envelopes and \$\$\$ to 6th area BURO

Every 3 to 6 months you get a surprise package

BURO notifies you when \$\$\$ or supplies run low

QSLing via BURO
trades speed for
cost!

Kuwait

Murtada Marafi
P.O.Box 97 Safat
13001 KUWAIT

9K2MU

ZONE 21 ITU 39

Confirming QSO with	Date (Z)	UTC	Freq / 2XMode	Pwr Out	Report
K6MM	28-Mar-06	16:21	14.0 CW	100	599

TNX OSO 73S *murtada* Tnx QSL

Requesting QSL's using OQRS

OQRS = Online QSL Request System

Used mostly by major DXpeditions

Easy, **convenient** and avoids postal problems

Usually offers fast response

West Malaysia

Not inexpensive!

Easy way to
donate to DX op



Direct QSLing

The traditional method of QSLing

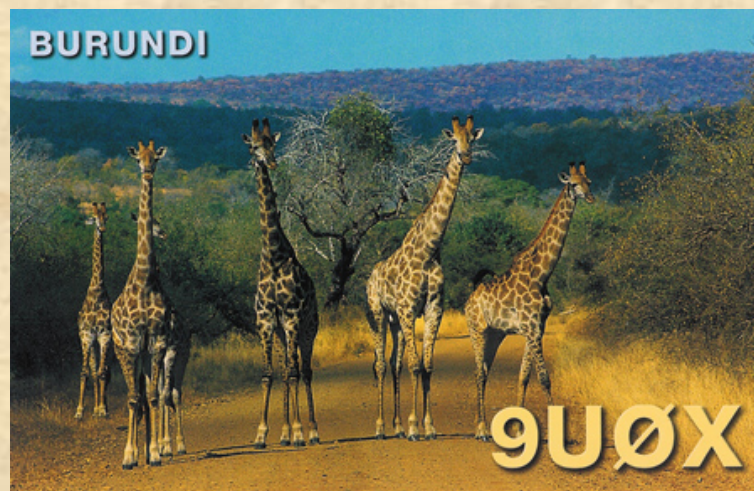
You must get your QSL to the DX station

Unless he uses a manager this

may be tougher than

many people think

Burundi



The all important QSO

Be certain you really made the contact!

- The DX op said W6 Alpha Tango **Echo** 59
- You said QSL 59 Thank you, Thank you
- You are W6 Alpha Tango **Xray**

There was no QSO
unless you plead with
the DX or his manager
and get **very** lucky!

Seychelles Islands



Log the QSO Correctly

- Its easy to forget you just **changed bands**
- The **8/7/8 problem**. Use **DD/MM/YY**
- Always **always** use UTC for both time & **date!**
- Set clock to WWV. Helps DX find **busted calls**
- Don't bust the DX's call in **your log!**
- **Computerized logging really helps!**

Kenya



Dealing With Old QSOs

Old QSOs can be difficult

Calls get used over again by different Ops

DXers or their managers move or even die

Logs and QSL cards are lost

Try to make your
QSL request within
one year of the QSO

Now T32 land!

CHRISTMAS ATOLL

VR3AH

QSO WITH	DATE	GMT	MHZ.	RST	2-WAY
WAGOMA	19 MAR 77	20 30	21	579	ew

QSL MGR. - K2BT
75 CRESTVIEW *Forest* 73
MOUNTAIN LAKES, N.J.
U.S.A. 07046

DOUG SNOWDEN
KX6LA WB4KSE/KW6 N4IJ

Getting the DX' s Address

Google his call! He may have a web site

QRZ.com is a useful resource

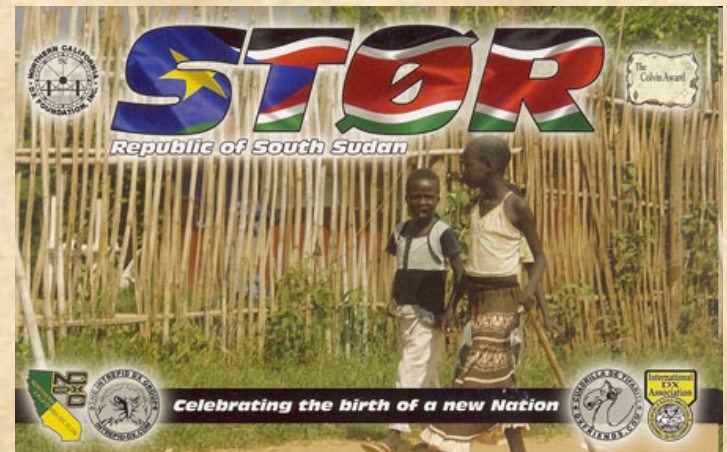
Follow QSL instructions given by DX/QRZ

Check multiple sources for his address

- www.qrz.com
- www.qslinfo.de
- www.ik3qar.it/manager/
- www.n4gn.com/qsls.html

Does he have a manager?

South Sudan



Many DX Stations have Managers

- Many managers are in the US (SASE, \$0.46)
- Some Dxers have Eu mangrs (SAE,GS, \$1.10)
 - (Two ounces has increased to \$2.05)
- Some don't and have dishonest postal systems
 - A92GR certified (~\$13)
 - OD5NH (Follow instructions)
 - Rusty W6OAT tells the story of CR5AR (1959) who sent ur card back and asked for more \$\$\$

Lebanon

LEBANON

OD5NH

DXCC - WAS - WAZ - WAC - WPX

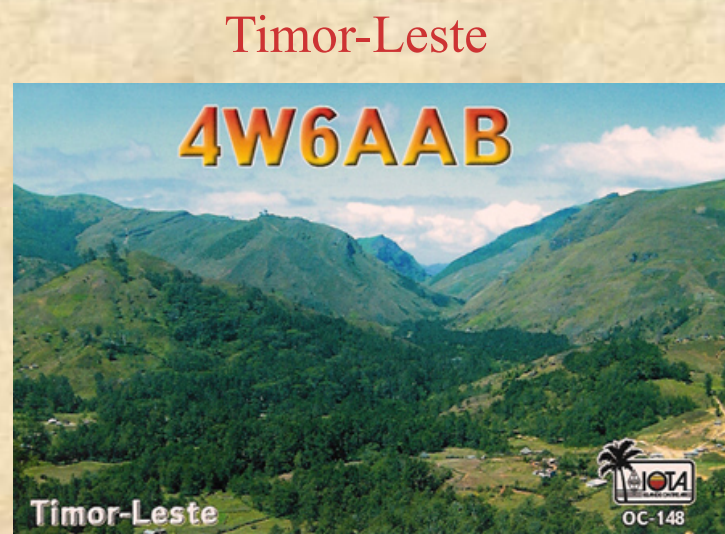
R.A.L.

REGION 1	ITU 39	CQ 20	LOC: KM73SV	ASIA				
TO RADIO	DD	MM	YY	GMT	MHZ	RST	2-WAY	QSL
K6MM	05	07	07	2057	14	5-5	SSR	PSE <input type="checkbox"/>
Op. John								TNX <input checked="" type="checkbox"/>
RIG: IC-728 IC-701 FT-747GX FT-100D AL-811H								73'
ANT: TH3 Hy-Gain 3B, 1 Ele Rotary 17-12m, 5 Ele Yagi 6m, Dipoles 40-80m								

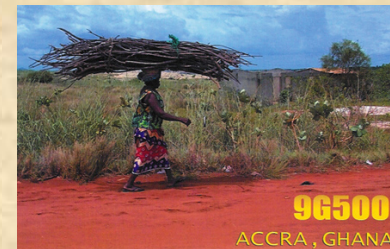
Puzant Azirian P.O. Box 80903 Beirut - Lebanon
E-mail: od5nh@idm.net.lb Designed by OD5NH Http: www.qsl.net/od5nh

Components of a QSL Package

- Your properly completed QSL card
- Either 2-3 Green Stamps (GS) or 1-2 IRC
- An optional donation to help cover DX station's or mgr's costs
- A self addressed (SA) return envelope
- The outer envelope



Your QSL Card



An attractive card helps “It’s the bait!”^{Ghana}

- Use clear, simple, easy to read fonts
- Your call and all QSO info on one side of QSL
- Your name/address/postal code/USA
- Your county and grid square

Affiliations such as ARRL, NCDXC, NCDXF

Place for DX station’s call

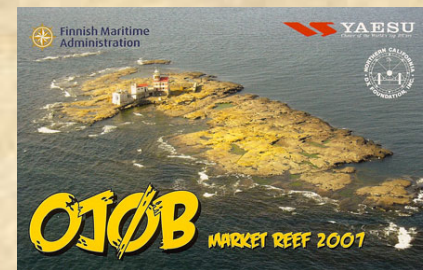
- QSO (DD/MM/YY), UTC, Band, Mode, RS(T)
- Check boxes for Pse QSL or Tnx QSL

Example of Well Done QSL Card



John Devoldere ON4UN Belgium
“--Mr. Low Band Dxing--”

Filling In the QSL



Market Reef

- Write clearly with a ‘no smudge’ pen or print a “stick on” Avery label
- Make sure your ink won’t run if wet
- Make **NO** corrections. Redo the card
- Check everything against your log
- Even if two stations have same manager, always **use one QSL for each DX call sign**
- Include a short personal note

QSL Sources Ask Your Friends!

US sources

- W4MPY (\$83-\$130/1K)
- Star Cards (\$100-\$180/1K)

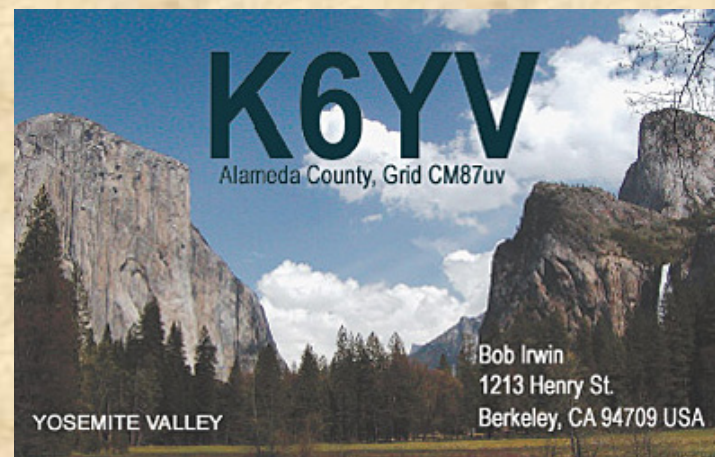
Bulgarian sources

- LZ1JZ (Good rep)
- LZ3HI (Check)

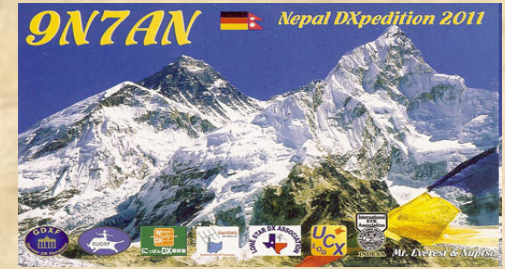
Russian sources

- UA3AA (Check)
- UT5XO (Ukraine good)

Star Cards



Return Postage



Nepal

SASE for US stations and Managers

Green stamps (GS) are US dollars

- Two to three GS are needed for Europe
- GS are usually the most welcome option

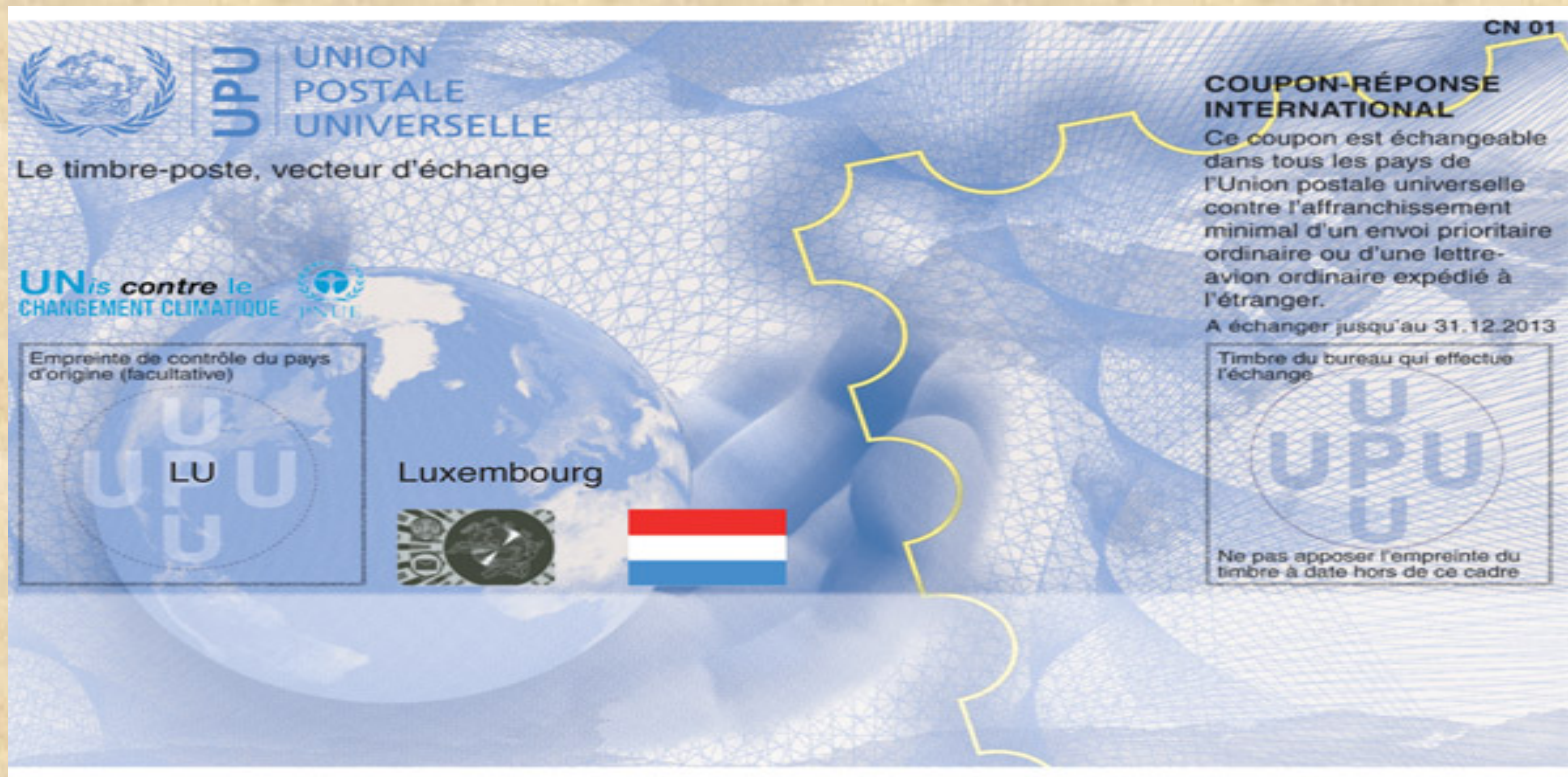
IRCs will **no longer be sold at USPO**

- International Reply Coupons still OK to use

Some Dxers accept Paypal

- Russian DX ops like this option

A Valid IRC



An IRC may be exchanged for enough postage stamps to mail a 1 oz/30g international letter.

Problems with IRCs



Rwanda

Welcome in many countries but not all

- Jamaica, Taiwan, Lebanon, Ivory Coast, Cambodia, Colombia, Egypt, El Salvador, Iran, Libya, Paraguay, PNG **do not accept IRCs**

Some countries do not give full value for IRCs

Two IRCs are required in:

- Armenia, Croatia, Italy, Japan, Dutch Antilles, Georgia, South Africa, Switzerland, Tajikistan and Venezuela

Green Stamps are preferred but

- Cash if seen in envelope is often stolen
- GS are illegal or not recommended in some countries: **Azerbaijan, Tajikistan, Uzbekistan, India**
- Use **two** GS for most places, **three** for: **Italy, Slovakia**. Consider using \$2.00 bills
- GS still are preferred and more valuable than the equivalent in IRCs in many places
Given the choice use Green Stamps!

Where to Put Your QSL & GS/IRC

Put both in the **opaque SA** return envelope

- Do not seal the envelope
- Do not fold it
- Use no tape in SA return envelope

Bhutan

QSO was no good because
Akira was running too
much power and then by
magic the Q was OK!

CQ ZONE 22 KINGDOM OF BHUTAN ITU ZONE 41

M
 M
 6
 K

A52AM

Akira Minagawa
QSL via JA0JHA

Confirming QSOs with: K6MM

DATE	UTC	RST	MHz	2-WAY
11 May '07	1527	59	14.212	SSB
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-

73's from the land of the Thunder Dragon!

The Self Addressed Return Envelope

Envelope should fit European sized card

- Minimum 4in x 6in Eu QSL's are 9 x 14 cm

Use **opaque** security #9 envelope

- Envelope should have **stout self adhesive seal**

Luxembourg
Field Day



What Goes On the Return Envelope

Address the envelope to yourself

- Your Name and address (Include USA)
- Use a printed non smear Avery label

Also include your return address

- If the primary address is damaged, the QSL may still reach YOU!

If addressee is a US station or manager

- Don't forget US first class postage (\$0.46)

The Outer Envelope

Must fit return SA envelope

- Use **opaque** security #10 envelope
- Envelope should have a **stout self adhesive seal**

Only one DX call sign per envelope

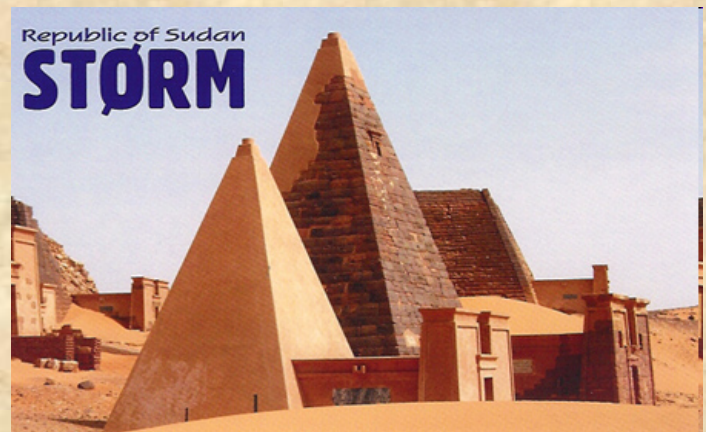
Print DX' s address on well affixed label

Many call lookup

programs can print

labels [AC Log](#), [QRZ.com](#)

Sudan



What Goes on the Outer Envelope

The DX station's name and address

- Do **NOT** include his call sign
- Make no mention of amateur radio
- **Don't forget his country** (Address bottom line)

Your own return address (Include USA)

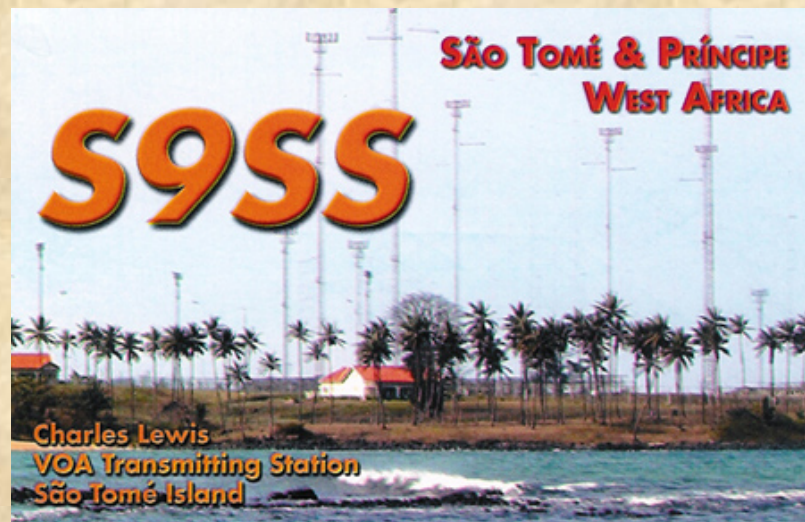
- Do **NOT** include your call sign

Call signs are a **red flag** that says to the post office employee “Open me I contain \$\$\$”

Putting it All Together

Put return SAE with QSL & GS/IRC in outer envelope with its flap UP

- Fix in outer envelope with a tiny piece of tape
- Check with a 150 watt lamp for opaqueness!
- You are off to the Post Office



Sao Tome

Total Cost of a Direct QSL

How do you want to confirm your QSOs

– Your QSL card	\$0.10
– The outer envelope	\$0.06
– The inner envelope	\$0.04
– International postage	\$1.10
– GS	\$2.00-\$3.00
– Donation	Optional
– Total cost less donation	\$3.30-\$4.30

- 100 direct cards can be quite pricey. A BURO card costs one thin dime!

Don't pester the DX operator.....

It's OK to email a DX operator

- For advice on how to QSL him
- Never ask him if he has received your card!
- Unless 9 months to a year have gone by!
- Don't forget the DX op or manager has a job and a family too

Kingdom of Bahrain
Remember
Registered



Donations

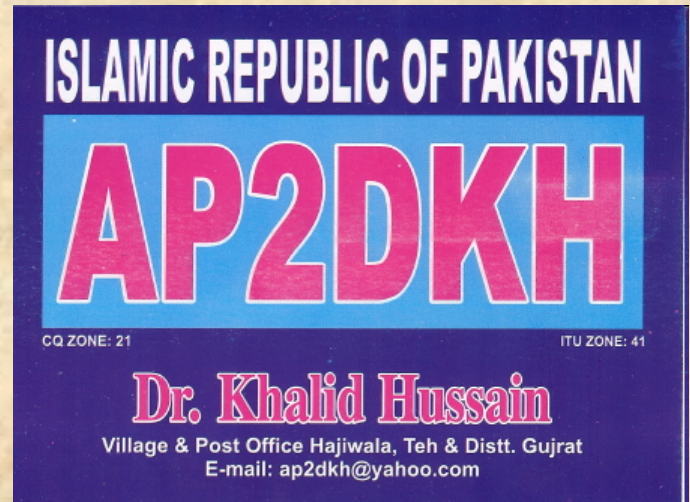
Most QSL managers really appreciate a small donation with your QSL

- Covers envelopes and gasoline to post office

The DXop depends on your donations to cover the cost of his trip

Be as generous
as you can be.

Pakistan



Patience, Patience, Patience

Don't expect direct QSLs for 4-6 months

– Managers must wait for cards and logs

Don't expect BURO cards for 1 or 2 years

Getting a manager
mad at you is not
a good thing!

Scarborough Reef



And If You Do Everything Right

One of these may appear in the mail

North Korea
#1 on most
wanted list
Thanks Ed!



Remember

The final courtesy of a QSO is the QSL!

Thanks and 73,
John K6YP

Palmyra Atoll
Only the sea
will tell.

