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Alfred F. Wicks.

The subject of this sketch was born thirty years ago in Toronto he began stamp collecting in 1873. Kept it up for a few years, moving to London in the year 1883, but allowed his interest in stamp matters to drop, but kept his albums and a large number of United States and Canadian stamps stowed away, and did not look or think about them until about two years ago, when noticing a stamp advertisement, asking for certain kind of Canadian Stamps, he replied to same and was greatly surprised to hear the prices offered for some which he had for sale and which started anew the same old fever for stamp collecting, he sent for a catalogue from Scott, sent a lot of his duplicates to Stanley Gibbons and learned all that he had missed during the last 10 years, during which time, while not actively engaged as a collector or dealer he had never quite forgotten his hobby and anything that came along in the shape of stamps always interested him.

Since May, 1893, he has come out as a full fledged stamp dealer and by trying to treat all collectors fairly and paying strict attention to business he

has built up a large trade in the short time of two years. He is greatly pleased not so much at his success, but at the confidence of those dealing with him, and the pleasure it affords him in being able to please his customers. His specialty is Canadian Revenue.

Wise and Otherwise.

A wholesale merchant once said, "I size a man up by the kind of stationery he uses." This rule is as applicable to stamp collectors as to any body else. Good writing paper and envelopes of a business size are so cheap these days that there is no excuse for the scraps that sometimes do duty as an important letter. Give your nearest printer a job (if you have not already done so) and give everybody you correspond with a chance to have an improved opinion



ALFRED F. WICKS
of you.

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What an important part the interest in possessing plays in philately. They say "a bird in the hand is worth two in the bush," and it seems also as if a stamp in your own album has the interest to you of two in the other fellow's. Every stamp you own has its own environment. This one came in a packet, that one from a dealer's sheet, another from your grandmother's garret, and so on, while other's