

## REACHING OUT.

I saw an advertisement of a stamp dealer in one of our Philatelic journals recently that impressed me favorably as being a very sensible plan of reaching out for business that meant good to himself and to the Philatelic world at large for benefit indeed is sure to ensure from a plan of that sort and the plan is a very simple one and can be imitated by all our enterprising dealers.

The stamp dealer in question offered as a prize a certain stamp or packet of stamps to any collector who would send him a list of names say ten or more of his acquaintances or friends who he thought might become interested in stamp collecting, of course the packet of stamps or stamp should be of sufficient value to stimulate interest and then action on the part of the young collector in securing the names of the willing-to-be stamp collectors, catering to the younger element means much to Philately. There seems to be a growing complaint of there being too many small dealers of too many stamp papers, but the fact is as a writer in these columns said recently, that the more the merrier. 'Tis a case of the "survival of the fittest" and if the Stamp dealer or the Philatelic publisher has in him the elements of success, his stamp business or his paper will reach out, and grow despite the murmurings of others.

WILLIAM C. KNIGHT.

## MONTREAL NOTES.

(BY C. E. A. HOLMES.)

Since my last notes very few things of interest have happened in this city, however the Montreal Philatelist has appeared and its grossly insulting remarks regarding the "lad" and "youth" who wrote articles regarding the Great Barrier affair, deserve mention.

Instead of an editorial in January No. Mr. Wurtele Sr. has an article (?) bearing the title of "Philatelic Journalism" which attacks Mr. McGill and myself. Mr. Wurtele does not however mention our names but screens himself by designing me as "the lad" who writes for the Philatelic Chronicle:—He begins by denying the fact that Mr. Patterson is the possessor of 12 one pence black. I never gave that as a certainty and stated in the P.C. that I "had heard" that James Wurtele jr. himself had told me he had been present at a meeting of the M.P.A. at which Mr. Patterson had exhibited a strip of 12p. black.

After this Mr. Wurtele gives a few "hints" regarding the Great Barrier affair saying that I ought to

be ashamed of accusing the young man who is actually bravely fighting the battles of his country. He then makes a regular patriotic statement which is worthy of Walter Scott, Kenny or Jules Verne. As to bravery I don't believe "our friend" Ralph is so very brave according to a letter shown me by Wurtele jr. in which Bach states that during one of the fights he sheltered himself behind a huge rock and awaited the end calmly.

To begin with I have never mentioned Bach's name in any of my articles regarding that ever famous affair although my belief is that he is the guilty party as I have in my possession the cover of the box in which the counterfeits were found on which is marked in Bach's handwriting: Personal property, don't open. I also have the copies of Mekell's Weekly which were found in the box, several G. B's. and Bach's business book in which all transactions about G.B's are entered, and a proof which is irrefutable is a copy of the Montreal Philatelist on back cover of which are several impressions of the stamp used for cancelling the G.B's. How would that come there in Bach's shop?

Besides young Wurtele showed me cuts which he assured me, were those used to print the counterfeits and he even told me the name of the printer who printed the stamps although he was perfectly ignorant of what they were to be used for.

So Mr. Wurtele mark all that down in your memo-book.

As to calling me a "lad" I can't object, being but 17. (For the benefit of Mr. Chapman I will here state that I wore knicker-bockers during summer because I am a great amateur of cycling but that in winter I most always wear long pants.) What will Mr. Wurtele call his own who is but 16? As to calling Mr. McGill a youth it is absolutely ridiculous as Mr. McGill is 23 years old and may be justly called a man.

Whether I correspond for ad. space or not is none of Mr. Wurtele's business, what is certain is that I try to give reliable news, but as Mr. Wurtele objects to my stating anything I am not sure of, I will promise him that in future I will not base myself on any of his song solos.

In the last No. Wurtele adds that we are responsible for Mr. Payne's statement in the Philatelic west. I will beg him to produce a single paper in which I try to throw discredit upon Canadian dealers. 'Nough said.

I see that a firm is advertising in J. P. under the name of Dominion Stp. Co. —I will advise these dealers that if they don't want to be responsible for any of Bach's debts they better change their name as D.S. Co. is one of Bach's aliases.

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