

openly enthusiastic over his hobby, not only does not conceal it, but is constantly bringing it before the notice of his friends. That man is a living, walking, speaking advertisement for philately and its attractions. If he be a man of any standing himself, he gives to stamp collecting a recognized standing in his own community; and he is for that particular region the accepted high priest and prophet of the cult. Does anyone discover on old family papers, made ready for the burning, some quaint old stamps that seem worth saving from the fiery sacrifice; the thought at once occurs: why, Brown down there in the drug store, (or the post-office or the grocery as the case may be) is a stamp collector, I'll take these to him and see if they are of any value. Does any father become interested in his son's collecting efforts and discerning broader and more interesting possibilities to stamp collecting, wish to learn more about it. He remembers at once that that clever young chap Brown, the bright, go-ahead merchant down the street, is interested in stamps, and to him he goes for information. Does anyone for any reason wish to be enlightened as to anything about stamps or stamp collecting; Brown is the natural fountainhead of information. There are times, perhaps, when this becomes an annoyance. Young America in knee breeches, with his boundless thirst for additions to his 237 varieties, may sometimes sorely try his patience. But even helping the boys is a good work. If more of the philatelic army let their light shine in the same manner there would not be so many of the embryo collectors, ways and means for whose luring into active philately is what we are seeking for.

One good active collector of the Brown stripe, who is a philatelic enthusiast, heart and soul, will do more in a country town or a small city to infect likely candidates with the philatelic fever, than any other influence that could be mentioned. In a larger city, where the circle of one man's acquaintance and influence is necessarily much more limited, the results might and probably would be less tangible. But, nevertheless, there can be no question as to the good results that would follow if all philatelists, in all towns great or small, were to lose no opportunity of making known their love of stamps. There is nothing like personal work in any kind of proselyting. There is nothing that would raise philately more quickly into general notice than the entire casting off, by all collectors, of all reticence of any kind regarding their collections; and the substitution therefor of a policy of making as much of their hobby in general conversation as they would if it were of a more easily understandable nature. The man whose hobby is dogs or horses is always talking about them. He whose hobby is the drama, or baseball, or golf, or any one of a thousand other things that might be mentioned is only too anxious to enlighten those about him as to his pursuits. Why should not the philatelist be equally ready to show his colors. It is probably too much to expect any immediate and general resolution in this regard. But every philatelist who does turn over a new leaf and resolve from henceforth to give philately all the personal advertising he possibly can, will add new strength to the pursuit.

As to the philatelic societies, their part in the work is not so clear. As organized bodies, whose ostensible object of existence