

have several members desired to buy stamps, but our foreign members have offered to send us good stamps. Mr. Henry A. Chapman has made a generous offer, to donate Philatelic Literature as soon as our library is started.

Each member should try and secure at least one new member. I will send app. blanks Post free on request.

The Society's finances are in good shape. There are no liabilities and we have the dues of 18 members to come in.

Fraternally yours,

RUDOLPH C. BACH,
Secy. Pro. Tem.

A STAMP DEALER'S REMINISCENCES.

WRITTEN FROM ACTUAL EXPERIENCE OR RELIABLE INFORMATION.

BY RUDOLPH C. BACH.

II.—HOW TO GAIN RECRUITS TO THE RANKS OF PHILATELY.

Before commencing my story, I will say that the names given are fictitious, for the reason that the parties referred to are still collectors, residing in Montreal. The events described took place in 1890.

Three boys were seated in the study of the eldest, Walter Tomkins, in ——— college, Montreal. They had been engaged in a very serious discussion, and had just reached an agreement. All were ardent stamp collectors, and they had decided to form a company, the object of which was "to deal in stamps for the purpose of increasing their own collections, to interest others in philately, and to aid those beginning in every way." They named it the Belmont Stamp Co. Walter Tomkins was president and manager; John Verner attended to the buying of stamps, etc., and Dick Brown had charge of the stock, and the placing of the advertisements of the company. They had bought up a large lot of stamps, and were already doing a large mail trade. The day our story opens, Walter Tomkins had called a meeting, and when the other two arrived, he addressed them as follows:

"As you know, one of the objects of our company is to promote an interest in philately, and to get as many recruits to our hobby as we can. Now, so far, we have done very little in this line, and I think that it is about time that we did something. An idea has occurred to me to-day, which I will explain to you presently. In the first place, Dick must

Nominations will be received for :

President,

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" " for U. S.

Secretary Treasurer,

Exchange Supt.

Auction Manager,

Attorney.

Counterfeit Detector.

Trustees, three, to be residents of the same city.

make up 100 packets of 50 varieties each, of common stamps. I have ordered 50 cheap albums from the News Co. at 12c. each. Now Dick and John must pretend to have an argument about some stamp. Have your argument when there is a good chance of all the fellows seeing or hearing you. Dick must shout that he knows more about stamps than you ever forgot, or something to that effect. John will answer to the contrary. Then you will make a bet that each of you can get more fellows interested in collecting than the other. Then Dick will offer a packet of stamps free. John will counter, and offer a packet and an album thrown in. Both of you must, in the meantime explain all you can about the benefits of collecting stamps, to those who accept the packets or albums. I am sure that we can interest a good many this way. What do you think?"

John and Dick both thought the plan excellent, but had some amendments to make. John said that at least 100 approval sheets of 1, 2 and 3 cent stamps should be made up first, while Dick said it would be a good plan to have a couple hundred of 5 and 10c. packets. After some discussion, this was agreed to. The three were to start at once getting the sheets and packets made up, and it was decided that the supposed argument between John and Dick should take place the following week.

(To be concluded in our next number)

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