

Catalogue.

BY COLLECTOR.

In this list it has been the writer's aim to give the stamps with prices annexed, which I consider should be paid by collectors for them. It has been made so that a fair price might be given without discounts.

This is a collector's buying list, not a dealer's.

Catalogue Value.
Unused. Used.

JUBILEE ISSUE.

1-2 c. black...	20	\$ 20
1c. orange...	02	01
2c. green...	03	02
3c. bright rose...	03	01
5c. blue...	06	04
6c. brown...	35	30
8c. violet...	15	15
10c. brown violet...	12	08
15c. steel blue...	15	18
20c. vermillion...	20	12
50c. ultramarine...	50	30
\$1 red...	90	60
\$2 dark brown...	1 85	1 25
\$3 yellow brown...	2 75	1 75
\$4 purple...	3 50	2 50
\$5...	4 50	3 00

MAPLE LEAF ISSUE.

1-2c. black...	01	1-2
1c. green...	02	—
2c. purple...	02	01
3c. red...	04	—
5c. blue...	06	01
6c. chocolate...	07	05
8c. orange...	10	03
10c. brown violet...	12	09

1898 NUMERAL ISSUE.

1-2c. black...	01	—
1c. green...	02	—
2c. purple...	02	—
3c. carmine...	04	—
6c. brown...	07	03
8c. orange...	09	05
10c. violet...	10	05

SPECIAL DELIVERY STAMP.

1898.		
10c. blue green...	12	10

1898 IMPERIAL STAMP.

2c. Imperial, black, red and lavender...	10	02
2c. Imperial, black, red and grey...	03	01
2c. Imperial, black, red and light blue...	03	01
2c. Imperial, black, carmine and Prussia blue...	03	01

ENVELOPES.



A1

1898.		
A1 1c. dark green...	03	01
3c. dark red...	07	05
1899.		
A1 2c. purple...	75	50
A1 2c. red...	05	02
2c. black on red...	20	10

Current Comment.

Recently a member of the Dominion Philatelic Association in talking to the writer stated that the library of that association was of no use to the members in general. If this be the case it is only a waste of postage to send duplicate stamp papers to the librarian, and in fact there is no need of appointing a librarian. Perhaps the state of affairs existing may be explained in one sentence, "The books which make up the library may not be worth sending for or the members do not know the names of the books possessed by the association." If the members are to derive a benefit from the library more attention must be given to it. A catalogue should be issued so that the members would have a list of the books. A supplement of new books received could be given in the librarian's report in the official organ each month. The books should be bound in volumes as far as possible and duplicates should be sold, by auction or otherwise, to defray part of the expenses. A letter should be sent to all philatelic publishers soliciting a copy of their publication, month by month, or week by week, for the building up of our library. This request would in most cases be complied with. One philatelic writer explains when members derive a benefit from a library as follows: "Trash is no good anywhere, but good philatelic books and back numbers of good philatelic papers, which are out of reach for the average collector, individually, became accessible when in the library of a society. Books that would cost from \$4 to \$20 to buy may thus be studied at a cost seldom above a \$1. The very best books should be incorporated into such libraries first, and every local society should have such a library, in which case the cost of studying the best of publications would be reduced to a minimum for the individual member. Cheap and poor stuff is good only to swell the size of a library."

If the foregoing changes, or some similar ones, were applied to our library it would no doubt prove an important factor in obtaining new members and revive interest among old members besides becoming a credit to our beloved society.

In a recent number of "Stamps," (New York), I find the publishers running down auction sales and saying the prices are valueless as guides to standard prices. Probably their statements are due to the fact that they may have placed some stamps in an auction and because they did not receive as large a price as they expected, are trying to belittle auction sales in the eyes of the collecting fraternity. This action in the putting of such statements on the part of such a firm should receive severe criticism from every side. It stands to reason that a rare stamp in good or perfect condition will bring as good a price, if not better, by auction than a dealer could retail it to a customer for. Yet the "kickers" bemoan such mode of buying because their sales are patronized by "bargain hunters." In looking through several lists of

prices received at auction I find that "bargain hunters" in some cases have paid over catalogue value for good stamps and still consider their purchase a bargain. Prices as a rule are good except on trash and that is dear at any price.

At present we notice that the "condition crank" is becoming more in number every day. The reason for this is that dealers when examining a rare or medium stamp before purchasing, generally points out all flaws and deducts amount from the original value in proportion to the damages. This makes the collector, who in the above was the seller, at once become a "condition crank." In answer to question why he is so particular he replies "Perfect copies are the ones that will bring fair prices when you want to sell, therefore, when buying purchase only perfect copies."

"STAMPS."

The Model Dealer.

What an unmitigated bore the "model" is as a rule, whether as the good boy of the class at school, as the Sunday school teacher, the man with a fad or, in fact, in any line. There are, however, exceptions and the man who goes into anything with the idea of having the best and keeping his possessions in the best order and condition is about as good a model as can be copied. Of course this model is mine and to give you a better idea of what I mean I will take what should be of interest to you, the stamp dealer, I take him because he is what might be termed the foundation stone of the whole business, though stamp collecting would go on whether there was a dealer in existence or not.

One of the prime necessities—in fact the first—is neatness with which must be combined good taste, a knowledge of stamps, carefulness, accuracy and above all he must be thoroughly honest so that all who have anything to do with him can depend on what he says. His word must be as good as his bond if he wishes to gain a name for honesty and integrity, two things that absolutely necessary in securing the confidence of collectors, many of whom have to trust to these factors when purchasing through the mails.

You do not care to deal twice with a dealer who has worked off a damaged copy on you, just because you are a long way off and cannot get back at him.

The model dealer should be a philatelist himself, not merely a handler of stamps, then there is but little chance of having a stamp sold at a way up price because of the absence of a catalogue and he is not likely to lose money through the sale of a valuable variety through the lack of knowledge of what he is handling.

There are many other little points that go to make up the model stamp dealer but there are first the points that go to make up the successful business man in any other line and embrace such things as courteous treatment as customers and enquirers.