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MAY 1900.

NO. 4

ENERGY

CANADA'S
UP-TO-DATE
PHILATELIC
MAGAZINE.



Published
Every
Month

25c
per
Year

W. H. SCHMALZ.

BERLIN, ONTARIO.
FINDLAY I. WEAVER,
PUBLISHER.

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Toledo, Ohio. U. S. A.

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STAMPS in a fine Album and illustrated list FREE to all. Agts 50 per cent. 100 Cups etc., 5c.

The Hill Stamp Co.

Box b24, S. End. Boston, Mass.

Miss Lizzie Bane

is hunting a husband, but I am hunting

AGENTS

to handle my approval books and sheets at fifty per cent commission. Send today with reference and don't keep me hunting.

The Greatest Yet

1000 varieties **\$3.75** every pack. Full Count guaranteed

contains no common continental stamps whatever, but only the better class from all parts of the globe, any dealer or agent can clear from

\$15 to \$20 by selling off sheets.

sent registered for only \$3.75, a fine lot.

75 Africa, etc., 6c.

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Lists Free.

—ADDRESS—

**L. H. REED,
FLAGLER, IOWA.**

— For —

Printing Presses, Type, Borders, etc. Send to

WEAVER the Amateur Printer' Friend.

List free if you mention this ad.

A. J. WEAVER,
NEWCASTLE, INDIANA.

A Fine Colored Fruit Picture,

Size 11 x 14 inches and a large bundle of Amateur Papers, all sent post-paid for only 10c.

W. H. Hoeferkamp, Seymour, Ind.

ENERGY

*CANADA'S UP-TO-DATE PHILATELIC
MAGAZINE.*



Official Organ of the Elgin Philatelic Association

ENTERED AT BERLIN POST OFFICE AS SECOND CLASS
MAIL MATTER, JUNE, 1899.

Philatelic Series
Vol. I. No. 4.

BERLIN, ONT., MAY, 1900.

Old Series
Vol. II, No. 6

Prominent Philatelists.

W. H. Schmalz.

This month we present the genial features of one of Canada's most prominent philatelic devotees in the person of Mr. William H. Schmalz. Mr. Schmalz's accumulation of postal emissions totals up to 9000 varieties including a great many rare old specimens. His collection is a thing of beauty and "a joy forever." Every stamp must be thoroughly cleaned before it can find a resting place in his album. Mr. Schmalz first became interested in philately some years ago while on a trip through Europe, on returning to Berlin he purchased the general collection of Mr. Illing numbering some 2200 varieties and this was the foundation of his present magnificent collection. Mr. Schmalz has correspondents in all

parts of the world and his ability to correspond in English, German and French proves a great aid to him. He is a member of the D. P. A. and Sec'y of the Twin-City Philatelic Association. Besides being a prominent philatelist he is a prominent citizen of his native town. He is Secretary of the long established Economical Fire Ins. Co., of which Berlin is proud to possess the head office, and is also Sec'y of the Berlin-Waterloo Hospital Trust.

The Hon. Wm. Mulock, Postmaster-General, is now preparing for the public use a small book of stamps, in which the leaves of stamps are separated by leaves of parafin paper and can be carried in the vest pocket without the usual misfortune of having them stuck together.

A Sermon to Philatelic Advertisers.

BY K. NUCK.

The text I have chosen on which I shall base my remarks is: "Follow up all answers." I read this sentence, so full of sound advice, in a recent issue of that King of advertising journals, *Printers Ink*; known as the "Little Schoolmaster" in the art of advertising. Embodied in these few words is a world of meaning and I shall endeavor to enlarge upon them and demonstrate more clearly their weight and wisdom. Follow up all answers. Note the little word all, that is the word to be emphasised. Stamp dealers, to whom my remarks are especially directed, have a tendency to ignor replies on post cards, from young collectors. The folly of ignoring boy-trade has often been proved, therefore I give it only passing mention. Not only should these answers be followed up, but all of them should receive prompt attention. Many a dollar will thus be gained which would otherwise find its way into a competitor's cash drawer. Follow up all answers. This includes even queries of collectors who ask you questions regarding their stamps and perhaps do not even enclose return postage. The mere answering of the queries may not be very beneficial to you but it will certainly do you no harm

and if your reply is politely worded it will at least gain for you a friend and friendship goes a long way in business. By enclosing your price-list with the answer, you may sow the seed of a profitable business relationship. Another important duty for the dealer who in his ad requests a reference from applicants for approval sheets, is to follow up that reference. The few cents it costs to do this may save you a loss of stamps which you might otherwise suffer. Besides this you would be advertising your business in a very effective manner. Your letter to the person referred to by the approval sheet applicant, would impress him far more than a circular in cold type, which might chance to reach him. The mere inserting of an advertisement in a paper is only half the battle. You must work for results. Above all when you do follow up answers, see that you are upright in everything you do and say. If you deceive one customer it will do you more harm than can be counterbalanced by pleasing a dozen others. I might put forth more argument, but I think what I have said is sufficient to convince every dealer who reads this, of the fact that it pays to follow up all answers.

ENERGY**CANADA'S UP-TO-DATE
STAMP PAPER**

SUBSCRIPTION RATES—Twenty-five cents per year to any part of the world.

ADVERTISING RATES—25c per inch. Write for special contract terms.

ADLETS—one-half cent per word. Address all communications to

FINDLAY I. WEAVER

Editor and Publisher

Box 494

Berlin, Ont.

Circulation this issue 1050 guaranteed.

Sanctum Sayings



The Dominion

Philatelic Association.



The last report of the secretary of the Dominion Philatelic Association shows that the grand old Canadian society is still forging ahead. The report shows that there were 323 fully paid up members on April 20th with 15 applications in the secretary's hands. The convention in St. Catherines on July 2nd and 3rd, promises to be largely attended. Montreal has been chosen for the 1901 meet. The following officers have been chosen for next year

by acclamation:—Sec'y-Treas., G. W. Starnaman; Counterfeit Detector, C. Bailey; Attorney, J. A. Wainwright; Librarian, F. I. Weaver. Nominations for the other offices are:—

President—Capt E. F. Wurtele, G. E. Davenport; Vice-Pres (Canada)—T. S. Fatcher, J. R. Seavey; Vice-Pres., (U.S.)—C. F. Robinson, E. L. Shove; Exchange Supt—W. R. Brown, A. R. Magill; Ad and Sub. Agent—E. L. Shove, G. W. Hicks; Auction Manager—R. S. Mason, *W. R. Brown; Trustees—H. A. Chapman, *W. A. Starnaman, A. Rene, A. R. Butler, E. A. Corker, H. C. Wood, *W. R. Brown, G. W. Hicks. Those marked * have since withdrawn.

Just Jotted.

Next month we will publish an article on "Our Philatelic Literature" from the pen of one of Philatelia's most gifted writers.

The Allegheny Philatelist for May is a fat number of forty pages. It is "Fair, Fat and Forty" as it were.

A. Lloyd Jones is now spreading himself in several magazines with "Stampaparagraphs" good, bad and indifferent.

The Philatelic Chronicle of Charlotte Mich., is experiencing a "growing time."

ENERGY

Elgin Philatelic Association

Official Organ "ENERGY."

President A. P. Kirby, St. Thomas.
Sec'y-Treas. — Jas. Atkinson, Box
269, St. Thomas.

NEW MEMBERS.

K. Ferguson, Box 356, St. Thomas ;
F. Hanunill, Manitoba St., St. Thomas;
A. Wride, 1 Crocker Ave, St. Thomas.
Balance on hand 40c. Dues are 25c
per year. Initiation Fees 10c. A
meeting of the St. Thomas members
was held May 11th in Rosebery Hall,
and an excellent evening was spent.
A 2c Justice, U. S. was auctioned and
brought \$1.50 A. Wride being the
purchaser.

Notes For B. N. A. Collectors.

Canada's first issue of stamps
appeared in April 1851; envelopes,
February 1860; post cards, June 1871;
stamped wrappers, May, 1875; letter
sheets, February, 1893 and registrat-
ion stamps 1875.

The first issue consisted of 3d, 6d
and 12d stamps. The 3d was for
postage in Canada, the 6d for postage
to the United States and the 12d for
postage to England.

The latter stamp is one of the rare-
est in existence only about 1500 having
been issued its present net value is
\$350 unused and \$300 used.

The 1868 water-marked large letter
variety was a hallucination similar to
the famous netted groundwork variety
of the 5c U. S. Garfield issue of 1882.

The rarest Newfoundland stamp is
the 1 shilling, scarlet 1857 which is
quoted at \$250 used or unused. Scott's
59 lists it at \$150 but this is considered
altogether too low a price for such a
rare old stamp.

Newfoundland issued its first stamp
in January 1857.

The last British North American
colony to issue stamps was British
Columbia whose initial issue made its
appearance in November 1865 just
four months later than the first issue
appeared from Vancouver Is.

D. O. MINION

Society Gone *v. r.*

Mr. James A. Kennedy says that the
T. M. P. S. is "nit," and that he can
get no report from the officers.

It is a pity—a great pity that this
Society which promised to be the
West's representative association,
should die because its officers are not
energetic enough to attend to their
business. Even the membership certi-
ficates have not yet been sent out.
However Mr. Kennedy is as much to
blame as the others, and hasn't much
room to talk — Allegheny Philatelist.

ENERGY

Publishers notes.

On July 15th we will issue a special Convention number of ENERGY with complete report of the D. P. A. and cuts of prominent officers. It will reach over 4000 readers and instead of raising our rates we will CUT THEM IN TWO. Rate for that issue will be 15c per inch, 2 inches 25c, 1/2 page 45c, 1/4 page 75c, 1 page \$1.25. Keep this in mind. We will tell you more about it next month.

Just to get you to try ENERGY we will give you a two inch ad in our June issue for 25c. Copy must reach us by June 15th. Over 1050 copies of the June number will be printed.

100 all different stamps and 6 months sub to ENERGY for 10c.

Try an Adlet in next issue at 1/2c per word. They're trade pullers.



Don't Delay

But-

send your 70c on to-day.

Return mail will bring you two delights for any stamp collector.

A first class album bound in cloth, arranged for all British North American postage to date, Newfoundland included.

A handy net price catalogue of B. N. A. for 15.00.

Both well illustrated.

Canada Stamp Co.,

592 John St.,

Quebec,

Que.

A finely mixed U. S. Packet.

Contains 60 stamps 35 varieties, fine mixture. Extra good for trading or exchanging price 10c. Have also a nice line of stamps at 50% Reference.

H. C. BUCKHOLZ, STATION H,
CINCINNATI, OHIO.

NETHERLANDS.

| | |
|--|-----|
| 1872-75, 2g, 50c, blue and carmine | .35 |
| 1888, 7 1/2c, 22 1/2c and 1gl. set..... | .20 |
| 1801-94, 7 1/2c, 22 1/2c, and 50c set... | .09 |
| " 2g. 50c. blue & lilac rose.. | .35 |

DUTCH INDIES.

| | |
|----------------------------------|-----|
| 1870-74, 5c pale blue green..... | .02 |
| " 50c carmine..... | .02 |
| 1876-86 1c olive green..... | .02 |
| " 30c green..... | .06 |
| 1892-97 30c " | .03 |
| " 50c carmine..... | .02 |

All good used copies. Postage 2c extra on orders less than 26c.

TROJAN STAMP CO.,
TROY, OHIO.

RICHARD R. BROWN.

Wholesale

Postage Stamps.

KEYPORT,

N. J.

BERLIN PHILATELISTS.

FOR UP-TO-DATE TONSORIAL WORK

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OTTO BOLL'S BARBER SHOP,

QUEEN ST. SOUTH,

BERLIN,

ONT.

You don't have to

Look Sharp

in order to see the excellence of our work.

Pearl Steam Laundry, Ahrens' Block, Berlin

200 Gummed Labels. 10CTS.

Sample **STARNAMAN BROS.,** Sample
BERLIN, ONT.

For only 10c we will print and mail to you 200 gummed labels same size as above with your name and address thereon. Just the thing to stick on your books, stationery papers and other articles to prevent their loss. Name and address only: extra matter 5c per line of four words. Orders for labels filled on the 25th of the month.

Starnaman Bros, Berlin, Ont.

FREE! FREE! FREE!

Stamps cataloguing 25c given to every applicant for our fine approval sheets at 50% com. We shall pleased to hear from you

J. & F. KREISSL.

524 So. Robey St., Chicago, Ill.

ALBUM CONTAINING STAMPS FREE. To every collector. 1000 albums and 3 bbls stamps to be given away. Send name on postal. We also give every new agent an illustrated album, 50% com. 10c Indo China etc., album, hinge paper and cat. all for 5c. 500 games, tricks, etc and paper 3 months with stamp news 10c. Bargain cats free. **A. BULLARD & CO.,** Sta A., Boston, Mass.

ADLETS

½c per word. 3 insertions same ad for price of two.

ENERGY and the Philatelic Advocate cover the whole Canadian field, circulation over 4500. Ad rates for insertion in both paper 40c per inch. Years subscription to both papers for 25c. 6 months 15c. Address either paper at Berlin, Ont.

CATALOGUE of all B. N. A. postage stamps. A neat work fully illustrated with cuts of stamps. Price 10c. **Canada Stamp Co.,** 592 John St., Quebec, Can.



Key Check.

WE have made arrangements whereby we can offer one of these handsome German silver key checks with your name and address on and the **ADVOCATE** one year for 25c.

KEY checks without subscription 15c postpaid

STARNAMAN BROS.

BOX 104,
BERLIN, ONTARIO, CANADA.

Summer Bargains in Stationery.

I will offer to clear at once, 5000 job Memorandum and 5000 Note Heads, printed to your order, viz:
250 for 50 cents. 500 for 90c.
1000 for \$1.50.

Write for anything in stationery "cheap."
Louis M. Kaiser, Printer, Roseville, Ont. Can.

Got any Duplicates?

that you desire to dispose of. If you have, join the International Stamp Exchange. Send 5 cents for two exchange books and membership card and full particulars. Present membership 129.

Address:
I. B. TERRY,
Box 125,
SYRACUSE, N. Y.