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# The Philatelic Messenger

A Monthly Journal for Stamp Collectors.

Published by  
MATTHEW R. KNIGHT



At Saint Stephen, N. B.  
Canada.

ARTHUR L. AUSTIN,

"Stamp Dealer and Importer, and Agent  
for the All Round Stamp Advertiser and  
Philatelic Messenger in South Africa,"

Durban,  
Natal,  
South Africa,

Has for sale good packets of 50  
South Africans for 1s. (25c.) postage  
extra. Unused stamps accepted.

Apply early.

Yours faithfully,  
A. L. AUSTIN.

P. S.—Kindly mention this paper.

## Jubilees at a Discount.

Canada Jubilee, \$2, 3, 4 and 5,	
face value \$14, mint state, \$13.60	
" Jubilee, set, 1/2c to 50c,	
mint state, 2.00	
" " " 1/2c to \$1, inclusive,	
mint state, 3.25	
" " " 1/2c, 60c; pairs or blocks,	
per stamp, .65	
" " " entire sheet of 1/2c, 65.00	
" " " 6c, 1.00	
" " " 8c, .20	

Hall's Catalogue of Canadian Revenues, latest  
and best, 36 pages and cover, only 15c.  
Adams' Canadian Revenue Catalogue, 8 pages  
and cover, 10c.

Cash with order. Stamps on approval at 50  
to 75% discount. I buy, too.

W. KELSEY HALL,  
Peterboro, Ont.

## Everybody's List.

Large number of approval books ready to send to  
buyers. Canada revenues my specialty—finest stock  
in the Dominion, at very low rates. Remit in bills,  
money order or stamps. Get a copy of The Collector,  
our weekly.

Canada Jubilee, 1/2c to 50c, \$7 25; Canada Jubilee,  
1/2c to \$1, \$3 50; Canada Jubilee, 1/2c, 40c; 6c, 75c; 8c,  
20c; Canada Jubilee, 8c variety, sure to rise, 75c;  
Canada Revenues, 13 var., 10c; Canada Jubilee, 1, 2,  
3, 5c.—10c; Canada, 23 var.; 15c; Adams' Canada  
Revenue Catalogue, 10c; Canada Revenue, per 100,  
assorted, 30c; Nova Scotia, 5c, 18c, 12/4c, \$1, 10c \$1;  
\$45.—\$1 25; Perata, 7 var., 35c; Labuan Jubilee, 6  
var., 45c; Canada Jubilee, 1/2c to 5c.—16.90;  
Newfoundland, 5 var., used, 10c; Newfoundland, 1/2,  
1, 2, 5c, unused, 40c, 20c; 50 different stamps, 8c; 100  
different stamps, 15c; Romeo, 4c on \$1, 2c; Oil Riv-  
ers, 1/2p vermilion, 1897, 15c; Great Britain, Army  
Official, 1/2, 1, 2 1/2c.—15c; Canadian Philatelic Maga-  
zine, 1 year, 25c; Interior, 2c, unused, cat. 30c.—5c;  
Registered Canada's, vermilion, 2c, (cat. 25c.) 10c.

WM. R. ADAMS,

Ann Street,

Toronto, Ont.

## Scientists..

Claim a stork's bill is one long nerve. This  
might be applied to some Stamp Dealers  
bills, judging from their "ads." Here's a  
hule of my nerve

### UNITED STATES.

	Cat.	My		Cat.	My
	price	price		price	price
1855-10c	50c	27c	Navy 1c used	1.50	79c
1861-10c	15c	8c	State 15c "	6.50	7 23
1867-12c	75c	35c	War 15c unused	30c	13c
1872-30c	20c	11c	" 24c "	75c	35c
1885-30c	50c	27c	" 30c "	35c	17c
1897-60c	85c	37c	" 60c "	1 50	60c
2c P Cards	40c	19c	25c Life ins.	40c	17c
2c Proprietary			50c For. Exchange	60c	29c
2c Express			\$1.00 Conv. adv.	25c	11c
5c For. Exchange			\$2 50 In. Exchge	10c	6c

### YOUR MONEY BACK IF YOU WANT IT.

Should be pleased to receive a list of your Wants,  
either U. S. or Foreign. Can quote you low prices, if  
I have the stamp

MEMBER  
A. P. A., C. P. S.,  
A. S. P. A., P. T. C.

GEORGE M. FRAME,  
38 Lindell Street,  
P. O. BOX 636 Haverhill, Mass.

## MATTHEW R. KNIGHT'S

### Cheap and Popular Sets of Genuine Postage Stamps.

This list has been carefully revised. It contains no reprints. Every set is now in stock. Comparison is invited with prices of other dealers. Orders under 25c respectfully declined. Postage 3c extra.

Sets marked \* contain unused stamps only. Those marked † are absolutely *net*. On other sets a discount of 5 per cent. is allowed when 25 different sets are ordered at one time or 10 per cent. discount on 50 sets ordered at one time.

#### SERIES A

8 Antioquia	30
15 Argentine	20
5 Austria, '50, 1-9k	15
4 " '58, 2, 5, 10, 15k	12
5 " '61, 2-15k	10
5 " '64, 2-15k	8
8 " '67, 2-50k	35
6 " '83, 2-50k	8
11 " '90, 1-50k	25
4 " '91, 30-50k	8
8 Austrian Italy, '50-63	15
10 " Levant, '67-92	25
*5 " " envs., '67	65
*6 Baden, '63-68, 1, 3, 6, 7, 9, 30k	40
*3 " land post	12
7 Barbados, '82-96	18
10 Bavaria, '49-73	18
*6 " '75, 1-18k	20
20 " '76-90	18
30 Belgium, '51-94	25
*3 " Brussels exh., 5, 10, 10c	10
12 " packet, '79-94	25
6 " '95	30
7 Bolivia, '94, 1-100c	25
8 Bosnia, 1/2-25m	12
20 Brazil	25
*9 British East Africa, '90-91	1 25
8 " Guiana, '82-91	20
4 " " '89, prov.	35
4 " " '90, "	45
*6 " Honduras, "	65
9 Bulgaria, '82-88, 1-50s	15
10 " '89, 1s-1l	30
18 Canada, '59-93, inc. reg.	45
*†16 " '97, 1/2c-5.00	16 75
7 " cards, post free	12
*5 " " cat. value 62c	
post free	30
10 Cape of Good Hope, '81-94, 1/2p-5s	30
10 Ceylon	30
*3 Cochin, '92	20
*4 Congo, '86, 5-50c	75
*4 " '87-89, 5-50c	45
*46 " '94-96, 5c-1f	60

*3 Corea, '86	10
*4 " '95	30
*3 Constantinople	3
*7 Costa Rica, '89, 1c-1p	20
*6 " " official, '89	30
*30 Cuba, '57-83	75
*6 " '88, 1/2-8m	10
" " '92, "	10
" " '94, "	6
" " '96, "	6
" " '96, 1-20c	60
*†2 " '97, 40 and 80c	1 50
*5 Curacao, '89, 1-5c	12
3 Cyprus, '81-96	5
2 Deccan	5
25 Denmark	25
*4 Dom. Republic, '79	75
6 " '80, 1-25c	45
7 " env., 5-45c	75
14 Dutch Indies, '70-89	30
*7 Ecuador, '81-87	8
8 " revs. used postally	25
3 " tels. "	35
8 Egypt	8
*16 Faidkot, native, 1f and 1p	50
*8 " " " 1a	50
15 Finland, inc. two 1m	25
40 France	25
25 German Empire	25
*2 " '71, 10 and 30g	12
30 Great Britain, inc. 2s 6p and 5s	50
8 Gold Coast, 1/2p-1s	50
15 Greece, '62-82	25
10 " '86-92	12
*9 " '96, 1l-1d	75
3 Grenada, '83-87	10
3 " unpaid	38
5 Guanacaste, '90, small surch.	20
4 " '90, large "	10
*4 Guatemala, '71	60
" " '75	25
" " '78	50
*5 " '82, 1-20c	20
" " '86, prov.	50
6 " '87-95, inc. provs.	12
*4 Hawaii, envs., '93, prov.	90
" Holkar, '92, 1/2-2a	18
*2 Honduras, '65	6
*7 " '78, 1c-1p	50
6 Hong Kong	12
3 " '90, prov.	35
13 Hungary, '81-88	10
10 Iceland	45
20 India	25
5 Italy, '56-63	10
13 " '63-67	15
11 " '79-91	8
8 " newspaper, '78	12
*6 " " '91	10
12 " unpaid, 1c-10l	30
3 " " '90	10
*7 " official, '74	65
10 Jamaica	20
15 Japan, '76-92	12

(Continued on third page of Cover.)

# The Philatelic Messenger

A Monthly Journal for Stamp Collectors.

VOL. II.

ST. STEPHEN, N. B., OCTOBER, 1897.

No. 1.

## Important Announcement to Advertisers.

Advertisements will be inserted in the November and December numbers of this paper at a *special rate* of 25c. per inch each insertion.  $\frac{1}{2}$  column (about  $3\frac{1}{2}$  inches) 75c. Cash in advance. Copy for November number should be in hand not later than November 20th. Copy first received will secure best positions.

After December 20th regular rates will be charged as per schedule, but *contracts for one year*, if received before December 20th, together with cash remittance for first quarter, will be conceded the reduced rate. There will be no departure from above terms under any circumstances.

## DESCRIPTIVE CATALOGUE

OF THE

Postage Stamps, Stamped Envelopes, Postal Cards, Etc., of British North America.

BY ARTEMAS.

### CANADA.

Historical.—Canada was discovered by Jacques Cartier in 1535. By the Treaty of Paris, in 1763, it was ceded to Great Britain. Quebec was organized into a province in 1764, including a part of what is now the province of Ontario. Canada was divided into the two provinces of Upper and Lower Canada in 1791. In February, 1841, the two Canadas were united in one province. The province of Canada then comprised, roughly speaking, what is comprehended now in the provinces of Ontario and Quebec.

Currency.—240 pence = 20 shillings = 1 pound = \$4.00, present currency. From 1859, 100 cents = 1 dollar.

## Adhesive Stamps.

1851-58. Various types, (see cuts.) Engraved in *taille douce* on white paper.



THREE PENCE (Beaver.)

April, 1851. Thin white paper, horizontally laid; imperforate.

1. 3p vermilion.

1852. Thin wove soft paper.

2. 3p vermilion.

Thin wove hard paper.

3. 3p vermilion.

4. 3p brown red.

Thick wove paper.

5. 3p vermilion.

6. 3p brown red.

Thin ribbed paper.

7. 3p vermilion.

1853. Perforated 12; laid paper.

8. 3p vermilion.

White wove.

9. 3p vermilion.

Ribbed paper.

10. 3p vermilion.

Perforated 13; wove paper.

11. 3p vermilion.

Perforated 14; wove paper.

12. 3p vermilion.

The last two perforations are probably unofficial.



SIX PENCE (Prince Albert.)

April, 1851. Thin white paper, vertically laid; imperforate.

13. 6p violet.

14. 6p violet black.

1852. Thin wove hard paper.

15. 6p violet.

16. 6p violet black.

17. 6p greenish violet.

Thick wove paper.

18. 6p violet.

19. 6p violet black.

Thin ribbed paper.

20. 6p violet.

1853. Perforated 12; wove paper

21. 6p violet.

Ribbed paper.

22. 6p violet.



TWELVE PENCE (Queen Victoria.)

April, 1851. Thin white paper, vertically laid; imperforate.

23. 12p black.

1852. Thin wove paper.

24. 12p black.

It seems doubtful whether the 12p on wove paper was ever issued. The specimens known are possibly proofs that have escaped having "specimen" printed on them.

August 1, 1855. Portrait of Jacques Cartier in oval, see cut. Engraved in *taille douce* on white paper; imperforate.



TEN PENCE (Jacques Cartier.)

Thin wove paper.

25. 10p blue.

Thick wove paper.

26. 10p blue.

(To be continued.)

## Nestle's Food and Jubilee Stamps

The following letter and comment from Art in Advertising speak for themselves. We do not know which denomination of the Jubilee stamp is referred to, but probably the 2 or 5c.

*Editor Art in Advertising:*

DEAR SIR:—I read with much interest an article in a recent issue of yours (7) of postage stamps in this connection is Suchard, Neuchâtel, Switzerland, who puts different stamps on one of his most salable packages of chocolate, sample of which I mail you tonight. Suchard makes contracts for these stamps for delivery of one million at a time. We have had a large sale in this country for this package of Chocolat Suchard, and, while the quality of the chocolate cannot be excelled, we attribute the sale, to a considerable extent, to the stamps on each package, which elicit the interest of the children.

The Canadian government, as you probably know, has recently issued a series of jubilee stamps, and I think it may interest you to know that we control fifty thousand of one of the rarer denominations, which will be used on the letters which, during the next five or six weeks, we shall send to mothers in the United States in connection with our advertising of Nestle's Food. In each envelope that we address to the mother we enclose the slip which we send you herewith.

It is just as easy for us to send our advertising matter from Canada as from New York, and we have received so many letters thanking us for the jubilee stamps that I think this item might prove of interest to you.

I am yours very truly,

JOSEPH LEEMING,  
Of Thomas Leeming & Co.

(The chocolate samples Mr. Leeming refers to are of Chocolat Suchard, and each package has two cancelled foreign stamps attached. The scheme is similar to that described in our article. On behalf of Nestle's Food the package is mailed in the regular way from Montreal, and the jubilee stamp is used as postage. Inclosed in the envelope are advertising matter and a printed slip calling attention to the new stamp. This is also an excellent scheme.—Ed.)

20 different U. S. stamps,  
10 cents silver  
30 different, 20 cents.

(6 Columbians in the first, 8 in second, no revenues or cards) or would exchange for equal numbers Canadian or Province stamps.

H. H. HARDY,  
698 Main street,  
Bangor, Maine,  
U. S.

### A Tilt at Discounts.

One of the greatest enemies of philately is *discounts*. This advertising of stamps at 50 and 75 per cent. off catalogue discredits the stamp business. It gives the inexperienced the impression that the demand for stamps is dying out, that they are a poor investment and can soon be bought for about nothing. It destroys confidence even among philatelists. The sooner the system of discounts is discarded the better for the future of philately.

The system is not altogether due to the inflated prices in the catalogues, although partially so. The average prices in the standard catalogues are probably too high. Some are five times too high. I could quote some that are five times too low. But on the whole there has been a tendency on the part of the catalogues to inflate prices, and this is a mistake. But the dealer is under no obligation to price his stamps according to the catalogues. Such a system is not pursued in any other business under the sun. Stamps which can be bought for \$3.00 per 100 should not be priced at 25c each because the catalogue says so. But stamps are priced in that way, and when a customer gets the stamps at 75 per cent. below catalogue, the dealer is making 100 per cent. on his investment.

In any other business a merchant marks his goods according to what they cost him, giving himself sufficient margin to cover expenses, risks and a fair profit. This is the only reasonable and just method to employ in the stamp business also. If the expenses and risks in a mail and approval business are so great that nothing less than 50 per cent. above cost is enough, let the dealer mark his goods at 50 per cent. above cost price and not charge his customers two prices while pretending to give them bargains. Barnum said that people like to be fooled, but when they find that they are being fooled at the expense of their pockets they do not enjoy it so much.

Another evil which has fostered discounts is the agency business. Sufficient care is not taken to discriminate between agents and single buyers. A collector sends for stamps on approval and sells to himself, for his own collection. He does no work to earn his commission and yet he asks and gets the same discount as is allowed to a hard working agent. In this way it has come to pass that every collector is an agent, and every agent is a dealer, with a few exceptions. In order to get a commission, an agent ought to be required to prove that he does some work for it, if not to report the names of the parties to whom he sells and the amount of his sale to each. If the stamps are marked at net prices, 10 per cent. would be a sufficient commission to pay to any agent.

Another cause of these extravagant discounts is the habit which dealers have of cutting prices. One dealer advertises a bargain, and a score of other dealers think they must advertise the same thing at a lower price, which destroys the profit for both him and his rivals. This is another mistake. The philatelic field is wide, and becomes wider every day. When possible advertise what others do not, and you do not need to cut prices in order to make sales.

These large discounts are not fair to the trade and are no benefit to the collector. Whatever lessens the prices of the stamps the collector buys, lessens the value of them after he has bought them. When a dealer makes up a sheet of stamps at 50 per cent. discount, he knows that if he puts a few stamps on the sheet that cost him more than half catalogue, the shrewd collector may select those only and the dealer will be out of pocket. But in general the dealer puts upon his discount sheets stamps that are overpriced in the catalogues, and he would be a fool to put any others on them. There are hundreds of common stamps that are never seen on discount sheets, simply because dealers cannot buy them at 50 per cent. discount. Some few collectors have had their eyes opened and they always buy from net sheets. Dealer and collector, for their mutual interest, should do what they can to abolish the discount nuisance.

KARL KRAMER.

# THE PHILATELIC MESSENGER.

PUBLISHED MONTHLY.

**Annual Subscription.**—In Canada and the United States, 25 cents. To other countries, 35 cents.

## Advertising Rates.

	1 mo.	3 mos.	6 mos.	12 mos.
1 inch	\$0.50	1.25	2.25	4.00
$\frac{1}{2}$ col., 1 $\frac{1}{2}$ in.	.75	1.90	3.40	6.00
$\frac{1}{2}$ col., 3 $\frac{1}{2}$ in.	1.40	3.50	6.30	11.20
1 column,	2.60	6.50	11.70	20.80
1 page,	5.00	12.50	22.50	40.00

No transient advertisement will be inserted until paid for. Contract advertisements must be paid for quarterly in advance.

**Remittances.**—Unused current stamps of any country are taken in payment for subscriptions and advertisements to the amount of \$1.00. Larger amounts may be remitted in bank notes at current rates of exchange, or by post office order, payable at St. Stephen, New Brunswick, or Calais, Maine. Used foreign stamps will be accepted in part payment for advertisements, upon certain conditions. For further particulars see special notices.

Address all letters plainly to  
**MATTHEW R. KNIGHT,**  
 Oak Hill, Charlotte County,  
 New Brunswick, Canada.

If you are pleased with this number of our paper, send 12 cents in stamps for a 6 mos. trial subscription. If you are already a subscriber, get a friend to try our paper for 6 months.

## Notes.

It seems that we are to have a new permanent issue of postage stamps in the course of two or three months and that the design has already been approved by the Postmaster General.

If our stamped envelopes were sold at a lower price, they would be more generally used. \$3.00 per thousand is a high figure for envelopes of the quality employed. Why should we not have envelopes of different grades, sizes and colors? A cheap manilla envelope would be useful for circulars, statements, &c. A blue, amber or white envelope would be in demand for business correspondence. And a square envelope of good quality would please the ladies.

A few further additions to our postal

conveniences are recommended to the favorable consideration of our esteemed Postmaster General. We have no postal union reply cards. Five, eight and ten cent envelopes, the use of which is obvious, would be appreciated by many. A set of unpaid letter stamps would ensure greater correctness in the collection of deficient postage. The employment of official stamps would be a check upon the abuse of the franking privilege.

The  $\frac{1}{2}$ , 6 and 8c, and double values of the jubilee issue are not priced in the advance sheets of Scott's 58th. Perhaps the omission may be rectified before the full catalogue is given to the public. We can understand how difficult it must be to decide upon just prices.

The 1c and 2c Cabot issue cannot now be obtained at the post-office in St. Johns, Newfoundland. The stock of these values still on hand will be sold only in complete sets.

Good manuscript, containing matter of real interest and profit is always acceptable to the editor of this paper. Correspondents in Toronto, Montreal and Halifax are required.

We learn that the U. S. Postal Department is about to introduce a linen-lined stamped envelope for registered letters. Let Canada follow the example.

The Philatelic Era and the Herald Exchange give very full instalments of prices from the advance sheets of Scott's 58th.

It is announced that the new Canadian stamp will contain a portrait of the Queen taken at the time of the Jubilee, approved and signed by Her Majesty, and the corner of the stamp will be filled with maple leaves.

'Canadian,' writing in the Virginia Philatelist, says the  $\frac{1}{2}$ c Jubilee stamps can now be purchased for 20 cents each. We would like to receive a few at that price. We will gladly pay him 25 cts. each for good, well-centred specimens.

The Philatelic Advocate is the only

Canadian stamp paper that has reached us for a long time. We hear of several new ones, but have not seen them yet.

The handsome appearance of the Virginia Philatelist is deserving of special mention. We trust that it will receive sufficient support to maintain so high a standard.

The 1c Jubilee stamp is found in two shades, yellow and orange, the 2c in green and blue green, the 3c in a light pink on spongy paper, the 8c in a variety with period between 'eight' and 'cents,' and the 50c in pale and bright ultramarine.

The Perforator is a bright little paper, and is presenting its readers with quite a gallery of portraits of good-looking philatelists.

E. A. M., in the Perforator, says the 8c jubilee bids fair to be very scarce, and whoever owns one is lucky. We have a few, but we would rather own a Nova Scotia shilling.

The 10, 15, 20 and 50c Jubilee ought to be better stamps to buy than the 8c and as good as the 4c. They are less in demand because they have been more evenly distributed. But wait.

The Columbian Philatelist, September, contains an interesting contribution 'On the value of English stamps.' Among the stamps mentioned as under-priced in the catalogues are: 1840, 1d black; 1856, 6d and 1s; 1870, 1½d; 1880, 1½d and 1s.

Several writers have been exercising their wits lately describing the features of an ideal stamp paper. Let us also give our opinion. The paper which comes nearest to our ideal is full of information about stamps rather than stamp collectors; it does not devote more than half its space to admiration of itself and censure of its fellows; and the other half is not altogether filled up with pictures of collectors, and biographical sketches of its advertisers.

The advertising pages of the *Messenger* have until now been almost wholly taken up with the publisher's own announcements. With this issue a new departure is inaugurated. Fourteen leading dealers have advertisements in the present number, and we hope to have twice as many with us next month. We shall not mind it if the publisher's ads are crowded out alto-

gether. The Standard Stamp Co., of St. Louis, has spoken for a half page. Look out for their advt. in November. We ask intending advertisers to kindly send in their copy before the 20th. Remember, 25c per inch, cash in advance; 75c per half column.

'Burnham,' under which pen-name a well-known philatelist contributes interesting notes from Boston to this number, will be a regular contributor to the *Messenger*. Another contributor, 'Karl Kramer,' writes forcibly of a practical question affecting philately.

### An International Stamp.

Mr. Maury, in the July number of his excellent journal *Le Collectionneur de Timbres-poste*, which, by the way, was founded 33 years ago, suggests a new scheme to obviate some of the difficulties connected with an international postage stamp. His first proposition is that the alternate horizontal lines of perforation be omitted in a sheet of the 5c. stamps, or their equivalent in other countries, as 25 centimes, 20 pfennig and 2½ pence. This will give vertical strips of two stamps, imperforate between. The double stamp is to be lapped over the fold of a letter-card leaving a single stamp on each side of the card. One side only is to be obliterated and the double stamp is to be detached (cut out or soaked off,) and is then to be used for return postage. The objection is raised, however, by the postal authorities of several countries, to whom Mr. Maury's scheme was submitted, that it would be difficult to furnish all post offices with letter-cards of this description since demand for them is very limited and that on account of the expense of manufacturing them they are not in use in many countries.

Mr. Maury acknowledges the force of this objection and proposes that a horizontal double stamp, imperforate between should be used on an ordinary envelope, and that through a slit cut in the envelope one stamp should be slipped inside and so protected from obliteration and the other stamp will adhere to the envelope in the usual way. When the letter reaches the addressee, the double stamp can be detached and used for return postage.

The scheme is ingenious, to say the least of it, and the principle involved in it is already admitted in the use of Postal Union reply cards.



### Massachusetts Items.

The Boston Philatelic Society, after adjourning over the summer months, has resumed its meetings. The September meeting was marked by an excellent attendance of members though most of the officers were absent. There were several propositions for membership, one that of C. F. Rothfuchs, formerly of Washington, now located at 66 Huntington Avenue, Boston. Rev. J. L. Kilbon read a paper relating to certain unpaid letter stamps of Uruguay. There was no auction sale.

W. H. Suydam, a New York collector, was a recent visitor to the Hub; also C. A. Needham of Hamilton, Can.

Considering that the book was only about 5 x 9 inches in size, the writer felt considerable interest in examining the more than \$30,000 worth of stamps contained therein, and found at the office of the New England Stamp Co. Mr. Carpenter exhibits the rarities with a keen sense of the pleasure they awaken. On one cover are two St. Louis, priced at \$3000. Mr. Batchelder reports his New York, Philadelphia and Washington trip as very successful.

The Old Colony Philatelic Society held its fiftieth meeting October 6th, and took steps toward the formation of an insurance fund for the exchange department. Fred Perry, Attleboro, was listed in membership and J. W. Chadderton, Mansfield, and B. P. Thomas, Pemberton, N. J., resigned.

Massachusetts has several candidates for official recognition at the annual convention of the S. of P. to be held at Nashville, Tenn., this month. For treasurer, Geo. M. Frame; for superintendent of sales, Charles E. Shaw; for attorney, I. A. Wainwright; for purchasing agent, Gardner R. Kennedy. They may not all be elected.

The first auction sale of the season was held in Elk's Hall, Tuesday, September 23th. Four hundred lots were disposed of by the Colonial Stamp Co. in less than two hours, the sale being very successful from the buyers' standpoint. There were no stamps that

brought catalogue price. We don't think much of auction sales as giving a fair estimate of the value of stamps, yet the craze for prices is so great, that we append a few comparisons:

	Cat. price.	Sold for.
1861 U. S. 3c, pink, fine copy, used	\$8 00	\$1 75
1869 do 10c, reprint, unused	12 50	2 00
1870 do 6c, fine used copy	4 00	1 50
1870 do 10c, national, unused	20 00	3 50
1875 do 6c, used, ribbed paper	5 00	1 25
1891 do \$1.00, unyw'ked, used (four)	8 00	2 00
U. S. carrier, Scott's No. 423, unused	7 00	1 40
do justice 3c, unused, o g	2 00	90
do do 12c, do	3 50	1 50
do navy, 12c, used	2 00	0 65
do do 12c, unused, o g	2 50	1 10
do do 15c, do	3 50	1 60
do agriculture, 12c, used	3 00	2 00
do do 24c, do	4 00	1 60
do do 1c, unused, o g	4 00	1 75
do do 12c, do	10 00	4 00
do do 15c, do	4 00	1 60
Prince Edward Island 4c, green	8 00	1 10
British Bechnanaland, 2sh, unused, o g	4 00	1 10
do do 2sh 6p, do	4 00	1 05

Between five and six hundred dollars were realized from the sale. The second sale will take place Tuesday, October 26th.

A new stamp paper has appeared from Salem and is called the Philatelic Bulletin. It is published by the Naumkeag Stamp Company, and C. A. Hall is editor.

B. L. Drew & Co. will hold their nineteenth auction sale of stamps October 18th. There are in all 330 lots of which about 200 are United States. This firm held ten sales last season.

Boston, Oct. 10, 1897. BURNHAM.

### Crown Packets.

The following packets contain no locals, revenues, cards or telegrams. They invite comparison with any other packets on the market:

No.	Price
1 contains 100 varieties	\$0.15
2 " 150 "	25
3 " 200 "	45
4 " 400 "	1.60
5 " 500 "	2.00
6 " 750 "	5.25
7 " 1000 "	7.50
8 " 1500 "	21.00
9 " 2000 "	37.50
10 " 3000 "	100.00
11 " 100 " Br. Colonials	1.25
12 " 100 " Orientals	1.25

All packets are sent postpaid, and Nos. 7, 8, 9 & 10 postpaid and registered, in Canada and the United States. To other countries the postage is extra.

Address all letters plainly to

MATTHEW R. KNIGHT,

Oak Hill, Charlotte Co.,

New Brunswick, Canada.

### Extraordinary Bargains in Single Stamps.

Of most of the stamps listed below I have a considerable number in stock. If goods ordered, however, are sold out, money will be refunded. Satisfaction is guaranteed. Postage 3c extra. Nos. in brackets refer to Scott's 57th.

#### UNUSED STAMPS.

	Cat. Price.	My Price.
Brit. Honduras, '88, 20c (24)	\$2 00	\$1 25
“ ‘91, 6 on 10c (24)	20	12
Bulgaria, unpaid, '95, 30 on 50s, imp.	25	18
“ same, perf.	25	18
Confed. States, '63, 10c (103) \$1.00 per 100	3	2
Cuba, '75, 50c (20c per 10)	5	3
“ ‘76, 50c (60c per 10)	15	8
“ ‘77, 25c (35c per 10)	10	5
“ ‘79, 50c (20c per 10)	5	3
“ ‘80, 25c (12c per 10)	3	2
“ ‘82, 10c (40c per 10)	10	5
Mauritius, '91-92, 1 on 2c	6	4
“ ‘91-92, 1 on 16c	12	8
“ ‘93-94, 15c brown	50	15
New Brunswick, 2c orange (25c per 10)	8	3
P. E. Island, 4c green	25	12
“ 6c black	25	12
“ 12c mauve	20	10
Queensland, '82-86, 2s	1 50	75
“ ‘82-86, 2s 6p	2 50	1 00
“ ‘82-86, 5s	2 25	1 75
Sarawak, '92, 1 on 3c (21)	10	3
“ ‘92, 2 on 3c (22)	10	5
Selangor, '94-95, 3 on 5c	15	6
Seychelles, '90, 13c	35	15
Siam, '89-91, 1 on 3a	20	10
“ ‘93, 4 on 24a (22)	15	8
“ ‘94, 1 on 64a	5	3
“ ‘94, 2 on 64a	8	5
Straits Sett., 3 on 32c (68)	25	10
“ 3 on 32c (80)	10	5
Tasmania, '64, 1s	1 25	60
Turkey, '84, 5pa lilac (76)	1 00	50
U. S., '93, 3c green	8	6
“ ‘94, 1c ult. (230) blocks at same rate.	15	6
“ newspaper, 5c (594)	20	12
“ “ 10c (595) blocks at same rate.	25	15
“ unpaid, 1c brown	12	6
“ blocks at same rate.		
“ unpaid, 3c brown	20	10
“ ‘91, 1c claret	5	3

#### USED STAMPS.

Bermuda, '73, 3p buff (6)	2 50	1 50
Brit. Guiana, '89, 1c (111)	18	8
“ ‘89, 2c (112)	25	12
“ ‘89, 3c (113)	18	10

Brit. Honduras, '88, 50c on 1s (31)	2 00	1 25
Bulgaria, '82, 30s	5	3
“ ‘82, 50s	6	4
“ ‘89, 30s	6	3
“ ‘89, 50s	10	6
“ ‘92, 15 on 30s	8	4
Canada, '57, 4p	4 00	2 50
“ ‘59, 1c	12	8
“ ‘59, 5c	6	3
“ ‘69, 1c (51)	30	18
“ Quebec Law, '64 \$5.00 green		1 00
Great Britain, '62, 9p bistre	1 00	75
“ ‘83-84, 4p	25	15
“ ‘83-84, 5p	15	8
Greece, Paris print, 1l	4 00	3 00
“ ‘61-62, 20l (10)	1 00	50
“ ‘80, 10l vermilion without control figures		25
Greece, '82, 20l carmine	15	6
“ ‘91, 40l (84)		1 75
Gold Coast, '84-91, 6p	15	10
“ ‘84-91, 1s	25	18
Hong Kong, '90, 20 on 30c	8	5
“ ‘90, 50 on 48c	15	10
“ ‘90, \$1 on 96c	35	25
India, '66, 6a lilac (32)	1 50	1 00
Mauritius, '91, 2 on 38c (83)	35	25
“ ‘93-94, 15c brown	25	10
New Brunswick, 1c lilac		75
“ 2c orange	30	25
“ 10c	60	45
Newfoundland, '76, 3c blue	1 00	50
“ ‘95, 6c	12	8
Perak, '83, 2c rose (6)	8	5
Peru, '94, 10c green (135)	10	4
“ ‘95, 5c rose (20c per 10)	5	3
Portugal, '71, 240r violet	7 00	3 00
P. E. Island, '61, 2p rose, on cover	2 00	1 50
“ ‘65, 2p rose, on cover	50	35
“ ‘72, 3c rose	2 50	1 50
“ same on cover		2 00
“ ‘72, 6c black	5 00	2 50
“ same on cover		3 00
Roumania, '69, 25b	35	25
“ ‘69, 50b	1 25	75
“ 79, 5b rose, priced \$75 in senf		35 00
“ ‘89, 50b	8	3
“ ‘91, 50b	10	3
Trinidad, '54, red	2 50	1 50
Turkey, '75, 10pa violet, imp.		75
“ surch., 1pi (701)	15	8
“ “ 1pi (704)	15	8
“ Mt. Athos (808)	50	15
“ “ (809)	50	15
U. S., '67, 30c orange (96)	5 00	2 50
“ Treasury, 7c brown	1 50	85

Remit in bank bills or money order payable at St. Stephen, N. B., or Calais, Maine. Under \$1.00 in current unused stamps of any country.

### Publications Received.

All exchanges and other publications received will be mentioned under this heading. Title, publisher, address and annual subscription will be quoted, and if the publication seems to demand a more extended notice, such notice will be found in the editorial notes.

Bric-a-brac, mo., J. W. Palmer, 281 Strand, W. C., London, G. B., 32c.

Columbian Philatelist, mo., J. F. Dodge, New Oxford, Pa., 15c.

Eastern Philatelist, mo., F. H. Pinkham, Newmarket, N. H., 25c.

Evergreen State Philatelist, mo., R. W. French, The Dalles, Or., 25c.

Herald Exchange, mo., H. E. Pub. Co., 9 E. 108th st., New York, 25c.

Home Worker, mo., Ray Fenton, Knoxville, Tenn., 25c.

Lone Star State Philatelist, mo., Roy B. Bradley, Abilene, Tex., 25c.

Perforator, mo., H. A. & W. A. Chapman, B. 18, Hartford, Conn., 20c.

Philatelic Advocate, mo., Starnaman Bros., Berlin, Ont., 25c.

Texas Philatelist, mo., Walter C. Lowry, Abilene, Tex., 15c.

Virginia Philatelist, mo., Va. Phil. Pub. Co., 13 N. 11th st., Richmond, Va., 30c.

Weekly Philatelic Era, W. W. Jewett, 502 Congress st., Portland, Me., 50c.

We have also received the Briefmarkenhaendler, Edwards' Philatelic Press List, the Internationales Offertenblatt fuer Philatelie, the P. J. G. B. Advertiser, the Monthly Bulletin of the P. C. S. A., and auction catalogues of Bogert & Durbin's 89th and 90th sales, B. L. Drew & Co.'s 19th sale and Geo. R. Tuttle's 7th sale.

## A 3000 COLLECTION

or SMALLER for

### Half Cash and Half Exchange

can be greatly benefited by our approval sheets at

**50 AND 75 OFF.**

### Remember, Half Cash and Half Exchange.

Send satisfactory reference or a one dollar bill as an evidence of good faith.

**THE RETURN MAIL STAMP COMPANY,**

U. S. A.

Dubuque, Iowa.

### Special Notices.

Under this heading short advertisements will be inserted at the very low rate of 1c. per word. Minimum charge is 15 cents. No advertisement must exceed 100 words. Ads. are set in solid nonpareil, no display.

**WANTED,** large quantities of Canada jubilee and Newfoundland Cabot stamps, used. Good prices given in cash or exchange. Matthew R. Knight, Oak Hill, Char. Co., N. B., Canada.

**WANTED,** 1c. and 6c. Canada jubilee, used and unused. Will pay fair prices. Matthew R. Knight, Oak Hill, Char. Co., N. B., Canada.

**EXCHANGE** with collectors. Collectors may dispose of their duplicates profitably by sending them to me in exchange for stamps from my stock according to want list. I want only stamps catalogued at 10c. or more, in good condition, and for these I allow from half to two-thirds of catalogue price. The stamps must be sent for inspection, with want list, which I will fill with care. Matthew R. Knight, Oak Hill, Char. Co., N. B., Canada.

**BRITISH** Colonials wanted. I want to purchase sets of current and obsolete British Colonials, used, in lots of ten sets or more, and invite offers. Will pay cash or give good exchange. Correspondents are wanted in all British Colonies. Matthew R. Knight, Oak Hill, Char. Co., N. B., Canada.

**STAMPS** on approval. To responsible parties who are prepared to purchase at least \$1 worth each time, I am always pleased to send stamps on approval. Prices are away below catalogue. I do not ask for references, but require a deposit of at least \$2.00 from all new applicants for approval books. Matthew R. Knight, Oak Hill, Char. Co., N. B., Canada.

**ADVERTISING** in exchange for stamps. I will accept, in part payment for advertising, good used stamps of any country at half catalogue prices (Scott's 58th). Stamps must be catalogued at 10c. each or over, and I reserve the right of refusing without explanation those which I do not want. Matthew R. Knight, Oak Hill, Char. Co., N. B., Canada.

**CORRESPONDENTS** in Africa Asia, Australia, South America and the West Indies are requested to send me stamps to the value of \$1.00 or \$2.00 of any new or provisional issues that may appear, and I will remit the amount by return mail, with 10 per cent. cash commission for ordinary issues and 20 per cent. cash commission for provisionals, if the stamps are sent within 30 days after their appearance. Matthew R. Knight, Oak Hill, Charlotte County, N. B., Canada.

## A BARGAIN!

Have a collection of Foreign and U. S. Stamps, cat. value over \$75.00 (\$71b), in good condition, very few damaged, which I will sell for **\$30.00 Cash!** Contains about 500 varieties. For further particulars, address,

**B. L. VOORHEES,**  
Blue Island, Ill.,  
U. S. A.

### PRIZE PACKETS.

100 stamps, all different, 8c., containing one stamp cat. 5c.; 40 obsolete U. S. stamps, 25c., containing an unused 4c. Columbian; unused 4c. Columbian, 5c. each; unused 8c. Columbian, 10c. each; unused 10c. Columbian, 12c. each; unused 12c. Columbian, 20c. each; unused 10c. Special Del., (blue,) 12c. Write for our low priced approval sheets at 50 per c. n. com. They will please you. Postage extra on orders under 25 cents. Scott's 58th edition, 50c., delivered 500n.

Lucas Stamp Co., 226 Floyd St., Toledo, Ohio.

**Cheap Sets.**

(Continued from third page of Cover.)

2	Japan, '94, 2 and 5s	10
4	" '96, 2, 2, 5, 5s	15
*6	Johore, '96, 1-0c	30
7	Labuan, '94, 2-40c	40
6	" '94, 1-8c	25
15	Luxemburg,	20
6	Mauritius	12
25	Mexico	40
4	Montenegro, '74-93	12
7	" '93, surch.	1 00
8	Natal, ½p-1s	38
*6	New Brunswick, 1-17c	1 25
8	Newfoundland, '87-95, ½-6c	25
*14	" '97, 1-60c	2 75
8	N. S. Wales, '82-88	25
10	" '89-91	12
9	New Zealand, ½p-1s	15
*5	Nicaragua, '69-71, 1-25c	25
"	" '78-80, 1-25c	25
*7	" '82, 1-50	50
9	North Borneo, '87-92	25
6	" '93, 1-8c	25
25	Norway,	38
*1	Nowanuggur, '80-88	15
*3	" '93	8
*3	Paraguay, '84	10
*7	" '87, 1-20c	60
6	" '92, 1-14c	25
3	Perak, '92, 1, 2 and 5c	15
15	Persia	45
10	Peru	20
*6	" '82, surch.,	
	Chilian arms, 1-50c	75
3	" '95, 1, 2, 5c	10
5	" unpaid, surch.,	
	triangle, 1-50	45
		75
*7	" envs., 2-50c	75
*5	Philippines, '80-87	25
*4	" '86, ½c, 1, 2, 5m	12
"	" '94, ½c, 1, 2, 5m	5
"	" '96, ½c, 1, 2, 5m	5
12	Porto Rico, '73-93	18
*6	" '82, ½-8m	12
"	" '92, ½-8m	10
*4	" '94, ½-4m	5
"	" '96, ½-4m	4
25	Portugal	40
*5	Portuguese Indies, crown	12
*8	Prince Edward Island	1 25
*5	Prussia, '61	45
8	Queensland, '82-94, ½p-1s	25
*3	Roumania, '65, 2, 5, 20p	35
*3	" '66, 2, 5, 20p	50
25	" '72-94	25
6	" unpaid, '80, 2-00b	45
4	" '90-93,	
	2, 5, 10, 30b	12
20	Russia	25
5	St. Lucia, ½-4p	30
3	St. Vincent	10
*7	Salvador, '87-89, 1-10c	35
5	" '95, prov	45
*5	Sarawak, '72-75, 3-12c	70

*5	Saxony, '63, arms	6
3	Selangor, '92, 1, 2, 5c	15
*7	Servia, '69-79	25
6	" '81, 5p-1d	12
*10	Seychelles, '90-93, 2-45a	1 50
*1	Sirmoor, '94, 3p-2a	20
7	So. African Rep., '85-87, ½p-1s	12
*9	Spain, '76, 5c-10p	1 25
5	Straits Settlements, '83-91	12
4	" prov	18
*5	Surinam, '91-93, 1-5c	15
50	Sweden	45
18	Switzerland, '54-92	25
*9	" '81	8
7	" unpaid, '84-90	20
*20	Thurn and Taxis,	
	inc. 5, 10s, 15, 30k	1 00
4	Tonga, '86, 1p-1s	40
*3	Travancore, '88	25
4	Trinidad, '80-84	12
7	Tunis, '88-95, 1-40c	15
*8	Turkey, '07	50
18	"	25
2	" Mt. Athos	
	cat. value 1.00	25
*2	Two Sicilies, '61, ½-50g	1 25
9	U. S., '70-75, 1-30c	35
10	" '90, 1-30c	30
8	" '93, 1-10c	20
10	" '94-95, 1-50c	25
7	" unpaid, '79-89, 1-50c	1 75
*5	Venezuela, Correos, '83, 5c-1b	10
*8	" Escuelos, '83, 5c-20b	35
*5	" Correos, '93,	
	surch., 5c-1b	15
*4	" Escuelos, '93, surch.	15
8	Victoria, ½p-6p	12
15	Wurtemberg, '51-94	20
8	" official	6

In the foregoing series of 203 sets no two stamps are alike. The whole series forms a very fine collection of 1700 varieties.

**SERIES B**

5	Bolivia, '94, 1-20c	6
*16	Canada, '97, 1, 2, 3, 5, 8 and 10c	50
*18	" same, with 15 and 20c	95
*19	" same, with 50c	1 60
*10	" same, with 1.00	3 00
*11	" '97, ½-50c	2 25
*12	" '97, ½-1.00	3 75
9	Cape of Good Hope,	
	'81-94, ½p-1s	15
*1	Greece, '96, 1-10l	10
8	Hungary, '88, 1k-1f	6
3	Jamaica, official	4
*15	Newfoundland, '97, 2-6c	33
*17	" '97, 2-10c	58
*19	" '97, 2-15c	98
12	Roumania	6

MATTHEW R. KNIGHT,  
Oak Hill, Charlotte County,  
New Brunswick, Canada.

**Entire Envelopes and Postal Cards at Very Low Prices**

Of most of the following I have very few specimens, and orders should be sent in at once. If goods are sold out, money will be refunded. Postage 3c. extra. All are unused. Nos. in brackets refer to Scott's 57th.

**ENVELOPES.**

	Cat. Price.	My Price.
Argentina, '78, 16c	\$0.30	\$0.20
" " '77, 24c	65	45
" " '82-90, 10c (208)	35	25
" " " 12c	35	25
" " " 5c (211)	12	8
" " " 10c (212)	50	35
" " " 15c	50	35
" " '90, 5c	15	12
" " '92, 5c	10	8
Ceylon, 5c on 4c (418)	12	8
" " 12c (501), 6x12 inches	60	20
Danish West Indies, 2c	10	8
" " " 3c	12	10
Denmark, '65, 2s	2 00	1 25
" " '65, 1s	10 00	6 00
" " '69, 2s	35	25
" " '71, 4s (82)	1 00	60
Hawaii, '83, 1c	1 00	60
" " '83, 5c	20	15
" " '83, 10	16	30
Peru, '75, 20c	25	15
Poland, '60, 3k blue	2 00	1 25
Turkey, 1pi yellow	50	35
" " 1pi brown	50	35
" " 3pia orange	50	35
U. S., '70, 1c blue (1096)	75	40
" " '74, 5c blue (1120)	50	30
" " '75, 5c blue (1147)	50	30
" " '75, 1c blue (1178)	75	25
" " '81, 2c brown (1201)	60	35
" " '85, 2c red (1231)	1 00	60

**POSTAL CARDS.**

Canada, '92-96, 1x1c (417)	30	12
Cuba, '78, 25c blue	50	25
" " '79, 25c carmine	2 00	1 00
" " '81, 3x3c	30	15
Hawaii, '82, 3c green	25	15
Japan, '76-87, 3s (314)	15 00	6 00

Remit in bank bills or money order, payable at St. Stephen, N.B., or Calais, Maine. Under \$1.00 in current unused stamps of any country.

**MATTHEW R. KNIGHT,**  
Oak Hill, Charlotte Co., N. E., Can.

★ If in answering advertisements you mention this paper, it will oblige advertisers and publisher.

**SEND 50 CENTS**

And receive, post free, a fine packet of 50 different South and Central American stamps. First purchaser receives a set of 10 Japan *Pro*. Every third one a stamp cat. 10c. Write for list of special packets. Address.

**C. M. BREWSTER,**

P. O. Box 777,

Chagrin Falls, O.

**\$20 FOR \$1.50.**

Our packet of 1000 mixed stamps, catalogued value over \$20.

**OUR PRICE, \$1.50.**

Your money back if you want it.

**HAMPDEN STAMP CO.,**

Box 29,

Granby, Mass.

**ONLY 12 CENTS, POST FREE**

**STEWART'S GUIDE**

TO THE

**Colors of Postage Stamps.**

EVERY COLLECTOR NEEDS IT.

**C. STEWART,** 210 E. 9th St., St. Paul, Minn.

**I PAY**

**\$ - CASH - \$**

For all stamps in large or small quantities. Collections and rare stamps especially wanted. What have you to offer **FOR CASH** by return mail.

**DR. J. W. FOWLER,**

Dubuque,

Iowa, U. S.

**A Chance for Beginners !**

To every beginner who takes **25 cents worth** or more stamps from my sheets, I will give free a packet of 100 stamps.

Write to-day.

**A. C. MORGAN.**

2410 Pa. ave. N. W., Washington, D. C.

**THEY'RE FINE**

**ARE MY**

Packet "A" - cont. 40 dif. cat. at 60c., for \$0.20

Packet "B" - cont. 50 dif. cat. at 75c., for 25

"Cuba" Packet - cont. 10 unused, cat. 20c. for 12

All Post Free. Or the 3 for 20c, P. F.

Sta. C.

W. M. BUNT, 1730 W. Allegheny Ave., Phila., Pa.

**Special Sale of Sets.**

9 vars. War Dept., unused, \$1.00. Bolivia, 1594, 1, 2, 5, 10, 20, 40 and 100 cent, used, 20c. 20 dif. Match and Medicine Stamps, 55c.

Approval sheets at 60 per cent. discount.

**WM. MATLOCK,**

Springfield, Ill.,

U. S. A.