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300 all different British Empire very fine variety $\$ 5.00$.
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SPECIALS

UKDEEO UNLESS STATEG GTHERWISE Candogus biy prico
3p dark blue Nova Scotia unuged ..... 450
Ip light blue ..... 275
8c blue registered Canada ..... 150
Canada 1888, te red brown ..... 40
1e yellow ..... 25
2cgreen ..... 40
British Columbia, 3p used ..... 50
$2 \frac{1}{2} \mathrm{p}$ used ..... 200sc used
Nowfoundland, 4 p lake
200
60
100 ..... 75
$\because \quad 1 \mathrm{p}$ ..... 45
4 ..... 110
$6 \frac{1}{4} p$

- ..... 140
4 . 3 sh ..... 75
" $3 p$ triangalar ..... 100
" 3p used ..... 200
6p used ..... 200
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Netherlands 6450 ..... 200 ..... 110
$10 c$ ..... 250
Ganada 50 beayer ..... 40
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US'62 5e chocolafe ..... 7 (0)
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US 5c Taylor80
US 2c Jackson ..... 4575
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Canada' 8860 brown
Brazil 2000 runpaid nged ..... 75 ..... 40300
"700 r carmine unpaidused ..... 75
" 1000 r dk violet ..... 70
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US 1817 10c very fina used40
Gt Britain 3p blue 1856 ..... 750
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IS '64 24c ..... 400
US '692c ..... 10
US 10 s statc used ..... 80
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 BLLCK, háke li SHEETS ..... $\$ 15.00$
12c Niavy. ..... 150 ..... 66
Newfoundland ip ..... 75
Natal 5sh rare, perf $15 \times 15 \frac{1}{3}$. $500^{-}$ ..... 2
Natal Jsh rare, ..... 154
Nova Scotia 83 c ..... 78
Txansyaal Jubilae large ip ..... 06
" VKl on 1pred ..... 07
" " on 2 p brown ..... 20
". "on 2 解 ..... 14
4
4 onl 3p ..... 16
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on 49
on 49 ..... 20 ..... 20
46
46 on 6 p ..... 30
12 pence Canada "spec" rare ..... 860
6p Canada ..... 185
3 p, strip 3 , perforated ..... 700
6c envolope, entire ..... 75
Justice Dopt used, 1c 70c; 2c, \$1.25; 6c, $45 \mathrm{c} ; 10 \mathrm{c}, \$ 1.40 ; 12 \mathrm{e}, \$ 1.15 ; 8 \mathrm{q}$ new 90 c .
US 1869 15c medium ..... 60
Nora Scotia 1 p red-brôwn ..... 3 3
New Brunswick 3p red. ..... 175
" 5 used ..... $0 \%$ ..... 88

6. 10 c used
7. 10 c used
". rie used ..... 40
Newfoundand, sc envelope, new ..... 05
On cover Canada $8 p$ perf ..... 125
". " 3p rillbed ..... 60
is v.s. 10e 18 85 ..... 25
Nex: ioundland $\frac{1}{8} 1496 c$ ..... 15
$\%$ ..... 06Jubiles 10 c

# Che Canadian Pbilatelic Magazime THE COLLECTOR'S MONTHLY 

## The Beginner.

The beginneras a factor in the development, is not sufficiently considered; his needs-and they are not few-are disregarded, and his wants are scoffed at by the majority of those more advanced in our hobby. It is, indeed, true that many magazines are printed especially him, and him alone; but the beginner who is really a beginner does not ever see a stamp paper of any description; he has scarcely heard that such a thing as a dealer is in existence, and he cannot distinguish between a surcharge and a millimeter. It is this class of bona-fide beginners that I desire to discuss-our relations with, and dues to them.

There are dealers-happily few yet sufficient to be a disgrace to philatelywho count it a very brilliant and intellectual accomplishment to be able to sell stamps to beginners at twice or three times catalogue, and buy from them at perhaps one twentieth of the list price.

I remember that when I was first essaying to collect the "Wee bits" there was a dealer, a youth of fourteen summers, of this description in the town where I lived.

He happened to be looking through my collection, when his eagle cye beheld a stamp, which was, as I fcund later, catalogued at the time at about two dollars.
Well, this dealer inadvertently forgot himself and offered a dollar in exchange
for the stamp. My aweat the contemplation of this munificent amount was abounded. My hearts action was twice the normal. Tears of joy welled in my eyes, and with trembling hand I tried to commence choosing my dollars worth from his sheets. By this time however, the young man had perseived his fatal error and hastened to remark in a commiserating tone. "Oh, I was only fooling you about the dollar. Just the same I'll let you have forty cents worth of stamps for it." Althour $h$ somewhat dissappointed, still I considered forty cents in an enormous sum, but while I continued to hesitate he sald: "Look here young fellow! you're trying to cheat me This stamp is printed on pink paper, and í can't give you more than a nickel for it.', Of rourse, it was the pink paper that made it valuable, but I blissfully ignorant of the fact, marched of the proud possessor of a fivecent Seebeck, almost thankful that I had not been compelled to pay my dealer friend (?) for the privilege of carrying my stamp away.
Such scenes are daily repeated, and will be until the Milleniem arrives. It is vain to try to prevent dishonest people from being dishonest. The only effectuve remedy lies in educating the philatelically ignorant till they know too much to be gullied. How to do do this is a question that demands serious andimmediate consideration. It ery evidently can not be

## THE CANADIAN PHILATELIC MAGAZINE

brought about through our magazines, for even the simplest and elementary of them purpose at least a speaking acquaintance with philatelic nomenclature.
(Please don't be offended at these long words gentle reader. They express my meaning best of all so I use them). But there is a solution to this problem which will solve it; one, indeed nec̣essitating much personal inconvenience and expense but the only one sufflcient to the needs of the beginner The plan is this: let the phlatelist feel that a direct responsibiltty rests upon him for the welfare of the beginners whom he knows. He can make life long friends by spending a few evenings explaing dark points, identifying and mounting his stamps finally prosenting a few to the beginner, This attitude would be a delightful change from that usually occupied, which is one of censuring and blaming the poor novice because he does not have aninstructive knowledge of every part of philately. No one collectorknows it all, and everthing that is learned is learned is the result of sad experience and hard labor. It is not uncongenial task to point out the rocks and shoals to a beginner and to add to his knowledge of stamps. It is rather one of the most enjoyable to be imagined and so take up the gond work yourselves and Invite others to it, with regard to criticisms. Whenever an article appears designed to aid beginners there is a general chorus of deristve howls from the cultured audience of philately. A position like that is unmitigatedly and unjustfiably selfish. Beginners are" the hope
of philately's future. Thereforeallye who read this remember that if philately declines in the coming yeass it will be because knowing your duty, you have failed to perform. Never allow so shameful an accussation to be supported by your deeds, and if you have failed in the past, improve your future opportunities.

## A Philatellc Menagerie.

Every civilized human being has seen a postage stamp, but there are thousands of intelectual men who have very little idea of the vast fund of information that may be conveyed by such small pieces of paper: The Average idea is that the label bears a portrait of Washington while others with foreign connections will modify the description by saying that the stamp bears the portrait of the ruler of country. Collectors know that these descriptions fall short of the truth. They know that these labels are adorned with beautiful series of portraits of emment men from all parts of the world. Some countries like Spain and England show entire families. Others by retaining the same device with.simply a change of name show the large extent of their colonies. Others inform the world of their exact location by printing a map of the country on their stamps. Others point with pride to the natural beauty of their scenery by depicting mountains, Lakes, Waterfalls, etc. Others direct attention to their natural products and rsources; in fact, all have seized on these popular and convient labels to teach the world

## THE CANADIAN PHILATELIC MAGAZINE

something. The intelligent collector can arrange his work along any of the above lines, or if his inclination tends toward natural history he can turn his album into a veritable zoological garden. The first country to depict an animalon its postage stamp was our neighbor on the north, who in 1851 placed a picture of a beaver on its most popular stamp. It has delighted thousands of stamp collectors the world over. Newfoundland started with a seal in 1866 and ended with a codfish. After awhile the young critic noticed that the seal had paws like a tiger, and perhaps this is the reason that the old brown seal stamp became so rare. However it was it was not until 1880 ,that the ruling powers saw how ridiculous the picture was, and had the stamp re-engraved with flippers as became such an intelligent animal. The head of the dog that has made the country, s name so familiar to thousands is found on the half cent stamp; it was first printed in red and afterwards in black. We pass the figure of a stag, for it has been murciered, and charity compels us to cover the crucl deed with the blanket of oblivion. Our own country has occassionally given somenatlonal history subjects on its commemorative issues. In 1869 we had a pony' and the Omaha set illustrated a bull and a buffalo; the latter is being hunted but by a savage Indian, a deed well within his character. The U.S. do not allow the making of pictures of its stamps, so we cannot show the beautiful types. China one of the last countries to issue postage stamps, has placed a fish on some of its
stamps, and a gull on others, to say noth: ing of the mythical dragon, which has so long been the emblem of that curious country. The picture habit appears to be growing among new countries, for there is the Congo Free State, but lately admitted to the family of nations, adorning one of its stamps with the likeness of an elephant with the inevitable savage in the distance trying to kill it. Cuba the latest aspirant to an independent existence places the gentle ox on its stamp of highest value, and he is shown in his legitimate capacity, drawing a plow for the benefit of his keeper and the world at large.

The Soudan, another newly represented State in our albums, uses for its sole device that ancient ship of the desert, the camel, an animal without which, large portions of Africa and Asia would be useless to man. He is well worthy of the place of honor on the stamps of the Soudan. Another African community, the French Congo, has chosen the treachertiger for the low values of its postal issues.

Tropical Guatemala has thoughtfully selected, the quezalas its national emblem and consequently used this beautiful bird of freedom to adorn its stamps. It is stated that this bird will not live in captivity and with more truth than Patrick Henry could say;"Give me liberty orgive me death." The dove of basel, Switzerland is represented, with a letter half as large as.itself in its beak. We are afraid that there is a very small chance of that epistle ever being delivered unless it is given to some stronger carrier. Labuan, a small island to the west of Borneo, ill-
ustrates the head of a beautiful stag, a native of the country. It is a pity that this graceful animal cannot be shown in its entirety. Liberia, the home of so many of our colored population, goes in for large things and places pictures of the elephant on its four cents stamp and the hippopotamus on its one dollar value.

They are both very beautiful stamps, printed it two colors, and have done much to make a postage stamp natural history collection popular among both old and young. New South Wales, one of the most progressive colonies peopled with men of our own blood and language, celebrated the Afty years jubilee of the settlement of the country by issuing a set of stamps. Among these we have three representing an animal and two birds found in no other part of the world.

They are the kangaroo, emu, and lyi: bird, a very interesting addition to our menagerie. The sister colony of New Zealand adds the celebrated sacred huiabird to the feathered department, the feathers of which were worn in the hair of the Maori chiefs only. Borneo is another state which adds considerable interest to collecting, for here we find a crocodile, monkey, and peacock, all beautiful engraved and colored, the last item going a long way in determining the popularity of a stamp or series. Peru brings us back to the useful and provides us with a picture of the miniaturd camel of the new world, the patient hard workllama, an animal of vast service to man in a mountainous country. The littie island of Seyshelles, who but a stamp
collector ever heard of it, gives another strange device for a postage stamp, the slow and clumsy turtle, the very antithesis of the dove on a letter. However in hot countries they have different ideas of speed to us of northern stock. With two more illnstrations we must bring our picture gallery to a close. The first is the wonderful ornithorhynchus, or duck bill of Tasmania, part bird and part animal, a survival of the remote past; and the celebrated black swan of Western Australia. We have not exhausted our subject, simply skinned the surface, leaving plenty of wild beasts to hunt from their covers of old envelopes, and beautiful surprises to be secured from dealer's stock.

## Some Advice to Young Collec-

 tors.Advice from one collector to another as to what to collect and what not to, is sometimes regarded as entirely uncalled for. I recognize this fact and have my. self often advocated each collector gathering just what most pleases himself.

Still a collector of twenty years standing in looking back over philatelic history may have something to say to beginners that will benefit them in maintaining their interest in the hobby and securing the most enjoyment from it.

There are three things I would advise a young collector to do: The first is to collect regular government issues. In this I think most older collectors wil

## THE CANADIAN PHILATELIC MAGAZINE

agree with me. I mean, stick to the regular postal issues and leave alone varieties, errors, shades and oddities. It may seem strange that I who have written so much about the side lines of collecting should advocate this, but I am not inconsistent for the other articles were written for advanced collectors or at least those who for "ack of new material were liable to loose their interest temporarily in philately. The printed International albums are one of the best guides for a beginner, although even into these creep some not strictly authoritative outputs.

Until after you have 2500 varieties in your colection leave alone shades, errors perforations and all the numerous varieties that specialists go into. Do not long for inverted Buffalo stamps or the peculiarly spelled surcharges of countries denominated by a philatelic printer. Of course if such come your way at no expense you may either save them or better still trade them for some more desirable standard issues.

## Collect Old Issues.

This advice in these latter days will be contested by some collectors, of what I may call the new school. The adyocate collecting the bright new issues as they come out, keeping up todate and affirming that they increase in value more rapidly than the old issues. This is only partly true; up to a certain extent they do, but not in the long run. They even go so far some of this new school as to
collect only stamps issued since 1890 or 1900. But stick to the old issues. They are growing scarcer every day, especially the common ones which are not guarded so carefully as the rare ones. If you do not secure them while they are common, some day you will wake to the fact that the despised has become scarce and have to pay well for what once you threw a way.

Don't let the bright and gaudy new issues deceive you. Their colors will not last like some of the stamps now fifty years old and no better engraving is done to-day than on the earliest issues. . Do our Buffalo stamps equal the 1869 issue either in beauty of design or excelence of engraving? Not by a long ways. And the ordinary current set with its aniline colors will be very insignificant when compared with our first issues, twenty years from now.

The first English coin was dated 1547.
The practice of dating coins did not come into use until the sixteenth century;

Gold coins, though hardened with alloy, wear so radidly in abrasion by handling that simply moving aud counting a million dollars in the treasury vaults at Washington, reduced the weight of the mass py some twenty-five pounds of gold -equal to $\$ 6,000$.
The English mint coins about 150,000 0 oo coins each year.
Whale' teeth form the coinago of Fiji Islands. They are painted white and red, the red teeth being worth abouttwenty times as much as the white.

## Interesting to TVomankind

Do you want something to chase away the blues? Well then send IOc at once for sample packet of silk for cushions or quilts. We can send you a nicer variety of pieces than you could get in any regular way for 25 c . If you do not want to buy any of these goods for your own use, will you kindly hand this paper to some one who would.

By sending the name and address of five people who might become purchasers of our goods, we will send an extra number of pieces, or some other article that we will choose for you, as a present.

These silks are all of the best Taffeta, and the colors most beautiful-Blue, Mauve, Pink ${ }_{\text {; }}$ White, Cream, Purple, Rose, Black: in fact, every color made.

To each person sending for a 25 c package; We will send as a premium-A gent's neck tie..

We have a very large quantity of black silk, which we sell in 25 c packages. You never could buy anything that will give you better satisfaction. This silk is in good sized pieces and would do for collars, or binding dresses, or facing seams, or for patch work, and many other purposss.

We have also a special pockage of strips for log cabin only. These packages are 25 c each and the best value ever offered for the money.

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Of a nice waist to each one sending us an order for silk to the am'un.t of five dollars. This is a picture of waist given free. Send size of neck and bust measure. It will be your own fault if the waist does not fit you well. We will send your waist the same week we receive your order.

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Green Law Revenue Stamps. Many dealers are buying these, and during the past few weeks I have sold over 40,000 . Price $\$ 4$ a 1000. Not many more left.

7000 Bill Stamps, 1st, 2nd and 3rd issues, magnificent assortment and a fine stock for any dealer for approval trade, Price for the entire lot $\$ 42$.

Adams' 1901 Canada Revenue Catalogue, just issued, 50 c a dozen, better than ever, 3rd edition. Retails at Ioc.

Every dealer should handle my Stamp Mounts, in metallic covers, imported from France, retails at Ioc a case. 2 doz in a box, $\$ 1.75$ gross postfree, big profit.

दc Jubilee, 81.60 per I2. 6c Jubilee, 83 per 12.
$6 \mathrm{c} \quad!\%{ }_{\$ 9}$ per 12. 6c red-brown unused $1870,90 \mathrm{c}$ per 12.
Large 85 Supreme Court, 1st issue, 86 per 12.
25 c and 50 c Electric Light, 34 per 50 .
Gas Jnspection, fine asst, $\mathbf{8 2}$ per 50.


How to Remit-Bills, M.O. or in unused Canada or US stamps.

## FINE SETS CHEAP

| 4 Foochow | 10 | 8 Canada Bill | 15 |
| :---: | :---: | :---: | :---: |
| 40 Japan | 90 | 4 " green law | 10 |
| 7 Columbus | 13 | 8 Gas | 5 |
| 8 Honduras, 's | 25 | 2 New Brunswick | 05 |
|  | 15 | 14 Holland | 10 |
| 2 Congo | 10 | 10 Brazil | 30 |
| 5 Costa Rica | 12 | 5 New imundland | 10 |
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| 5 Forelgn | 15 | Grenada | 15 |
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| 3 Chill Telegraph | 06 | 2 Soudan Camel | 6 |
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## Wholesale Lots

EERV/A 1891, 1d unused, list 50c each 31000Canada Green Law Stamps, weli assorted ${ }^{*} 500$ Phillipine 2 mil , ' 98*300 Venezeula, large map, Miranda. asst
850 Malta thp groen ..... 85
300 New Zealand '82 4p ..... 8

200 Guatamala '97 10c

200 Guatamala '97 10c ..... 12 ..... 12
'87 2c ..... 15
'82 bird 5c ..... 12 ..... 10
'95 nurcharges, 3 types, asst
'95 nurcharges, 3 types, asst 200 '87 1c ..... 45
1000 '86 5c
$\cdot 7$
1500 New Zealand 3 p black, obsolete Portugal '95 100r1000 Egypt Official12
500 Mauritius 3 and 4 c ..... 10
Selangor tiger Bc ..... 8
1400 Cuba arad Porto Rico, weli assorted ..... 12
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2000 Now Zealaild '88 asot
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soe catalogs, face value 44c, evenly asst 475 Central Americe, asst ..... 100
Si Contra America, asat
Si Contra America, asat Sirmoor 6 pies, elephant. ..... 9
Яタreat Britain, 8 p large letters ..... 14
1sh ' 65 ..... 80
$\mathrm{tg}, 8 \mathrm{c}$ on 82 c ..... 36
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blue ..... 12
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