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APRIL 1898.

WHOLE NO. 20

Philatelic
THE PHILATELIC ADVOCATE
Berlin Ont.

ADVOCATE

EDITED AND PUBLISHED
BY **Starnaman Bros.**
BERLIN, ONT.

a Monthly for Stamp Collectors. 25¢ per Year.

Entered at Berlin, Ont., post office as second class matter Dec. 1896.

Official Organ of

**THE DOMINION PHILATELIC ASSOCIATION
and CENTRAL STAMP EXCHANGE.**

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Philatelic ADVOCATE, Canada's leader, *Philatelic Messenger*, containing B. N. A. catalogue, *Stamp Reporter*, cutest paper published; any two, 25c all three, 35c. T. H. Caudwell, 167 Brant Ave. Brantford, Ont.

Free 40 ALL different foreign, unused entire 1876 U. S. Postal, to all sending reference for sheets at 60% for beginners. A. B. Clarke, Guelph, Ont.

Wanted. USED Canada Jubilee, new issue and Newfoundland (Cabot.) I offer in exchange, Tonga, Fiji, Queensland, and New Zealand. Basin Scott's 58th catalogue. Prompt replies to all correspondence. H. G. Caddy, Secretary Wanganui Philatelic Society. Wanganui, New Zealand.

Stamps BOUGHT, sold and exchanged. Try our Approval Books. Egyptian Stamp Co., Detroit, Mich.

Post MARKS cut square, to exchange for stamps (over 5000 varieties postmarks.) E B Thonet, Woodbury, N. Y.

Stamps. SEND for my approval sheets at 50%. Great Bargains. J. Stanley Osgbury, Altamont N. Y.

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Did you ever try our approval books. If not, why not give them a trial? List free. Egyptian Stamp Co., 122 Mt. Elliot Ave., Detroit, Mich.

One cent each U. S. 3c Treasury; 2 or 3c Interior; 3c of 1851-55-69; 5c of 1875-82-88; 1c Claret due; 1891 2c proprietary, blue; Argentine 3c or 10c 1896; Uruguay 1c 1894-95. Postage 2c Lucas Stamp Co., 226 Floyd St., Toledo, Ohio.

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Snaps for beginners—50 var. 8c; 150 var. 15c. 150 var. 25c. 200 var. 40c; Premium stamp with every packet. Carl T. Oulmasie, Box 85, Decatur Iowa.

A trial WILL convince. 60 var. U.S. 25c. 200 var. foreign 25c. Rev. H. Woodt, Sterling, Neb.

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An 8 page and handsome cover monthly, filled with the choicest and latest stamp news. Sample copy free.

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Box 1000 machine-cut hinges already BFNT, and
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10¢ Congo de 5c. Realm, Sta A, Boston, Mass.



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when you compare the
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with the ordinary philatelic papers.
Then you are convinced of the superiority.
Send for sample copy.

E. N. KIEFER, Publisher,
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Send 10 cents for a six months trial sub-
scription to the

**LONE STAR STATE
PHILATELIST.**

ABILENE, TEXAS.

As an extra inducement to subscribe we
will give an exchange notice of 30 words
FREE with each subscription.

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	U. S. REVENUES THICK PAPER.	Int. Rev.	perft.	\$3.50.
2900	\$50.00	Int. Rev.	perft.	\$3.50.
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20
 different
 —U. S.—
REVENUES
 catalogued 40c for 10c.

Send good reference and get some sheets with bargains like above. All prepaid; sure to please; money refunded if grieved.

We want agents
50 per cent.

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 Springhill
 Tenn.



DON'T

let this chance slip past. Never again to be offered at such low prices.

Satisfaction guaranteed.

Stamp Album with 25 var stamps 6c
 3 varieties Canadian revenues.....14c
 20 " on approval sheet.....20c

All the above three 15c post free.

A set of 3 Jubilees to each purchaser.
 Every eighth gets a 10c unused Jubilee.

✍ Write to-day. ✍ List free. ✍

E. A. MARRIS,
 200 James St., Hamilton, Ont.

WHOLESALE UNITED STATES.

1851	3c red.....	per 100.	\$0.90
1861	1c Blue.....	" "	3.00
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1869	3c Blue.....	" "	1.00
1873	1c Ultramarine..	" "	.50
1873	3c Green.....	" "	.05
1882	1c Re-engraved	" "	.10
1883	2c Brown.....	" "	.05
1887	2c Green.....	" "	.05
1890	4-5-10c well assorted	" "	.20
1893	1c Columbian....	" "	.10
1893	2c Columbian....	" "	.05
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Cash with order. Postage 2 cents extra on orders under \$1.00.

CHAS. L'AILEY, Box 272, Kaukauna, Wis.

Make a graft on these quickly.

Honduras	'78, 7 var. complete	50c
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Salvador	'93, 10 "	50c
"	'93, 3 "	2, 5, 10p 50c
"	'91, 10 "	50c
"	'94, 3 "	2, 5, 10p. 50c

All unused.

We are offering several hundred green Canada law stamps for sale cheap or exchange for other Revenues or cheap salable stamps of any country. **WRITE ME.**

Approval books for boys at 40 and 50% against good reference.

We have a few copies each of the \$3.00 1st issue Canada bill for \$1.75 or the \$2.2nd issue \$3 both for \$4 Write for other stamps
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Something you want.

1000 VARIETIES

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No postals, revenues, env. or local
 All nice clean adhesives.

FOR ONLY \$10.00

Your money back if not satisfied.

E. J. Kirby & Co.
 MARSHALL, MICH.

The Philatelic Advocate.

VOL. 4.

BERLIN, ONT., APRIL, 1898.

NO. 4.

Pithy Philatelic Points. **Sayings and articles of noted** **writers carefully condensed.**

A great many want to be "big dealers," forgetting that if they were simply agents with stamps on approval they would fare far better. The dealer's stock costs from 35 to 65 per cent. Then he has advertising, printing, postage, etc, to pay, besides heavy losses; so his profits are really not so large. Stick to your agency—there are enough dealers. I advise all collectors—particularly those in schools or colleges—to take an agency from a good, responsible firm, whom you can rely on not to send counterfeits. Build up a local trade. Over half the boys attending studies have spending money and you can turn it to your advantage, to increase your own collection, by being wide-awake. Keep in with the "boys," treat them fairly, honorably and justly in all your dealings, it will pay you.—J. Reginald Hooper.

There has been a great deal of serious discussion recently, on the subject of the absurdly inflated prices of a great many stamps in the catalogues of the leading firms particularly Gibbons and Scott, and it is very evident that the feeling is growing amongst collectors that these prices must no longer be regarded as the real normal value of the stamps.—F. L. Heygate.

It was not very long ago that the surcharge and the revenue used postally were

the heroes of the hour. Now that they are practically dethroned and looked down upon by many, the making of such fraudulent varieties cannot be nearly as profitable and signs are not lacking that the forgers are again bending all their efforts to the imitation of the stamps themselves.—John D. Kirke.

You have been a subscriber to the—Philatelist for several years and you doubtless think it a first class journal but why not make a change? Do not follow the policy of one publication too closely—it may lead you into ruts.—Ed. H. Wilkinson.

I remember very well where a man, for nothing more than selling genuine old German stamps, on which he had forged the cancellation as rare used ones, was punished with three year's imprisonment after his movements were detected. In this country, collectors have to protect themselves and this they can only do by gaining knowledge for themselves or by dealing with people who have this knowledge and are known to use it for the benefit of their patrons.—Carl Ludwig.

Many philatelists argue that the finding of minor varieties has had a great deal to do with the decadence of "boy collectors." But on the contrary I think it has done more good than harm, for the discovery of the 1890 two cent cap variety for instance, was sought after by every boy who knew anything about stamps.—Louis H. Smith.

Read our Premium Offers on page 47.



Notes from Toronto.

INVICTA.

In giving the readers of the PHILATELIC ADVOCATE notes from Toronto each month we shall always try and give things correct and without any exaggeration. Nor neither draw on our imagination nor resort to use Frank Daniels term, to "fairy tales" as most of the correspondents do at the present time; nor shall we give any time or space to gossip which we consider very foolish on the part of the writer and also the publisher who allows such rot to grace his columns. It is of no benefit to the readers and we are sure some of them have troubles of their own without listening to the woes and tales of others. We are here to help each other and not to stir up strife.

The readers will be very sorry to hear of the death of John (Dodo) Coolahan who departed this life Feb'y 23—98 after a long and lingering illness. For the last four or five years he found his only pleasure in his collection of stamps.

After a tour of the stamp dealers we have come to the conclusion that the local business is somewhat slow for this season of the year, for the better class of stuff but the boy trade seems to be on the increase. One dealer we called on, must have had ten or twelve boys in, buying sets and packets but still we can't have business good here and bad all through the States, money must be scarce.

We noticed in the Toronto Evening News a clipping from the "Peterboro Review" that W. K. Hall had purchased a fine copy of the 12d Canada for \$350.00. We are glad to hear of things of this kind being

picked up but it is doubted in Toronto, if such was the price.

Mr. Brouse has retired from the firm of Beatty, Blackstock, Nesbit, Chadwick and Riddell and is now engaged in the brokerage and general assignee business. He has just purchased a fine copy of the 12d Canada, large margins and full gum.

Mr. I. E. Weldon is now plugging very hard as he is in his last year, and, if successful, will be called to the bar next June so the dealers downtown see very little of him, much to their sorrow.

Mr. W. R. Adams is now engaged in four different lines of business and expects to have more shortly. He reports mail trade very bad, and says he is sending lots out, only cash in advance. This is a nice line of business, all cash in advance, but I hardly think it can be done at the present time.

U. S. Notes.

UNCLE SAM.

The readers of the ADVOCATE probably missed my usual batch of notes last month. The reason of their non-appearance was that Messrs Starnaman Bros. got lost in a blizzard and if I understand right, my correspondence was left lying embedded deep in a snow drift somewhere in Berlin.

My friend L. M. Staebler has favored me with a copy of the "Revenue Philatelist" the contents of which are a treat. It contains a fine half-tone engraving illustrating 8 copies of Canada's beautiful Revenues. These with the illustrations of the city of Johnstown go to make it a "thing of beauty and a joy forever.

While on the subject of Revenue stamps I might mention that Canada Revenues are steadily gaining favor with U. S. col-

lectors. The fact that they are being freely offered at from 40 to 80% discount and are being extensively advertised by numerous U. S. dealers and from an artistic point of view are excelled by none, shows that the future for these stamps is indeed encouraging.

The Trans Mississippi philatelic society, embracing all the states west of the Mississippi, is now being organized and with such well known philatelists as Joe. F. Beard, R. W. French and R. L. Shepard to officiate we predict it a success.

The arguments put forth by numerous philatelic writers of the west in defence of the Omaha stamps are amusing. One well known publisher says that it is the height of absurdity to think they are speculative or unnecessary. What! Can they be a necessary issue? I think not. The fact that they are to be issued for the sole purpose of advertising the Omaha Exposition, the promoters of which are instrumental through P. M. General Gary in bringing about this issue. In the face of these facts can they be called a necessary issue.

It behooves all true stamp collectors who are alive to their own interests and who have confidence in the future of our hobby to let these unnecessary emissions severely alone.

The time has arrived when dealers, in order to make a living, are compelled to sell their stamps at from 50 to 80% discount from current catalogue prices. Why is this? My opinion is that so long as collectors and dealers accept the catalogue price as quoted by one or two individual firms as a standard, so long will they be paying 25 to 65 per cent more than their actual value. Many stamps are under-priced, but the majority are over-priced and will remain

so, until these firms work off their surplus stock. Then and not till then will they be priced at their actual value.

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The color of the 5 cent U. S. stamp is to be changed from brown to blue. The 2 cent will be continued in red.—S. A. N

SPRING SALE.

To clear our old stock of Approval sheets, we will sell for cost this month. Sheets of 50 stamps cat. \$1. to \$2. only 15c Books of 60 " " 1.50 to 3. " 25c

A great chance for small dealers.

MORE SNAPS.

Canada Jubilee 6c unused fine o. g. . . . 50c
 " " 8c " variety sure to rise 50c
 " " 4c and 8c unused only 30c
 " new issue, 6 var. unused o. g. 20c
 " " sheet of 50 half cent 35c
 " 1852 3p, fine only 22c
 " 1882 1c un'sd, also pairs & blks 3c
 " 1872-'92, 1, 6, 8 and and 20c. . . 15c
 25 mixed jubilees and new issue. 8c
 Our unused packet of 10 unsd jub etc. 8c

Last month's offers still good; see them. We send only clean and attractive stamps on approval at 50 and 60%. Send a good ref. and get some, also rare unused stamp.

GEO. W. HICKS,
 Mitchell, Ont.

Beginners.

To introduce our packets, we make the following offer. The first five persons sending for one or more packets, will receive their purchase absolutely free.

100% MONEY REFUNDED.

- No. 10. Contains 100 all diff from all parts of the world. Price 12c postfree.
 No. 11. Contains 50 all diff from all parts of the world. Price 8c postfree.
 No. 12. Contains 50 var. from Europe only. This is our leader. 10c postfree.

Send reference for our unexcelled approval sheets

JACKSON STAMP CO.
 Jackson Mich.

The Philatelic Advocate.

Our Motto. 'Bis dat qui cito dat.'

W. A. STARNAMAN. Business Mgr.

G. W. STARNAMAN. Subscription Mgr.

SPECIAL NOTICES.

Subscription Rates.—Twenty five cents per year to any part of the world.

Advertising Rates.—One inch, 50c; two inches, 85c; quarter page, \$1.25; half page \$2.00; one page \$3.50. per month. A discount of 10, 20 and 33 $\frac{1}{3}$ allowed respectively on 3, 6 and 12 months contracts.

Forms close on the 20th and all copy must reach us **BEFORE** that date to ensure insertion.

Return postage must be enclosed with MSS. sent on approval or no attention will be given to it.

X We will exchange one or two copies with any paper published.

Address all communications to,

STARNAMAN BROS.,

BOX 104,

BERLIN,

ONTARIO,

CAN.

Editorial.

The convention committee **D. P. A.** has decided that the convention will be held on July 1st and 2nd. **Matters.**

"Jasper," the man who occasionally writes Canadian Notes for the Weekly Era finds fault with some of the D. P. A. officers. We must admit that the Secretary has not been as attentive to his duties as might have been, expected on account of business and the death of some of his relatives. Regarding the President we must say that he has been all that could be desired. All matters brought to his notice have been dealt with promptly, fairly and

ina businesslike manner without partiality.

Just as we close our last form we have received the President's address. Space will not permit its insertion this month. We extract the following: "I appoint the following committees: on Convention, C. S. Applegath and E. A. Marris. On Credentials: W. A. Starnaman, R. G. Widdicombe, E. A. Marris."

It is rumored that there will be three candidates for the office of Secretary-Treasurer and six for Official Organ.

* * *

We were ity that the $\frac{1}{2}$ cent Canada **Right.** Jubilee stamp is to be put on

shortly." This appeared in the Feb'y. number of this paper, and the correspondents of some of our exchanges expressed a doubt as to the truthfulness of the statement. In March "Perforator" R. G. Widdicombe quotes our note and adds, "I know they have been put on sale at a post office a few miles from here, (St. Catharines)

* * *

The Canadian correspondent of **Jots.** "The Kid" from Nebraska, would like to know why our January number was vol. 4. no. 1., our first number having appeared Nov. 6th. 1896. The reason of this is that we desired to commence the beginning of the year with a new volume, and, for this reason, our first volume contained only three numbers. As a rule six numbers of stamp papers are considered one volume.

We do not allow dishonest advertisers to use our columns if we know it. We have received a complaint against one this month and will omit his ad. until a satis-

factory explanation is made. We request our readers to report any irregularities on the part of advertisers and we will investigate the matter.

Join Canada's only society—the D. P. A. We will be pleased to send you an application blank.

In remitting subscriptions some persons have stated that they hope we will not discontinue after issuing a few more numbers as most Canadian journals do. We have no intention, whatever, of discontinuing, but if something unforeseen should occur, the balance due will be refunded to all our subscribers.

We want our paper to reach every collector in Canada. We will give a year's subscription for every 10 names of genuine collectors not found in Widdicombe's Directory. Send on your names, if they are not right we will let you know.

Next issue will be our big number—20 to 30 pages. Be sure you are a subscriber or you will likely miss it. Have your adv in also.

L. S. Graham, Secretary of the D. P. A. will leave for British Columbia, where he intends to enter business. Success!

The Weekly Era's Canadian correspondent takes us to task for not putting down the "nest of frauds" in our town. The only "frauds" we can find are a few "kids" who have received stamps and spent the money. Dealers doing business with children should get references. If Jasper wishes work we have an account against a prominent stamp dealer and publisher in his city and will give him half if he collects it.

We have received price lists from Reynolds Stamp Co., 3 Green St., Halifax, N. S. and Johnstown Stamp & Pub. Co., Johnstown, Pa.

Since Jos. M. Herman's adv. on page 52

was in print, he informs us that he has gone out of business. This is the only adv. in this paper that we do not want answered.

See R. S. Mason's adv.

We are still giving a year's subscription for 10 stamp purchasers dated before 1897.

There are five papers now published in Canada; one in New Brunswick and four in Ontario. Two of those in Ontario are published in Berlin and the other two in St. Catharines.

Bradley & Oswald publishers of the Stamp Reporter have dissolved partnership. M. Geo. Bradley will continue as publisher.

The new issue of New Zealand will appear about the first of April.

Our readers will please bear in mind that we do not deal in stamps, neither in buying nor selling.

We have not yet received the Philatelic Messenger for February or March. Surely it has not been discontinued. We hope not.

—)(—

PREMIUMS.

Send us 25c and we will give you this paper one year, a 20 word adv. on the Bargain Page and your choice of any one of the following:

- No. 1. An unused 8c Canadian Jubilee stamp.
 - No. 2. Set of 6 var. Cuba, unused, 1874 to 1881.
 - No. 3. "Philatelia" the "Trilby" of the philatelic world.
 - No. 4. 25 blank approval sheets.
 - No. 5. 15 " " " with your name printed on.
 - No. 6. 18 var. Japanese postage stamps and 3 var Jap. cards mounted in a fine colored album made of rice paper.
 - No. 7. Half inch adv. in this paper.
- Scott's 58th. Catalogue and this paper one year for 65c. We pay the duty.
- Renewals are entitled to premiums the same as new subscribers.

STARNAMAN BROS., Berlin, Ont.

Dominion Philatelic Association.

Organized Sept. 1. 1894.

OFFICERS.

President—A. M. Muirhead, Halifax, N. S.

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" " U. S.—C. E. Severn, Chicago, Ill.

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Secretary's Report.

NEW MEMBERS.

271. J. Waters, St. Marys, Ont.
272. Leo, Fritter, Columbus, Ohio.
273. Reginald Farrant, Lima, Peru.
274. Edward W. Willis, Brooklynn, N. Y.
275. Mayer Franklin, Denison, Texas.
276. R. A. Oswald, St. Catharines, Ont.
277. Geo. Bradley, St. Catharines, Ont.
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279. Richard R. Brown, Keyport. N. J.
280. J. H. Macfie, Toronto, Ont.
281. W. J. Porter, Toronto, Ont.
282. W. E. Elliott, Goderich, Ont.
283. Matthew R. Knight, Oak Hill, N. B.
284. R. Newton Johns, Oshawa, Ont.
285. Elmer E. Swessinger, Ionia, Iowa.

The above will receive their membership cards on payment of dues to Jan'y '99 amounting to 25c.

APPLICATIONS.

Elliot J. Gifford, Elkader, Iowa. Refs. Starnaman Bros.

W. H. Thurston, Flesher-ton, Ont. Refs Starnaman Bros.

J. Stanley Ogsbury, Altamont, N. Y. Refs Starnaman Bros

J. P. Starnaman, Box 375, Berlin, Ont. Refs Starnaman Bros.

A. H. Brandon, Gelert, Ont. Refs R. H. Baker, M. Brown.

The above will be admitted to membership April 15th provided no objection is filed with the Sec'y before that date.

RESIGNATION.

To the members of the D. P. A.

It is with much regret that I am obliged to tender my resignation as Sec'y-Treas of the Grand old D. P. A. owing to my intention to leave Merriton for other parts to enter into business which will take all my time, of which I have not even had sufficient enough, to conduct the office as it should be, since taking office. I hope the members will find in my successor (whoever it may be) one who will push the association to the highest pitch for which it is destined to reach. Although I leave you as an officer, I shall still remain a loyal member. Wishing the D. P. A. the greatest prosperity, Fraternally yours,

L. S. GRAHAM, Sec'y-Treas.

Merriton, Ontario.

P. S. I will receive and answer all communications until the Pres. appoints my successor. L. S. G.

The Central Stamp Exchange.

Mgr.—A. N. Estes, Spring Hill, Tenn.

Sec'y.—J. O. Waters, Nashville, Tenn.

Official Organ—THE PHILATELIC ADVOCATE.

The Central Stamp Exchange wishes to have every philatelist in the United States and Canada on its membership list.

If you haven't anything to exchange, we have lots of stamps we can sell you and by joining our ranks you can get them cheaper than you will by staying outside.

To the collectors, we wish to say that we have ample facilities for sending out any kind of stamps you want.

To the dealers, that we have some really good stamps to exchange for medium grade stamps; i. e. stamps catalogued from 10c ea. to \$1.00 each. Dealers will find that they can get many stamps from us which they need to fill want lists.

Send your application to the secretary and with it send 5c for a book to hold 100 stamps. Unused U. S., Canadian or Newfoundland stamps with full gum will be accepted in payment for books. Next month we will give list of members, applications, etc.

J. O. Waters, Secretary. 407 Fatherland St., Nashville, Tenn.

A Symposium of Kicks.

BY EDWARD A. WHALEN.

The kicker is the product of all conditions and the scion of every race. He declares himself alike when there is just cause and when there is not, and sometimes amuses, and sometimes points the way to everlasting advancement. In the philatelic domain he kicks at each new issue, he kicks at Scott's Catalogue and kicks about philatelic politics.

Time has, in many instances, reversed the decisions of the kicker, as witness the 1869 issue United States, which was ridiculed on their first appearance as insignificant, unsightly and as the most degenerate stamps possible to conceive. Now they are recognized as the most artistic stamps our freedom blest friends have ever issued. In the case of the 3c. 1870 and '72 the kicker has more grounds for complaint. The stamp was likened to "a handful of stewed spinach slapped up against a white marble tombstone." Few of my readers, I think will bedisposed to say that the critic was far out of the way in his comparison.

Then there was the kick over 1890 issue and much ridicule was heaped upon "Cheap John Wanamaker" and his bargain number stamps. The objection was, that they were too small and plain.

The Columbians too were hauled through the fire. They were too large, a white-wash brush was required to affix them, they were too heavy to carry around, they were larger than the envelope, etc. etc. If the Government paid much attention to the matter it must have been puzzled. It was a clear case of "you'll be d——d if you do and you'll be d——d if you don't.

In Canada we have kicked about the

time in which the old stamps were in use and now we kick because the P. M. G. issues stamps too often, and about the Queen looking through the horse-collar in the new series. My friend Mr. Muirhead, President D. P. A., kicks about the "full set of whiskers" of Albert Edward on the new 2c Newfoundland and we all unite in kicking about the Omaha Exposition stamps.

To kick is not the noblest prerogative of mankind, I admit, but the world owes its advancement to its kickers at least those who have kicked in the right direction.

—X—
Saved \$749.50.

Has a Brattleboro Stamp.

One collector has reason to be thankful for the March number of this paper.

A friend of his gave him some old stamps; among them was a Brattleboro. Last summer he offered it for fifty cents but, fortunately for him, none of the collectors in his vicinity knew the real value of the stamp. Since reading the article in last issue of the *ADVOCATE* he writes that he is not selling the stamps cataloguing \$750.00 for 50c.

The fact that this collector lives in Indiana goes to prove the assertion made in this paper by Mr. H. I. Watts that "Indiana presents a great field for stamp collectors." You better subscribe now; it may be the making of your fortune. If this is the first copy you have seen and you do not wish to subscribe without seeing more, send a 2c stamp and get it on trial 3 months.



Do you want me

to send you my Approval sheets of foreign stamps at 50¢? If so send references. I also have a **good packet** for beginners which contains 100 varieties good stamps, price 10c.

H. L. HINES, MARSHALL, MICH.

Hints for Young Collectors.

By GEO. W. HICKS.

In as small space as possible I will endeavor to give a few pointers to those just entering the fair realms of "Philatelia."

First of all, the beginner needs an album and the sooner he finds it out the better. It will not do for him to content himself by pasting his stamps on note paper, a scribbling book or even in his pocket book, as many boys do. It may be all very well to treat your duplicates in this disrespectful way, but your collection cannot be given too good a place in which to "repose." I would advise all beginners to get a small blank album, and then their stamps will not be scattered throughout the whole book, as they must necessarily be in an illustrated album, besides it is very instructive to the beginner, for he will have to use his map more in arranging the stamps under their proper headings and this will give him a clearer idea of geography.

Of course we collect stamps for the pleasure to be derived from the pursuit, and for our own benefit but then we take great pleasure in showing these precious bits of paper to others, and in doing so we like to have our stamps look "half-respectable," as we sometimes say. Therefore under no circumstances collect torn stamps; one torn stamp is enough to affect the appearance of a whole page. In buying stamps the best plan for a beginner is to get a packet of one or two hundred varieties; then if he does not wish to be bothered with duplicates, he will have to get his stamps in sets or from approval sheets. The cheapest way is to take advantage of the many bargains offered by dealers, of obtaining a large

number of good mixed stamps, and trade the duplicates for those not in your collection.

By all means subscribe to a good, newsy stamp paper which will keep you posted on philatelic matters. (Like the *Advocate*.)

It is surprising how many beginners are lured by the attractiveness of Seebecks. You must know, dear beginner that there are some stamps to be avoided, for in philately—as in most everything else—fraud creeps in. Lately many countries have been increasing their revenues by issuing unnecessary stamps which are dubbed "speculative." You see they are so attractively gotten up that the average collector cannot resist the temptation to purchase some, if not the whole set. Many regard the Canada Jubilee as speculative, and also the proposed issue for the Om—— I forgot, some American collector may see this so I will not give my opinion.

By the way, speaking of Jubilees reminds me of a story told by a school teacher, and as it has a spice of the philatelic about it I may as well give it here. She asked if anyone could give her a description of Canada's new stamps, whereupon a young collector, who likely had Jubilees on the brain gave this graphic description: "Please ma'am they have two heads and all the rest is maple leaves;" having said which, he sat down with a sigh of relief at having imparted so much information.

—————)—————

Next month we will publish for the benefit of beginners, an article entitled "Names by which some stamps are known." If you are not a subscriber send 25c for this paper one year and get as a premium a set of 6 unused Cubans '74 to '81

For 25 cents you can put a very neat ad. in the next number of the **BOYS' OWN PHILATELIST**

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