

Grainford 2055

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6d. [12 cents] " " without stamp.

ENDLE'S Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 86.

[SIXTEENTH YEAR OF PUBLICATION.]

JANUARY, 1909.

PHILATELISTS OF TO-DAY.

IN accordance with the announcement in our October CIRCULAR (page 26) we are commencing with this issue a series of portrait sketches of well-known philatelists, amateur and professional. In the case of dealers, we purpose confining our sketches as far as possible to representatives of firms who advertise in NUNN'S DIRECTORY or our other publications. The subject of our first sketch is Mr. E. Abel-Aston. Born in

1881, it will be seen that Mr. Abel-Aston is a comparatively young man. Attracted at an early age to Stamp Collecting, it was not until 1905 that he entered the stamp dealing world by assisting in the founding of the firm of Henry Abel & Co., Philatelic Experts, Wholesale and Retail Stamp Merchants, Whitstable (late of Walsall and Bilston).

Endowed with a remarkable business ability, and possessing a store of philatelic knowledge rarely met with, his characteristic energy soon brought the firm of Henry Abel & Co. to the front rank of stamp dealers of modern times, the firm now claiming to have one of the largest stocks of stamps in the world, and in addition to doing a very large wholesale and retail business in stamps, export practically every marketable commodity to their numerous agencies in every part of the world.

The firm has been honoured with the patronage of the Prince of Wales, whom the reader knows is the virtual head of philately and the President of the Royal Philatelic Society, London.

In addition to being a publisher, Mr. Abel-Aston is also the editor of the "Superb" Series of Stamp Albums that have recently been placed upon the market, and we are informed that several important philatelic works may shortly be expected from his pen.

As may be imagined, Mr. Aston is a remarkably busy man; he however finds time for a little yachting, shooting, and sea fishing, which are his three favourite recreations, the locality in which he now resides being



MR. ERNEST ABEL-ASTON,
Proprietor of Henry Abel & Co.,
Whitstable.

which are his three favourite recreations, the locality in which he now resides being

admirably suited for these sports. In the winter evenings Mr. Abel-Aston also finds time to devote to the classification and increasing of his already fine general collection of stamps.

In closing this brief notice we may mention that Messrs. Henry Abel & Co. have favoured us with a copy of their new publication *A Philatelic Souvenir*, which contains an article on the history of Stamp Collecting, together with a useful list of Philatelic terms with their "meanings," and a description of Messrs. Abel's business. The booklet is profusely illustrated with stamps in their actual sizes, and a photograph showing a corner of the firm's Correspondence Office. Copies of the *Souvenir* are supplied at 1/- each.

Our second portrait sketch will appear in the April CIRCULAR.

"ENDLE'S PHILATELIC CIRCULAR."

WITH this number we inaugurate the new series of our little publication under the title of "ENDLE'S" Philatelic Circular, as foreshadowed in our issue of October last. Henceforth the name of "Smyth" will disappear almost entirely from our business and everything connected therewith; but we say "almost" advisedly, for it is extremely difficult—as we know from experience—to introduce "new styles" in the way of business names and addresses. The public clings with most remarkable and provoking pertinacity to old names and old familiar forms; we suppose it is natural to do so, although in another sense the world loves novelty and is greatly addicted to change; but human nature is ever inconsistent. However, we quite expect it to be a long time before the philatelic community loses the habit of calling us "Smyth" or its numerous variations; and no doubt it will be years—if we and our little paper continue to exist—before our customers allow us to forget that our firm was once "Smyth & Co.," and our Circular "Smyth's Circular."

There appears to be a certain Directory, evidently of foreign origin, published in the form of perforated address-labels, which we are constantly receiving from Germany and other foreign countries; it gives our address as follows, in five lines:—

"S P C Smyth's Philatelic Circular (93).

Mrs. Chas. J. Endle & Co.,

Cambell Road, Boscombe,

Bournemouth.

109a,

Grossbritannien."

We have so far been unable to trace the publishers of this, and should be much obliged if any of our readers would kindly tell us by whom the labels are issued, so that we can write and get the thing corrected. It has irritated and annoyed us for several years now; and we should be glad to be able to send to the publishers and stop it if possible. The whole address is curious, though our German friends have certainly done their best to state it clearly. "S.P.C." (why "S.P.C.," with the name of the paper following in full?). Then the "93," which evidently denotes the year the paper was founded as the *Monthly Post*—1893; quite correct; and "Mrs." of course is a foreign form of "Messrs." and does *not* in this case mean a married lady's title, as "Mrs." usually does in English! But what, and were, is "Cambell Road"? We left the Campbell Road (with a "p"), on May 12th, 1903—only five years and eight months ago! As for the cryptic number, "109a," in the left hand corner, we are utterly baffled, and must confess that we do not know what it means. Can it be an allusion to our Editor's supposed age?—the "a" being an abbreviation of the Latin *actatis*? We can think of no other solution; but we have hardly reached centenarian maturity yet!

We hope all our kind friends and supporters everywhere will continue to take the same interest in "ENDLE'S" PHILATELIC CIRCULAR as they have in "Smyth's" of the past; we are told that our little journal, despite its shortcomings, has an individuality of its own; and we trust we may merit a continuance of patronage from our numerous subscribers and readers in all quarters of the globe. We would once again thank them for the encouragement we have received from them.

OWING to pressure on our space, our Esperanto article is held over; it will appear in the April issue as usual.

FORTHCOMING EXHIBITIONS.

Two important Philatelic Exhibitions are to be held in 1909—one in England, at Manchester, and the other in Holland, at Amsterdam. Taking the latter first, by way of compliment to our foreign friends, we have much pleasure in acknowledging the receipt of a neat 36-pp. booklet giving Rules and Regulations of the Amsterdam Exhibition, printed almost throughout in English. The date of the Exhibition is fixed for June 3rd to 10th; the show is to be held in the "Bellevue Building," the Leidschekade, Amsterdam, of which an excellent plan and photographs are given in the handbook.

A number of medals are offered for competition by exhibitors; we gather that there are two "great gold medals," one presented by the Stamp Dealers' Association of Berlin, and the other by Mr. A. W. Polman, of Amsterdam. We read further that "the Committee are prepared to receive donations of medals, both from persons resident abroad as well as in Holland. All medals will be provided by the Committee, and certain fixed charges will be made to the donors."

The various exhibits will be shown under seven divisions, each sub-divided into classes and sections. This comprehensive plan provides for a most representative display of all kinds of stamps, entires, literature, albums, and philatelic accessories. Division VI. is devoted to young collectors, with an age limit of 18 years. A large number of eminent philatelists are lending their patronage to the Exhibition. The official address of the Secretaries is 193, Warmoesstraat; letters to "Secretariaat, Internationale Postzegel-Tentoonstelling, Postbus 152, Amsterdam."

The Manchester Postage Stamp Exhibition and Philatelic Congress is fixed for Thursday, Friday, and Saturday, February 18th, 19th, and 20th. It will be held in the Hulme Town Hall, Stretford Road, Manchester. The Prospectus states that, in view of the fact that it is ten years since an Exhibition of Postage Stamps was held in Manchester, the Committee of the Manchester Junior Philatelic Society feel that they are complying with a public demand in organising this Exhibition in order further to popularise the hobby of stamp collecting. The patrons and vice-patrons include the Earls of Derby and Crawford, Sir Lees Knowles, Bart., Major E. B. Evans, Mr. M. P. Castle, and other celebrated philatelists, whilst there is a comprehensive "Honorary Committee" including many well-known names in the stamp collecting world. A large number of the leading Philatelic Societies have signified their approval and support. Collections of the stamps of Great Britain and British Colonies, both used and unused, will be shown; fourteen dealers will have stalls displaying stamps, albums, philatelic accessories, etc.; collections of Foreign countries' stamps, philatelic curiosities, such as stamp pictures, proofs, essays, forgeries, etc.; and on the ground floor there will be a working department of the Post Office. Admission to the Exhibition will be free by ticket.

The noteworthy feature of the Manchester Exhibition, however, will be the "Philatelic Congress" to be held in connection with the effort. This, we are informed, will be the first opportunity afforded in this country to philatelists of all shades of opinion to confer upon many important matters connected with philately. Delegates have already been appointed to attend, the result of whose deliberations must undoubtedly be of permanent value to the hobby. Special matters of philatelic importance will be discussed, such as the formation of a National Society or Federation, the holding of an Annual Congress, the suppression of unnecessary or speculative issues of stamps, and the compilation of a Collectors' Catalogue and Guide. Suggestions of further subjects of interest will be carefully considered, and all philatelists are heartily invited to attend and make the Congress successful and worthy of the traditions of British Philatelic Societies. The Exhibition Offices are at 9, Albert Square, Manchester.

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR. No charge is made for the insertion of Reports.

NOTES.

A NEW STAMP JOURNAL.—In our Esperanto Notes in the CIRCULAR of October, we remarked on the announcement of a new monthly stamp magazine to be published on somewhat novel lines, entitled *The Philatelic World*. This made its appearance last November, and the first number certainly gives great promise of future excellence and usefulness. The contents include the first instalment of a scholarly article on the "Silk Thread" Issues of Switzerland, by Mr. Alexander J. Séfi; and also the commencement of a Handbook of all known Reprints of Government Postage Stamps and Entires, showing how to distinguish them. This was originally written in German by Captain P. Ohrt, and has been translated into English by Miss A. Green. *The Philatelic World* also contains a contribution by Mr. H. Clark, on "Making a Philatelic Library." We understand the magazine intends to devote itself somewhat particularly to the interests of philatelic literature. It claims to be absolutely independent of any trade or professional control and to be a journal published by collectors for collectors. Of course, we have had them before!—but still there is no reason why this latest venture should not succeed, and it has our very cordial good wishes.

THE PROGRESS OF PHILATELY.—Although 1908 was admittedly a year of quietude and decline in most branches of business, it is remarkable that philately on the whole, so far from declining, maintained its popularity and increased its prosperity to a very appreciable degree. This is probably due to its international character, which renders it independent of the causes which affect ordinary markets, etc. Yet stamps being undoubtedly a luxury, and not a necessary of life, it is singular that the philatelic season of 1908 should have shown such good results. The continued attractiveness of stamp-collecting to juveniles was remarkably illustrated by a competition recently held in a boys' weekly paper, for which only philatelists could enter, but which yet secured no less than 1,300 competitors. The same journal also has a juvenile Society of Stamp Collectors, which was only started on October 1st, 1908; yet at the beginning of 1909, we learn, it had enrolled 493 members, with their number increasing daily.

"THE CANADIAN COLLECTOR."—We gladly extend a welcome to this new stamp journal from the Dominion of Canada, published by a syndicate of well-known philatelists, under the style of *The Canadian Collector Publishing Co.*, Nordheimer Buildings, Toronto. The first number of this paper, dated November, 1908, contains a variety of interesting and valuable matter, including a "Colour Dictionary," compiled especially for the C.C., which claims to list every colour and shade that one could possibly find in all the catalogues that come to hand. Examples are given of each shade, by the quotation of some well-known common stamp. Our new contemporary has our heartiest good wishes for long life and prosperity.

BATH PHILATELIC SOCIETY.—We have to thank the hon. secretary for a copy of the Annual Report of the Bath Philatelic Society for the year 1908-9. This includes an interesting and instructive article by Mr. C. J. Preater, the Secretary, on "Bath—the Home of Postal Reform."

UNUSED STAMP.

Subscribers who have asked for it will please find over this notice an unused Siam, 1908, 4 atts on 5a., carmine.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

PHILATELY IN BRITISH GUIANA.

THE *British Guiana Philatelic Journal*, which is the official organ of the British Guiana Philatelic Society, is published twice a year—in the months of June and December. The price of each half-yearly number is 6d. per copy, and each issue is well worth it. In the current number, dated December, 1908, a very interesting account is given of the Reception held in connection with the fifth anniversary of the founding of the British Guiana Philatelic Society, at the residence of the President, Mr. B. Howell Jones, on November 7th. We take the liberty of reprinting the report in full:—

“Upward of one hundred and fifty members and their friends had been invited, most of whom were present. His Excellency Sir F. M. Hodgson (patron of the Society), Lady Hodgson, the Bishop of Guiana, Mr. A. W. Swain (Postmaster-General), Sir Henry and Lady Bovell, etc., being among the large company gathered together.

“Both from a social and philatelic point of view the ‘At Home’ was a decided success. But what else could it be in such capable hands as those of Mrs. and the Misses (3) Howell Jones and the energetic Committee, which comprised the Hon. B. Howell Jones, Mr. J. D. K. Hill, Canon Josa, and Mr. A. D. Ferguson.

“It goes without saying that the most attractive feature of the afternoon (from a philatelist's point of view, of course) was the valuable and comprehensive display of stamps. The gallery and drawing-room were lined with long tables tastefully draped, on which the stamps were shown under glass.

“The dining-room and garden presented a festive appearance. There were small tables arranged in every available spot of the garden, where tea and refreshments were served, and being favoured with King's weather, the garden tables were freely patronised. The attendance was all that could be desired. The refreshments were varied and most *recherché*, and in every way redounded to the praise of the kind hostess, whose interest in the Society made her excel herself.

“The musical part of the reception afforded, both to those keenly interested in the exhibits and those who were not, a treat of the highest order—when we mention the names of Mrs. Fred White, Miss Neal, and Mr. A. H. Hill, who sang in their usual excellent style. *Il va sans dire*—when we add the names of Mr. P. Hemery (cello) and Miss Duncan (violin)—that the music was all that could be desired. Every one enjoyed themselves, and declared that they had passed a delightful afternoon.”

DIRECTORY OF STAMP COLLECTORS.

- Baldwin, C., 14, York Road, Battersea, London, S.W.
 Broomhall, J., 25, Regent Street, Earlestown, Lancs.
 Cardew, A. E., Brookestead, King's Park Road, Bournemouth.
 Eaton, H., 62, Chestnut Road, Raynes Park, London, S.W.
 Elsbury, M. J., 3, Coppermill Lane, Walthamstow, E.
 Gisborne, A., Alexandra Park, Nottingham.
 Goscovitch, B., 6, Myrtle Street, Leeds.
 Hogben, P., 59, Croydon Grove, West Croydon.
 Homewood, E. J., 1, Elm Villas, Wordsworth Road, Penge, S.E.
 Hudson, Miss E., 3, Mildmay Grove, London, N.
 Jeeves, W. J., 112, Walton Street, Oxford.
 MacGregor, M., 1, Wilson Street, Hillhead, Glasgow.
 Malings, Jas., 15, Primrose Avenue, Urmston, Manchester.
 Marks, Leon, 24, Lisle Street, Leicester Square, London, W.C.
 McLean, W. G., 47, Canning Street, Glasgow.
 Murray, R. H., 14, Tib Lane, Cross Street, Manchester.
 Paine, L. A. B., Longsdon, near Stoke-upon-Trent.
 Piper, W. W., 1, Victoria Place, St. Austell, Cornwall.
 Rayner, F., 146, Hyde Road, Denton, Manchester.
 Reeve-Beechey, E., Friesthorpe Rectory, Lincoln.
 Standen, W. T., 4, Falace Mansions, Muswell Hill, London, N.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free.

PHILATELIC EMPLOYMENT BUREAU.

On page 44 of the current (1907-8) Edition of NUNN'S DIRECTORY we published the following announcement under the heading, "A Point of Importance to Stamp Dealers."

EMPLOYMENT REGISTRY.—Chas. J. Endle and Co. will be pleased to enter names and addresses of persons seeking employment as clerks, assistants, etc., in Stamp Dealers' offices or shops. Registration for a nominal fee only, and no commissions charged unless business results. Letter of inquiry as to terms, etc., should contain reply postage.

Index No. 5544.—Position wanted by young Foreign Gentleman; first-class business only; London preferred; knows English, French, German, Spanish; has travelled in principal European cities.

Index No. 5592.—Position wanted by experienced Lady, in Dealer's Office (wholesale, retail, or both); or Auctioneer's; good knowledge of stamps; shorthand, type-writing; good references. Salary 35/- per week.

Index No. 5680.—Position wanted by Young Man (24); married; several years' experience in stamp business and bookselling; good window dresser, etc.

WANTED—REPRESENTATIVES!

EACH year, in the preparation of NUNN'S DIRECTORY, we send out Correction Forms to all the persons and firms whose names appeared in the previous Edition, and to other parties whom we have reason to believe have started in the business during the year; but only about ten per cent. of the Forms are returned to us. We are thus left entirely without information respecting the remainder of the supposed dealers; for beyond a certain proportion of our circulars which are returned through the Post Office marked "Gone Away," etc., we never hear or know anything of the rest of them. It may be suggested that if we provided stamped envelopes for reply, more of the Forms would come back to us; but we do not think so. Common-sense seems to declare that it is not the want of a half-penny or a penny postage stamp that causes the non-return of our Form.

We are, however, very desirous of remedying this state of affairs, and to this end we wish to appoint local agents or representatives, who will act for us in their districts and call personally on the dealers, in order to ascertain, if possible, why no notice is taken of our circulars; also to solicit orders for copies of the DIRECTORY, and for advertisements to appear therein. We require a representative in every district of London and in all large cities and towns, and in other places where a centre could be established for reaching members of the stamp trade. The work will not be heavy; the appointment should prove useful to local business men such as, for example, insurance agents and others, who may find our agency a valuable introduction to prospective clients. We are open to consider applications from ladies as well as men; but persons under a suitable age will not be eligible.

We are prepared to quote liberal terms to our representatives; applicants are requested to furnish as full particulars of themselves as possible: their occupation, etc., and the names of at least two responsible persons as references. These latter could be dispensed with if the applicant holds a Fidelity Guarantee Policy, or its equivalent in the shape of a private security.

To avoid unnecessary correspondence, we shall be much obliged if only those with serious intentions will write us on the subject; and we cannot undertake to reply to any applicant in the first instance unless a stamped addressed envelope is forwarded. The work of looking up dealers and others for the next Edition of the DIRECTORY need not commence until August or September; and in the meantime if any applicant is likely to be visiting Bournemouth we should be very glad to have the opportunity of a personal interview.

CHAS. J. ENDLÉ & Co.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

EVERY DEALER should have my ILLUSTRATED PRICE LISTS

—OF—

Extraordinary Bargains in
Australasian Stamps

All **FINE** copies at **ABSOLUTELY THE CHEAPEST** prices possible.

My Stock is a very large one, and Dealers unknown to me should write for these Lists which will be sent Post Free.

T. H. NICOLLE, Postage Stamp Merchant,
14, HUNTER STREET, SYDNEY, N.S.W.

18 Years at the same address.

THE ENGLISH COLLECTORS' PAPER.

THE PHILATELIC CHRONICLE AND ADVERTISER

1/- per Year; 24 word Advertisement, 6d.

EVERY ISSUE contains HUNDREDS of Advertisements of Wants, Offers, and Exchange from every part of the Globe. The **PHILATELIC CHRONICLE** is the most widely distributed Stamp Paper in the World.

FOR ONE SHILLING YOU MAY HAVE:—

P. C. & A. for One Year, or P. C. & A. for Six Months and 24 word Advertisement. Money preferred, but Mint and unused Stamps accepted, higher values if possible.

Specimen Free, but send the small Subscription and Advertisement straight away to save time.

PHILATELIC CHRONICLE (17th Year),
HANDSWORTH, BIRMINGHAM, England.

1/- per Annum; 24 word Advertisement, 6d.

Stamp Dealers' Directory. ("Nunn's Directory.")

Twentieth Edition, 1908-9.

Price, 6d.

The **CONTENTS** of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix. Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books,** and other Philatelic Specialities and Accessories.

PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to date of publication.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers,
CHAS. J. ENDLÉ & CO., Boscombe, Bournemouth. Telephone No. 956.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

ADVERTISE YOUR WANTS AND OFFERS!

We insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all *free* paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

The announcements in this column are not necessarily confined to those of a philatelic nature, but notices of exchange, sale, or purchase of any articles—domestic, scientific, artistic, literary, industrial, educational, etc.,—are inserted (provided they are not objectionable) for paid-up subscribers gratis. Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

SEVERAL THOUSAND English 1d. lilac at 6d. a thousand.—MISS NOEL, 156, Castellan Mansions, London, W. (83)

EXCHANGE RUSSIAN Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (84)

PHILATELIC JOURNALS for Sale by Weight. Good assortment. Per lb., 9d., carriage paid.—CHAS. J. ENDLE & Co., Boscombe. (85)

WANTED.—Wholesale consignments, current and obsolete Colonials. Submit at lowest price. A. W. TYRRELL, Stockwell, London. (86)

COLLECTORS should join "Universale" Stamp Exchange Club.—W. GIVEN, Philatelic Villa, Grena Road, Richmond, Surrey. (86)

SEND for our new Price List of Sets and Special Offers. Post Free.—W. JACOBY, 145, Fenchurch Street, London, E.C. Established 1884. (86c)

STAMPS

gathered by the Bethlehem Missions
all over the world.

ASK PRICES TO

LOUIS RENAUT, LAEKEN, BELGIUM.

POCKET DUPLICATE BOOKS.

This is acknowledged to be one of the cheapest
and best Books of its kind on the market.

Size $6\frac{1}{2} \times 4\frac{1}{2}$ inches, and will hold about 400 stamps. Contains 12 pages having four strips of linen, arranged horizontally, glued at the bottom edge and with the upper one open, for the retention and preservation of stamps. Large Pocket at back. Strongly bound in Cloth, with protecting flap and patent fastener.

Price 1/6 only, Post Free.

CHAS. J. ENDLE & Co., Boscombe, Bournemouth.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

SUBSCRIPTION 1s. [24 cents] per annum, post free, including (gratis) unused stamp with every issue.
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(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 87.

[SIXTEENTH YEAR OF PUBLICATION.]

APRIL, 1909.

PHILATELISTS OF TO-DAY.

We present the second of our series of portrait-sketches, the subject being Mr. Douglas McIntyre. As stated in our last CIRCULAR, we purpose confining these sketches, in the case of dealers, to representatives of firms who advertise in NUNN'S DIRECTORY or our other publications.



MR. DOUGLAS MCINTYRE.

The business carried on by Mr. Douglas J. McIntyre dates from the year 1897, previous to which date he was only a schoolboy. He was an ardent student of geography, and this induced him to collect stamps as a hobby. This combined knowledge enabled him to effect some keen bargains amongst his school-fellows, and he was to be seen continually bargaining with them. Consequently on leaving school he had a very keen knowledge of Philately, which at once decided his future career. He commenced business in a small way at Forest Hill, and within a year he had taken larger premises.

Owing to the continual increase in the Wholesale branch of the business, he decided to open premises at Honor Oak Park for the wholesale business only, confining his retail business to premises at Forest Hill. His unique system of world-wide advertising brought him into touch with several Foreign and Colonial Philatelists, and he now has authorised Agents in nearly all the Colonies, which enables him to purchase his stock first-hand to the benefit of his numerous clients.

The secret of his success is in the fact that he gives personal attention to all orders—however small.

He is also largely interested in The Risca Stamp and Philatelic Publishing Company, of Honor Oak Park, and The Honor Oak Park Stamp Company, also of Honor Oak Park.

Mr. McIntyre's favourite hobby is music, to which he devotes much of his spare time.

Extract from The Stamp Dealers of Great Britain:—"Mr. D. J. McIntyre's offers include some wonderful cheap mixtures of British and Colonial stamps. He estimates his regular stock at no less than twelve millions. . . . He is offering '£5 worth of stamps for £1' in the form of Wholesale Parcels for small dealers. These parcels are supplied as low as 2/6."

NOTES.

We make no apology for again calling our readers attention to the alteration in the title of our journal, which is now "ENDLE'S" PHILATELIC CIRCULAR instead of "Smyth's." We are anxious for the change of name to become known as widely as possible, inasmuch as the "new" CIRCULAR is not a new CIRCULAR in anything but its name.

We shall be glad to receive letters or comments from our readers on any current philatelic topics, and shall be happy to give publicity to any such communications as seem to be of general interest to stamp collectors or dealers.

In connection with that popular feature of the CIRCULAR, the Notes in Esperanto, it has struck us that it might still further encourage the study of the great auxiliary language if we were to invite readers to send in translations of the Notes; that is to say, the Esperanto Notes from the last issue of the CIRCULAR translated into English. Perhaps it might be possible to offer a prize quarterly for the best or most correct translation sent in. We should be glad to hear what our readers think of this suggestion.

These are days of international complications, of huge armaments, of severe commercial rivalry between nation and nation; and it seems important to promote international good-fellowship by every possible means. The spread of Esperanto is of the most undoubted value in this direction.

THE STAMP DEALER'S ECCENTRICITIES.

SOME months ago we published a few remarks on the peculiarities which seem almost inseparable from stamp dealing as a calling or occupation. We observed that a certain class of people refused to take the stamp dealer seriously, viewed as a business man; and we felt reluctantly compelled to endorse that view on account of the action of dealers in connection with our publication, "*Nunn's Directory*" of the stamp dealers of Great Britain. Our opinion has recently been confirmed by two remarkable letters that have been forwarded to us by a gentleman well known in philatelic literary circles in London. He writes under date January, 1909: "I have had occasion to circularize all the persons mentioned in your directory of stamp dealers, and I have had only two letters returned through the post. . . . There is a gentleman, however, Mr. —, who writes me that he has not been a stamp dealer for several years past. Yet another, Mr. —, seems to be very wroth (or very surprised, I cannot quite gather which) that his name should be included in a list of stamp dealers. He has written the enclosed letter to you, and asked me to forward same.

"I am telling you the foregoing facts for your own information, and not in any way for publication."

We think our correspondent cannot object to our publishing the above extracts from his letter (for which at the same time we wish to express our thanks), because the matter is obviously of some moment from our point of view. It has been said before that our *Directory* contains the names of persons who are not stamp dealers, whereas we always make particular efforts that it shall strictly constitute a list of "stamp dealers, all stamp dealers, and nothing but stamp dealers."

The letter enclosed and referred to by our correspondent, is from the north of England, and runs as follows: "Gentlemen, I note that my name has been published in the *Stamp Dealers of Great Britain* as a dealer. Please note that I am *not* a dealer, but a collector. I suppose you obtained my name from an advertisement I once inserted *re* some duplicates I wished to sell. I shall be glad if you will remove my name as a dealer from your future publications."

Now, this gentleman's name has appeared in the *Directory* for several years past, and each year, when engaged in compiling the new Edition, we have sent him the annual Correction Form, addressed to him at the address inserted in the book, at our expense, and prominently marked outside, "To be returned if not delivered," or words to that effect. We also print conspicuously on the Correction Forms, "Please return the form immediately," "Your attention is earnestly requested," and so on; yet all our appeals and notices are absolutely disregarded. Then a man has the sublime

effrontery to write in a "scolding" strain because we have re-inserted his name. In the name of common sense we ask, is it reasonable. As we have said before, it is impossible for us to know when an entry in the *Directory* is correct or not unless the dealer concerned will have the goodness to tell us.

In connection with some other observations of our own on philatelists and their ways, a correspondent writing to us in March adds some interesting testimony to ours. He says: "I notice your remarks *re* stamp collectors in your paper. I have collectors looking about here for bargains, and unless I offer them stamps at much less than auction prices they will not buy them. I now put all my best on exchange club sheets, and even then in three clubs I have joined there are complaints of substitution, one gentleman having a 15/- stamp substituted for a 1d. one. I find my good stamps sell very well in clubs, and have no bother haggling like a Whitechapel Jew with each customer—a proceeding I detest."

DIRECTORY OF STAMP COLLECTORS.

- Bradshaw, L., Ivydene, Witham, Essex.
 Coombs, E., 2, Addington Road, Stroud Green, London, N.
 Gleave, J., 21, Whalley Grove, Manchester, S.W.
 Halksworth, A. E., Bockhanger Cottage, Kennington, nr. Ashford, Kent.
 Hargreaves, B., Victoria Buildings, 61, Poulton Street, Kirkham.
 Harrop, H., 17, Wesley Street, Hadfield, nr. Manchester.
 Haynes, Miss L., 119, Clarendon Road, Holland Park, London, W.
 Heaton, R., 93, Durham Street, Newcastle-on-Tyne.
 Hebblethwaite, A. R., 92, Park Grove, Hull.
 Hill, H. T., 42, Union Street, Walsall.
 Holohan, F., 71, St. Ignatius Road, Dorset Street, Dublin.
 Horner, J. L., 28, Delamere Road, Levenshulme, Manchester.
 Horsfall, E., Thorn Lea, Roseneath Road, Urmston, Manchester.
 Hutton, W. H., 44, Dial Street, Leeds.
 Ingram, A. K., 58, Marine Parade, Sheerness, Kent.
 Jay, W., The Prairie, Lowestoft.
 Johnson, G. A., 20, Bradford Road, Keighley.
 Jones, W., 13, Lower Meyrick Street, Pembroke Dock.
 Jemmett, Rev. J. F., The Vicarage, Feltham, Middlesex.
 Kidd, Mrs. M., Northiam, Sussex.
 Keevil, A. H., 38, Bavent Road, Camberwell, London, S.E.
 Knox, B. D., Ardmillan, Caversham, Reading.
 Langan, P., 14, Gordon Street, Southport.
 Limpus, J. A., 85, Spring Road, Kempston, Bedford.
 Low, J. M., Kellyfield, near Dundee.
 Lockhart, Mrs. R. Elliott, The Hewke, Lockerbie, N.B.
 Lloyd, Mrs. Wilfrid, Eccleston Hill, Chester.
 Lloyd, Miss L. E., Woodburn, Crowborough, Sussex.
 Mathers, W. E., 2, Clanwilliam Place, Dublin.
 McBain, W. J., St. Andrew Street, Alyth, Perthshire.
 Meadows, B. A., 21, North Street, Wellingborough.
 Mercer, P., 12, Bruntsfield Avenue, Edinburgh.
 Millar, F. S., 64, Normanton Terrace, Newcastle-on-Tyne.
 Mitchell, A. G., Alicedene, Leigh-on-Sea.
 Morris, R., 56, Elmore Street, Essex Road, London, N.
 Maingot, A. J., Abbeydale, Mark Road, Bristol.
 McIntosh, P., 91, Arbroath Road, Dundee.
 May, R. E., 15, Athole Gardens, Kelvinside, Glasgow.
 Neave, W. E., 108, Ilbert Street, Harrow Road, London, W.
 Newman, E., Totteridge Park, Herts.
 Nottberg, Dr. P., 94, Meadow Street, Alexandra Park, Manchester.
 Schwar, C., 24, Clerkenwell Road, London, S.E.
 Scott, J., Tighnauilt, Innellan.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free.

ESPERANTO.

De la tempo, kiam laste aperis niaj Esperanto-notoj en la CIRKULERO de Oktobro 1908, la lingvo internacia ŝajne faris bonan progreson diversmaniere, kaj tio okazis malgraŭ kelkaj rimarkindaj atakoj kontraŭ ĝi faritaj de la partianoj de la tiel nomata "kontraŭula" lingvo "Ido." Laŭ nia juĝo, Esperanto ne multe devus timi Idon, sed ŝajnas bedaŭrinde, ke oni faras ian penon por malfortigi la influon de Esperanto, kiu jam plene pruvis sian valoron kaj kapablecon tra la tuta mondo.

Ni ricevis ekzempleron de Esperanta gazeto eldonita en Leipzig, titolita "La Spritulo," kiu plejparte havas ridigan tonon. Ni gratulas S-ron R. Bresch, la Redakton, pro la bonega gazeto kiun li produktas. La adreso de *La Spritulo* estas 31, Koernerstrasse, Leipzig.

La filatela sezono de 1908-9 nun klare ekfiniĝas. Ĝi estis kontentiga kaj rimarkinda pro multa interkomerco kaj ĝenerala progreso. La recenta Filatela Kongreso en Manchester, kiu havis rilaton kun la sukcesa Filatela Ekspozicio okazinta en tiu urbo, diskutis, inter aliaj aferoj, la demandon pri Memorigaj Eldonoj de Poŝtmarkoj, kaj priskribis tiajn markojn kiel unu el la plej grandajn bedaŭrindaĵojn, kiujn havas la kolektistoj. Oni proponis ke la ĉefaj Filatelaj Societoj de la mondo faru petskribon al la Universala Poŝta Unio pri la afero.

Kelkaj poŝtmarko-firmoj nun disdonas siajn pograndaĵajn listojn laŭ plimalgranda amplekso. Estas interese rimarki, ke la kaŭzo de tio estas, laŭdire, ne la malbona stato de la komercado—sed kontraŭe, la plibonigado de la komerco, per kio, provizoj de multaj malnovaj eldonoj ĉe la vendistaro rapide elĉerpigis. Pro tio, kredeble, la prezoj plialtiĝos la sekvantan sezonon.

"NUNN'S DIRECTORY," 20TH EDITION.

The Philatelic World (December, 1908) says:—"This is a handy little Guide to the Stamp Dealers of this country, and should be on the desk of every desk of every stamp collector. It seems to be very comprehensive, and quite up-to-date."

The Philatelic Exchange and Mart says:—"Philately has now attained so world-wide an interest, and spread itself in a sphere of so large a popularity, that it would not be complete without a Directory of the Stamp Dealers of Great Britain. To this end the little book is of paramount importance. Containing as it does an alphabetical index of Dealers in Great Britain, should be enough to secure it a large circulation. But apart from this it has also reference to Foreign Dealers, while the localities of both British and Continental businesses are also alphabetically listed. It is also a Stamp Collectors' Guide and a Directory to Manufacturers of Albums, Dealers in Bric-a-brac, and makers of Philatelic Specialities. As an advertising medium, the book is its own recommendation, and seeing that it has already reached its 20th Edition, no doubt can exist that it has firmly established itself in the Stamp Collecting World and deserves every encouragement both for its Directory information and for its advertising columns."

The Stamp Lover (January, 1909) says:—"This old-established Directory, now in its twentieth Edition, is the only reference book of its kind in this country, and is doubtless of considerable service to all having many dealings with the trade. Messrs. Endle offer all philatelic workers a useful convenience in maintaining this little Directory up-to-date."

PHILATELIC EMPLOYMENT BUREAU.

ON page 44 of the current (1907-8) Edition of NUNN'S DIRECTORY we published the following announcement under the heading, "A Point of Importance to Stamp Dealers."

EMPLOYMENT REGISTRY.—Chas. J. Endle and Co. will be pleased to enter names and addresses of persons seeking employment as clerks, assistants, etc., in Stamp Dealers' offices or shops. Registration for a nominal fee only, and no commissions charged unless business results. Letters of inquiry as to terms, etc., should contain reply postage.

BRITISH SOUTH AFRICA.

"The British South Africa Company, founded by Mr. Cecil Rhodes, was first established in the territory now generally known as Mashonaland with the permission of King Lobengula who, up to 1887, was the most formidable native chieftain south of the Zambesi. The great find of gold in the Transvaal in 1885-6 brought, however, so many white adventurers to Mashonaland that Lobengula accepted the protection of Great Britain, as against Germany, Portugal, and the South African Republic, and the territory was secured, under Royal Charter, to the British South Africa Company in 1889. Mashonaland and Matabeleland, which was later acquired by the Company, are now, together with Northern Zambesia, commonly known as Rhodesia.

"Postage stamps were first issued in 1891, 'British South Africa Company' being inscribed upon a scroll, above the elaborate arms of the Company, which are supported by two antelopes, or spring-boks, and surmounted by the British Lion holding an ivory tusk in its right fore paw. Below, upon a corresponding scroll, are the words, 'Justice, Freedom, Commerce.' Several of these pretty little stamps are printed in two colours, and two of the higher values were surcharged with fresh numerals of value in 1891. They were succeeded in 1896 by a handsome issue of larger stamps, the arms of the Company being printed in one colour and the values in white upon a contrasting colour. In 1898 this type was re-engraved, and the distinction between the two issues is to be found in the scroll containing the motto, the ends of which turn back in the more recent issue instead of crossing the legs of the antelopes.

"In 1898 a new series much resembling in design the first issue of small stamps, but with figures in the upper corners, was commenced, and concluded in 1903. The pound values in both these issues are of a larger size than the lower values.

"The provisional stamps used at Buluwayo, when the Matabele war cut off fresh supplies in April 1896, consisted of the 3d, 4s, 5s, stamps of the first issue surcharged with fresh values, and seven Cape stamps bearing the surcharge 'British South Africa Company.'

"In 1905 a series of six oblong stamps, depicting the 'Victoria Falls,' was issued to commemorate the visit of the British Association to Rhodesia, and the opening of a bridge across the Zambesi River."

The above is extracted from *Countries and Stamps*, an interesting and instructive work by Harriet C. Colville. The book complete, comprising 128 pages, bound in cloth, can be obtained for 2/6, post paid, from the publishers, Chas. J. Endle & Co. It is announced that a new issue of stamps, inscribed "Rhodesia," instead of "British South Africa Company," will shortly appear. All the previous issues will thus become increasingly scarce and valuable, and additional attention will undoubtedly be drawn to the B.S.A. Co's handsome and interesting stamps.

DEATH OF MR. E. J. NANKIVELL.

WE record with much regret the death of a very celebrated philatelist, Mr. Edward J. Nankivell, of Croydon, who passed away on March 18th. He occupied a prominent position in journalism, and had been an enthusiastic stamp collector for many years, and was probably very widely known amongst the younger philatelic generation for his writings in the *Captain*, the weekly paper *Hobbies*, and as Editor of the *Postage Stamp*. Mr. Nankivell, a clever and genial Cornishman, has lent a guiding and helpful hand to thousands of juvenile philatelists, and to not a few older ones. His loss to the world of philately will undoubtedly be very great.

UNUSED STAMP.

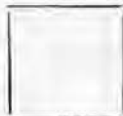
Subscribers who have asked for it will please find over this notice an unused New Hebrides on Fiji Is., 1909, 1d., carmine.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 4d. each (postage extra).

Approval Selections

of all kinds of Stamps are sent to
— any address on application. —

STAMPS

PRICED AT

VERY LOW RATES,

— FROM —

One Halfpenny to Five Shillings

EACH AND UPWARDS.

You are invited to write for a selection on approval,
stating your requirements.

CHAS. J. ENDLE & Co., Boscombe, Bournemouth.

EVERY DEALER should have my ILLUSTRATED PRICE LISTS

—OF—

Extraordinary Bargains in Australasian Stamps

All FINE copies at ABSOLUTELY THE CHEAPEST prices possible.

My Stock is a very large one, and Dealers unknown to me should write for these
Lists which will be sent Post Free.

T. H. NICOLLE, Postage Stamp Merchant,
14, HUNTER STREET, SYDNEY, N.S.W.

18 Years at the same address.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

WANTED—REPRESENTATIVES!

EACH year, in the preparation of NUNN'S DIRECTORY, we send out Correction Forms to all the persons and firms whose names appeared in the previous Edition, and to other parties whom we have reason to believe have started in the business during the year; but only about ten per cent. of the Forms are returned to us. We are thus left entirely without information respecting the remainder of the supposed dealers; for beyond a certain proportion of our circulars which are returned through the Post Office marked "Gone Away," etc., we never hear or know anything of the rest of them. It may be suggested that if we provided stamped envelopes for reply, more of the Forms would come back to us; but we do not think so. Common-sense seems to declare that it is not the want of a half-penny or a penny postage stamp that causes the non-return of our Form.

We are, however, very desirous of remedying this state of affairs, and to this end we wish to appoint local agents or representatives, who will act for us in their districts and call personally on the dealers, in order to ascertain, if possible, why no notice is taken of our circulars; also to solicit orders for copies of the DIRECTORY, and for advertisements to appear therein. We require a representative in every district of London and in all large cities and towns, and in other places where a centre could be established for reaching members of the stamp trade. The work will not be heavy; the appointment should prove useful to local business men such as, for example, insurance agents and others, who may find our agency a valuable introduction to prospective clients. We are open to consider applications from ladies as well as men; but persons under a suitable age will not be eligible. We are prepared to quote liberal terms to our representatives.

To avoid unnecessary correspondence, we shall be much obliged if only those with serious intentions will write us on the subject, and we cannot undertake to reply to any applicant in the first instance unless a stamped addressed envelope is forwarded. The work of looking up dealers and others for the next Edition of the DIRECTORY need not commence until August or September; and in the meantime if any applicant is likely to be visiting Bournemouth we should be very glad to have the opportunity of a personal interview.

CHAS. J. ENDLE & Co.

Stamp Dealers' Directory. ("Nunn's Directory.")

Twentieth Edition, 1908-9. **Price, 6d.**

The CONTENTS of this Standard Work include:

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix, Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books,** and other Philatelic Specialities and Accessories.

PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to date of publication.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, CHAS. J. ENDLE & Co., Boscombe, Bournemouth. Telephone No. 956.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

ADVERTISE YOUR WANTS AND OFFERS!

We insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all free paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

The announcements in this column are not necessarily confined to those of a philatelic nature, but notices of exchange, sale, or purchase of any articles—domestic, scientific, artistic, literary, industrial, educational, etc.—are inserted (provided they are not objectionable) for paid-up subscribers gratis. Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

EXCHANGE RUSSIAN Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (84)

PHILATELIC JOURNALS for Sale by Weight. Good assortment. Per lb., 9d., carriage paid.—CHAS. J. ENDLE & Co., Boscombe.

WANTED.—Wholesale consignments, current and obsolete Colonials. Submit at lowest price. A. W. TYRRELL, Stockwell, London. (85)

COLLECTORS should join "Universale" Stamp Exchange Club.—W. GIVEN, Philatelic Villa, Grena Road, Richmond, Surrey. (86)

SEND for our new Price List of Sets and Special Offers. Post Free.—W. JACOBY, 145, Fenchurch Street, London, E C Established 1884. (86c)

BREAKING Collection: 100 different Foreign and Colonial, used, unused, 1/- JOHNS, Moorside Road, Heaton Chapel, Lancashire (87)

POCKET DUPLICATE BOOKS.

This is acknowledged to be one of the cheapest and best Books of its kind on the market.

Size 6½ x 4½ inches, and will hold about 500 stamps. Contains 12 pages having four strips of linen, arranged horizontally, glued at the bottom edge and with the upper one open, for the retention and preservation of stamps. Large Pocket at back. Strongly bound in Cloth, with protecting flap and patent fastener.

Price 1/6 only, Post Free.

CHAS. J. ENDLE & Co., Boscombe, Bournemouth.

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR. No charge is made for the insertion of Reports.

ENDLE'S Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 88.

[SIXTEENTH YEAR OF PUBLICATION.]

JULY, 1909.

PHILATELISTS OF TO-DAY.

THE subject of our sketch this quarter is Mr. Lewis May, the principal in the well-known firm of Lewis May & Co.

We are confining this series of portrait-sketches, where dealers are concerned, to firms advertising in NUNN'S DIRECTORY or our other publications.

Mr. L. May was born in London (appropriately enough, in the month of May!) in 1871. Having no desire to follow the business of his father—a theatrical costumier—he secured an engagement with a firm of London stamp dealers, with whom he remained fifteen years, thus gaining a thorough philatelic training and at the same time getting into touch with the leading philatelists. On leaving this firm Mr. May started business for himself at 15, King William Street, Charing Cross, and he now owns an extensive and well-established connection, thanks to advertising largely and thereby becoming known throughout the world as a large buyer of collections and wholesale parcels.

This firm's packet trade is very extensive, and they also hold a very fine stock of medium stamps. In 1906 they brought out the "King William" Pocket Duplicate Book, of registered design, consisting of 6 leaves and 24 slits, bound in linen, and capable of holding a large number of stamps. This work has been highly spoken of by the philatelic press and collectors. Messrs. May receive large consignments of stamps from all parts of the world, and are

continually sending merchandise in exchange. The illustration representing the exterior of the firm's premises has been a feature of the advertisement pages of NUNN'S DIRECTORY for several years past, and will be familiar to all readers of that publication.

Mr. Lewis May is a hard worker, and he says, on the subject of recreation, "My hobby is my business"; and we understand that the winter evenings usually find him busy in his study arranging new stock. During the summer months the River Thames claims much of his leisure, in boating, fishing and swimming.

Messrs. May & Co. are shortly taking up wholesale business, and they hope to have their first Wholesale List ready next season.

NOTES.

PERHAPS it is as well that we should repeat once again that the alteration in the name of our CIRCULAR to "ENDLE'S" PHILATELIC CIRCULAR instead of "Smyth's" is a change of name only, and has nothing whatever to do with the contents or conduct of the publication. Each successive issue of the CIRCULAR comes under the notice of fresh readers, whose eyes may be unaccustomed to the change of title, for our journal has been in existence for several years, and has become well-known in the philatelic world.

In this connection, and on account of the great interest now being shown in philatelic literature, which leads to a number of enquiries from various correspondents, we think it advisable to give a recapitulation of the back history of our CIRCULAR. It was published as a monthly journal, under the title *The Monthly Post and Stamp World* from October, 1893, to March, 1897. The last named issue was numbered "39"; and publication was suspended until June in that year, when the first issue of *Smyth & Co.'s Philatelic Circular*, numbered "40," appeared in the octavo form which has been retained up to the present time. This was shortened to *Smyth's Philatelic Circular* in March, 1900, No. 51; and now, in the year 1909, "ENDLE'S" has taken its place.

Our quarterly "portrait-sketches" of philatelists are proving increasingly popular. We very much dislike dropping anything once taken up, and we can assure our friends that our best endeavours will be made to ensure the continuance of the series. We shall be glad if our readers will do their best to bring the CIRCULAR to the notice of friends interested in this feature.

ECCENTRICITIES OF STAMP DEALING.

It is very evident that the remarks which we have recently published on the subject of the "Eccentricities" of the Stamp Dealer have aroused widespread interest. And perhaps this is not so much to be wondered at, for anyone who takes the trouble to look into the matter must surely admit that there are features connected with stamp-dealing as a trade or profession which are unlike almost all other callings. It has been our object, in the articles we have published, to endeavour to find out why these special features should exist.

One of the most remarkable points in connection with the question—and one which touches us very closely indeed—is the behaviour of stamp dealers towards us as publishers of the recognised trade Directory of stamp-dealing firms in this country. Why on earth should it be, we ask, that stamp dealers, as a class, should show so little interest in their own special Directory which aims at reflecting, year by year, the state of the stamp business in the United Kingdom?

Since our April CIRCULAR appeared an esteemed correspondent who has had considerable experience as a philatelic publisher, and whose opinion is undoubtedly of value, has written to us as follows:—"With reference to the Directory, one would imagine that it would be to the interest of the trade, or at least to some of the wholesale traders, to co-operate with you in compiling an accurate and complete list, but my personal experience of the *cult*, as a publisher, is that no help need be expected or looked for."

For our own part, of course it would be unreasonable to say that *no* help or interest is shown in our work and efforts on behalf of the DIRECTORY; for there are some firms—the few brilliant exceptions to the rule—who, as we have said, render the most courteous assistance in the matter, which fact we most gladly and gratefully acknowledge; but the number of them is so small. Indeed, the total of the dealers who take any notice whatever of the forms sent to them averages about 10 per cent only. Why it should be so we are utterly at a loss to understand; and it is evident that our bewilderment is shared by many others whose experience has been similar to our own.

There is another extraordinary feature of the stamp business which has often struck us, though we do not think we have publicly referred to it. It is in connection with the wholesale trade. As is well known, there are certain firms who concern themselves with dealing in stamps at wholesale rates, and they issue their "Wholesale

price Lists." It is apparently the invariable rule of these firms to state prominently on their Lists, "Terms strictly Cash with Order"; "Cash with Order only," and so on; and they frequently intimate further that "No notice is taken of orders not accompanied by Cash." This seems to stamp—no pun intended—all the stamp-dealing fraternity as frauds, or at all events as men on the verge of bankruptcy; and we cannot imagine why this should be. It seems inadvisable to enlarge on the point; but we think reasonable credit might be allowed to respectable firms in the stamp trade, as in other businesses.

THE MYSTERIOUS LABEL.

IN OUR CIRCULAR of last January we referred to an address label, apparently of foreign origin, which reached us on certain postal packets. We drew attention to the drolleries of the printed inscription on the label, but were unable to trace its source in any way. Copies of the same label still continue to come in; but recently we noticed that an esteemed Berlin correspondent had endeavoured to amend the address by striking out "Cambell" Road and substituting "Donouchamore" Road! Now we never heard of "Donouchamore" Road, but this was evidently an honest attempt to get the direction correct, and it proved that at least one of our correspondents had paid us the compliment of trying to improve on the address. We still have no definite knowledge as to the origin of the labels, and should be grateful to anyone who could kindly give us the information.

NEW HEBRIDES CONDOMINIUM.

WITH OUR last CIRCULAR the "free stamp" which we give to certain of our postal subscribers, was a Fiji Islands penny carmine, King's head issue, overprinted "New Hebrides, Condominium." From the latest number of the *New Zealand Collectors' Exchange* we take the following reprint of the Official Notice respecting the opening of the Condominium Post Office and the issue of these very interesting stamps. The notice runs:—

(1) On and after the first day of December 1908, stamps of the issues of New South Wales and New Caledonia respectively shall cease to be affixed to letters, etc., transmitted to places in and beyond the New Hebrides through the Condominium Post Office, and postage on such letters, etc., shall be prepaid only by affixing stamps of the issues of the Fiji and New Caledonia surcharged with the inscription "New Hebrides Condominium" or "Nilles. Hébrides," or by such other stamps as the Resident Commissioners may from time to time by notification direct.

(2) On and after the first day of December 1908, any letters, etc., transmitted through the Condominium Post Office to places in and beyond the Group, bearing stamps other than those directed by the Resident Commissioners, shall be considered unpaid and postage of double deficiency shall be payable, and such surcharge shall be marked on the article at the office of origin.

(3) All moneys received from the sale of stamps at the Condominium Post Office shall be credited to the funds of the joint administration.

(4) Interim use of surcharged Fiji stamps authorised:

Stamps of the Colonies of Fiji imprinted with the words "New Hebrides Condominium" may be used from the date of this regulation to the first day of December, 1908, concurrently with those of N.S.W. and New Caledonia, for the prepayment of postage on correspondence with places in and beyond the Hebrides.

Published and exhibited, etc., this twenty-ninth day of October, 1908,

For His Britannic Majesty's Commissioner:

(Signed) M. KING.

For the High Commissioner of the French Republic:

(Signed) CH. NOUFLARD.

Our readers will note that the Fiji surcharges were only available for postage up to December 1st, 1908.

SIND PHILATELIC SOCIETY.

The Sixth Meeting was held at the Y.M.C.A. Rooms, Karachi, on Tuesday, 11th May, 1909, at 7.30 p.m. There were present: Mr. Framroze E. Panthakey, President in the chair, Messrs. E. A. Pearson, D. J. Sicé, J. Woodsell, B. J. H. Somake, Hon. Secretary, and others. The minutes of the last meeting were read and confirmed. Mr. T. M. Moses, of Messrs. David Sassoon & Co., Bombay, was elected a corresponding member.

A memorial to H. E. The Governor-General in council was drafted by the Honorary Secretary and put before the meeting; the memorial deals with the abolishing of the 5% customs duty at present levied by the authorities on the fancy prices of stamps. It was decided to invite the co-operation of other societies, especially the Indian Philatelic Society, and then approach Government. The Home Societies and dealers who are also affected by this most unreasonable taxation should, the members were of opinion, move in the matter also.

The Hon. Secretary moved whether the chalky paper, King's Head, M.C.A. should be catalogued as a separate issue. After little discussion, in which the members were of opinion that this step only meant further embarrassment to the young collector the beginner and even the advanced collector, and it is distinctly a blockade in the path of stamp collectors. It was finally proposed by Mr. E. A. Pearson and seconded by Mr. D. J. Sicé, "that in the opinion of this Society the Chalky Paper should be ignored by stamp collectors as a separate issue."

The day and hour of meeting was changed from second Tuesday in the month at 7.30 p.m. to first Friday in the month at 8 p.m.

The meeting closed with a vote of thanks to the chairman.

B. J. H. SOMAKE, *Hon. Secretary,*
Sind Philatelic Society.

DIRECTORY OF STAMP COLLECTORS.

- Barnes, Oswald, 168, Brecknock Road, London, N.
 Bedwell, J. K. D., Branksome, Hills Road, South Cambridge
 Carter, A., Sawston, Cambridgeshire.
 Close, Miss I. A., Thornbury, East Liss, Hants.
 Croot, G. E., 43, Argyll Street, Kettering.
 Dain, H. T., Ercall Place, Church Road, Penn Fields, Wolverhampton.
 Eastwood, J. L., 169, Ferme Park Road, Hornsey, London, N
 Ferguson, J., Hesleyside Gardens, Bellingham, North Tyne, Northumberland.
 Grossman, E., 12, Alfred Place West, South Keenington, W.
 House, C. W., Merton Villa, St. Thomas's, Exeter.
 Jutsum, W. A., 371, Cowbridge Road, Cardiff.
 Knox, B. D., Ardmillan, Caversham, Reading.
 Law, H., 89, Westgate, Wakefield.
 Moore, Jas., Belle Vue House, Coatham, Redcar, Yorks.
 Morten, W. V., The Drive, Roundhay, Leeds.
 Nightingale, F., 51, Vicarage Road, Smethwick, Birmingham.
 Phillips, C. J., 37, Flanders Road, Chiswick, W.
 Potter, R. W., Sunnyside, Winchester.
 Porter, F. S., University College, Oxford.
 Randall, S. C., 2, Jubilee Terrace, The Baulk, Biggleswade.
 Roberts, E., 31, Pym Street, Nottingham.
 Rondel, E. J., Grève d'Azette, St. Clement's, Jersey.
 Russell, J. W., 64, Northumberland Park, Tottenham, N.
 Stower, B. H. R., The Vicarage, Sudbury, Suffolk.
 Thomas, B., Marple, Stockport.
 Waring, A. J., 34, Great Ormond Street, Russell Square, London, W.C.
 Woods, T., Cocksmill Green, Writtle, Chelmsford.
 Worthington, Mrs., 7, Lancaster Road, Birkdale, Southport.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free.

IN FESTIVE GARB.

Two well-known stamp journals have issued special "Jubilee" Numbers quite recently, copies of which reached us within a day or two of each other. They are respectively the English *Stamp Lover* and our Amsterdam contemporary *De Nederlandsche Philatelist*.

The Stamp Lover, which as our readers doubtless know, is the organ of the Junior Philatelic Society, brought out this special issue, dated June, to commemorate the Exhibition of American Stamps at the "Golden West" Exhibition at Earl's Court, which is open from May to October this year. The full title of the Exhibition is the Golden West and American Industries Exhibition—and oh, how thankful we feel that that Americarose monstrosity, "Exposition," is barred in this instance!—and the Junior Philatelic Society of London organised a special section devoted to a display of the postage and revenue stamps of the United States. In this issue of the *Stamp Lover* a most interesting account of the affair is given by Mr. H. H. Harland. The magazine also contains pictures of the dealers' stalls at the Exhibition. The number is clothed in a gorgeous cover representing the "Stars and Stripes" flag, printed in red, white and blue.

De Nederlandsche Philatelist has its special number dated May, and it is commemorative of the International Philatelic Exhibition held at Amsterdam in June, which we referred to in our CIRCULAR of January last (page 3). It was by a happy chance that this special issue coincided so nearly with the happy event which recently brought so much joy to our Dutch friends—namely, the birth of the Princess of the Netherlands. An article on the stamps of Holland, with, we suppose, special reference to the event, appears in this number of the *N. P.*, illustrated with a charming portrait of her Majesty Queen Wilhelmina holding the infant princess in her arms. Two articles in English—"Crete," by B. W. H. Poole, and "The Enjoyment of Philately," by F. J. Melville—are also included.

WANTED—REPRESENTATIVES!

EACH year, in the preparation of NUNN'S DIRECTORY, we send out Correction Forms to all the persons and firms whose names appeared in the previous Edition, and to other parties whom we have reason to believe have started in the business during the year; but only about ten per cent. of the Forms are returned to us. We are thus left entirely without information respecting the remainder of the supposed dealers; for beyond a certain proportion of our circulars which are returned through the Post Office marked "Gone Away," etc., we never hear or know anything of the rest of them. It may be suggested that if we provided stamped envelopes for reply, more of the Forms would come back to us; but we do not think so. Common-sense seems to declare that it is not the want of a half-penny or a penny postage stamp that causes the non-return of our Form.

We are, however, very desirous of remedying this state of affairs, and to this end we wish to appoint local agents or representatives, who will act for us in their districts and call personally on the dealers, in order to ascertain, if possible, why no notice is taken of our circulars; also to solicit orders for copies of the DIRECTORY, and for advertisements to appear therein. We require a representative in every district of London and in all large cities and towns, and in other places where a centre could be established for reaching members of the stamp trade. The work will not be heavy; the appointment should prove useful to local business men such as, for example, insurance agents and others, who may find our agency a valuable introduction to prospective clients. We are open to consider applications from ladies as well as men; but persons under a suitable age will not be eligible. We are prepared to quote liberal terms to our representatives.

To avoid unnecessary correspondence, we shall be much obliged if only those with serious intentions will write us on the subject, and we cannot undertake to reply to any applicant in the first instance unless a stamped addressed envelope is forwarded. The work of looking up dealers and others for the next Edition of the DIRECTORY need not commence until August or September; and in the meantime if any applicant is likely to be visiting Bournemouth we should be very glad to have the opportunity of a personal interview.

CHAS. J. ENDLÉ & Co.

ESPERANTO.

Ni tre kontente konstatas ke niaj artikoloj en Esperanto eldonitaj kvaronjare plaĉadas al niaj legantoj. Estas agrable pensi, en la nuna tempo de maltrank vileco kaj internacia konkurenco, kiam oni konstruas multajn "Dreadnought" ojn, k. t. p. ke ekzistas perilo, kia estas Esperanto, por kontraŭstari la emon al malpaco ŝajne ĉiean ĉi almenaŭ en Eŭropo.

Ni ne kredas je la doktrino kiu celas "pacon je kiu ajn prezo," kaj eble estas konvene ke, pretadece por milito estas mem garantio de paco, sed estas tre grave, ke la nacioj pli intime interkonu sin, kaj komprennu unu la alian. Ni kredas ke Esperanto faras multon por starigi tiun staton de aferoj.

Poŝtmarko-kolektantoj, kiuj ŝatas Britkoloniajn markojn devus nun speciale atenti pri Suda Nigero, se ili ne ankoraŭ havas plenan kolekton de tiuj poŝtmarkoj. Estas pli ol okdek specoj enkalkulante la eldonojn de la "Oil Rivers Protectorate," kaj kelkaj el ili baldaŭ fariĝos tre valoraj. La multaj "duonpencaj" poŝtmarkoj de 1893-4 supertaksitaj estas tre kuriozaj kaj interesaj. Nia legantaro devus tre zorge ekzameni kaj konservi ekzemplerojn de ili vidatajn.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, w.c.

Stamp Dealers' Directory. ("Nunn's Directory.")

Twentieth Edition, 1908-9.

Price, 6d.

The **CONTENTS** of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix. Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books**, and other Philatelic Specialities and Accessories.

PUBLISHERS of **PHILATELIC WORKS**. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to date of publication.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, **CHAS. J. ENDLÉ & Co.**, Boscombe, Bournemouth. Telephone No. 956.

UNUSED STAMP.

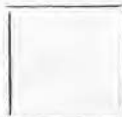
Subscribers who have asked for it will please find over this notice an unused British Central Africa (King) rd., carmine (on chalky paper).*

The free stamps are not given away with back numbers.

NOTE!—This **CIRCULAR** is the **ONLY** publication in existence which gives away **UNUSED** stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 4d. each (postage extra).

Approval Selections

of all kinds of Stamps are sent to
— any address on application. —

STAMPS

PRICED AT

VERY LOW RATES,

— FROM —

One Halfpenny to Five Shillings

EACH AND UPWARDS.

You are invited to write for a selection on approval,
stating your requirements.

CHAS. J. ENDLE & Co., Boscombe, Bournemouth.

EVERY DEALER should have my ILLUSTRATED PRICE LISTS

—OF—

Extraordinary Bargains in
Australasian Stamps

All FINE copies at ABSOLUTELY THE CHEAPEST prices possible.

My Stock is a very large one, and Dealers unknown to me should write for these
Lists which will be sent Post Free.

T. H. NICOLLE, Postage Stamp Merchant,
14, HUNTER STREET, SYDNEY, N.S.W.

18 Years at the same address.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

ADVERTISE YOUR WANTS AND OFFERS!

We insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all free paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

The announcements in this column are not necessarily confined to those of a philatelic nature, but notices of exchange, sale, or purchase of any articles—domestic, scientific, artistic, literary, industrial, educational, etc.—are inserted (provided they are not objectionable) for paid-up subscribers gratis. Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

EXCHANGE RUSSIAN Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (88)

PHILATELIC JOURNALS for Sale by Weight. Good assortment. Per lb., 9d., carriage paid.—CHAS. J. ENDLE & Co., Boscombe.

WANTED.—Wholesale consignments, current and obsolete Colonials. Submit at lowest price. A. W. TYRRELL, Stockwell, London. (85)

COLLECTORS should join "Universale" Stamp Exchange Club.—W. GIVEN, Philatelic Villa, Grena Road, Richmond, Surrey. (86)

SEND for our new Price List of Sets and Special Offers. Post Free.—W. JACOBY, 145, Fenchurch Street, London, E.C. Established 1884. (86c)

BREAKING Collection; 100 different Foreign and Colonial, used, unused, 1/- JOHNS, Moorside Road, Heaton Chapel, Lancashire (87)

WANTED.—The "Stamp Bourse," Liverpool, 1908. Also other philatelic literature, old or current, cash or exchange.—H. CLARK, Malta House, Angmering, Worthing. (88)

FOR SALE.—Collection 150 United States Postage and Fiscals, &c., in special album; post free, 12/-.—BICKERS, Loretto, Glasheen, Cork. (88)

POCKET DUPLICATE BOOKS.

This is acknowledged to be one of the cheapest and best Books of its kind on the market.

Size $6\frac{1}{2}$ x $4\frac{1}{2}$ inches, and will hold about 450 stamps. Contains 12 pages having four strips of linen, arranged horizontally, glued at the bottom edge and with the upper one open, for the retention and preservation of stamps. Large Pocket at back. Strongly bound in Cloth, with protecting flap and patent fastener.

Price 1/6 only, Post Free.

CHAS. J. ENDLE & Co., Boscombe, Bournemouth.

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR. No charge is made for the insertion of Reports.

ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 89.

[SIXTEENTH YEAR OF PUBLICATION.]

OCTOBER, 1909.

PHILATELISTS OF TO-DAY.

"THE Romance of Philatelic Auctioneering" would, we imagine, form a good subject for a lengthy article, for "auctioneering" as a branch of philately was unknown until a few years ago. Then it gradually came into vogue; and now some of the greatest and oldest firms of auctioneers pay considerable attention to the once-despised postage stamp. But we believe there is only one firm of any importance which devotes itself entirely to philatelic auctioneering—at all events in London—namely, Messrs. Harmer, Rooke & Co. We have much pleasure in giving our readers a few brief notes respecting this well-known business.



MR. ERNEST HARMER,
proprietor of Harmer, Rooke & Co.

Its present proprietor, Mr. Ernest Harmer, whose portrait appears on this page, purchased the business in 1905, when it was carried on as Martin, Ray & Co. It had then been established four years, during which time 79 stamp sales had been held; but during the four years under the new management the sales held number 317—a result which speaks volumes for the enterprise of its managers. Some detailed figures of the firm's work for the past season appear in the new NUNN'S DIRECTORY under "The Stamp Buyer's Guide," but it may be mentioned here that this season, for the first time, Mr. Harmer has started three days' sales, and in one week (viz. on October 4th, 5th, and 6th) 1083 lots were sold. He is the

only stamp auctioneer holding sales each week; and for the benefit of collectors he introduced Saturday sales.

Mr. Harmer runs his business on the principle of "prompt turnover," that is to say, whilst most auctioneers require two months before offering lots, he offers them seven days after receipt and makes settlements seven days after sale. Like most successful business men, Mr. Harmer believes in broadcast advertising; his announcements have appeared in over a million and a half novels in one season, as well as in Indian, German, French, Dutch and Italian journals.

In 1907, the firm removed to their present premises at 69, Fleet Street, taking a whole floor, which was converted into a large auction room seating 50 or 60 people, and two offices—they thus possess the unique advantage of having Offices and Sale rooms under one roof.

Mr. Harmer loves stamps—of course that goes without saying; he is also fond of music; beyond this, however, he has little time for the indulgence of hobbies, as the business absorbs practically all his leisure, including evenings. Prior to entering the stamp world he was accountant to a large Electrical Company, and is at the present time a Fellow of the Central Association of Accountants.

We are confining this series of portrait-sketches, where dealers are concerned, to representatives of firms advertising in our various publications. The following have appeared. CIRCULAR No. 86, Mr. E. Abel-Aston; No. 87, Mr. D. J. McIntyre; No. 88, Mr. Lewis May.

OUR DIRECTORY OF COLLECTORS.

THE seventh instalment of our Directory of Stamp Collectors in the United Kingdom appears in the present issue of the CIRCULAR. As the list lengthens, and the number of names published necessarily increases, we find that corrections are needed, some names must be removed, and addresses altered and revised. We give below a few such corrections which have come under our notice, and we shall be much obliged if any of our readers will kindly assist us in maintaining the correctness of the Directory by notifying us of any inaccuracies they may discover. Any assistance thus given will be acknowledged by name in the CIRCULAR, if desired. In any case corrections should be authenticated by the sender's name and address.

We shall be pleased to receive the names of any collectors which have not yet appeared who desire insertion in the Directory.

"ERRATA AND CORRIGENDA."

No. of Circular.	Page.	Line.	Correction.
84	.. 22	.. 8	For Birkley read Birkby.
85	.. 29	.. 21	Add No 29, West Netherton Street.
88	.. 20	.. 5	Address: Edward Villas, Ouse Walk, Huntingdon.

A VERTICAL PAIR.

[EDITORIAL NOTE. Some readers of the CIRCULAR may remember the occasional contributions of "Our Special Reporter" which appeared several years ago. The following is another of the same series which has been reposing in some nook or cranny of our office, and we feel it ought no longer to be withheld from the world. Therefore it will be a relief to us to discharge the solemn responsibility of its publication, and we trust our readers will duly appreciate the occasion.]

Mr. Wilhelm Nuszbaum, the great London stamp dealer, was seated in a compartment of a railway train which was on its way through the pleasant fields of Kent. On stopping at a station a thin, thoughtful looking man entered and took a seat opposite to him, the only other occupant of the compartment being a young man with inscrutable features who sat at the other end buried in a newspaper.

Now, Mr. Nuszbaum never travelled without a small selection from his choicest stockbooks. For he knew that stamp collectors are met with in the most unlikely places, and no matter where he might be, Mr. Nuszbaum was not disposed to turn away good business. Observing from a close examination of his opposite neighbour that he might be a philatelist—owing to his intelligent appearance—Mr. Nuszbaum produced his pocket-book and ostentatiously extracted some of its contents. He had a magnificent vertical pair of the first issue of stamps of the Tinot Islands, which he had purchased only two days before for a small sum; a lovely specimen of the very rare 10d. St. Jasper, on the original envelope, secured from a boy collector who called at Mr. Nuszbaum's office, for sixpence; and an entire sheet of sixty of the beautiful early prints of Irisland, which, as all the world knows, are catalogued at £6 each, and the

great dealer had obtained the sheet at double face-value, namely, 5s. the lot. These were some of the alluring treasures with which he entranced the eyes of his companion, who, fortunately for Mr. Nuszbaum, proved to be an enthusiastic collector.

"Some beautiful stamps you have there!" replied that gentleman; and the young man in the corner suddenly pricked up his ears. "Ah, yes! yes!—beautiful! beautiful!" replied the dealer; then interrogatively, "You are a collector, sir—yes?" "Oh, yes," said the thin man, who in personal appearance was the antithesis of the great speculator—"Yes; and I too, have some stamps about me!" The man in the corner at this put down his paper, only to raise it again before his face again instantly, and Mr. Nuszbaum uttered some inarticulate words under his breath. "Look here!" said the stranger, "All these I had from ———'s yesterday (mentioning a prominent firm); "look at the prices I gave!" It is unnecessary to particularize the stamps he showed; suffice it to say that Mr. Nuszbaum saw enough to bring an angry flush to his face and some very remarkable words—they were presumably English—to his lips. The stamps he saw before him were beautiful specimens of British Colonies and other countries, and were priced at rates very different from those at which Mr. Nuszbaum's clerks were accustomed to ticket his wares. "If you like these I'll trade some of them with you," said the stranger. "What would you want for the pair of Tinpot Islands, first issue?" he asked.

Mr. Nuszbaum gave a contemplative cough. "Um!" said he; "my cash price—er—for the pair is—er—ten guineas." "Indeed!" replied the thin man quietly; "Well, supposing they kept them, I don't suppose ———'s price for such a pair would be more than a couple of pounds. I have always found that firm very reasonable, because they don't expect the iniquitous profits of most dealers." Mr. Nuszbaum nearly choked with rage; amiability was not his strong point, despite his bulk. "Two pounds!" he exclaimed with a running fire of expletives—let us again assume that they were English—"My dear sir, do you know who I am?"—and he waved his hand, with the pair of Tinpots in it, frantically over his head. As he did so, in dangerous proximity to the half-closed window of the railway carriage, a sudden draught caught the cherished labels and carried them through the opening and away out into the free air and sunshine! Our special reporter—for the traveller in the corner was none other than he—threw down his newspaper in sheer excitement, the thin man sprang to his feet, and seizing the strap let down the window with a bang. Mr. Nuszbaum hastily pushing past him, thrust his person as close to the door as his somewhat protuberant stomach would allow, holding his hat on his head and craning his neck anxiously towards the rear in the endeavour to trace the flight of his ten-guinea treasures. But alas! they appeared to be lost beyond recall.

Almost immediately the train began to slow down. Had the engine-driver, or a guard, perchance, witnessed the catastrophe? No; the train was merely approaching a station where it was due to stop. Mr. Nuszbaum withdrew himself into the compartment again, and began to gather up his stamps which he had placed on the seat beside him. He returned them to his pocket-book, muttering the while to himself; and his companions watched him with sympathetic countenances. The train ran into the station and drew up with a slight jerk. The great dealer arose, and remarked, "This is my station; I get out here. Good-day, sir!" he added to the thin man. He seemed curiously subdued—practically stunned, in fact, by his sudden misfortune. Taking a brown bag from the rack, he opened the door and alighted. Then he walked slowly and sorrowfully away.

"Curious thing that!" remarked our special reporter; "a most unfortunate loss." The thin man looked at him. "Oh, not at all!" he answered, smiling drily. "You did not see those stamps at close quarters. The Tinpot Islands were rank forgeries; he knew it, and he saw that I knew it. I would not have had them on any terms. For certain he only gave a trifling sum for them, and he saw his way to a good profit. That accident" was a convenient one!"

YOU ARE INVITED

to send your subscription to ENDLÉ'S PHILATELIC CIRCULAR if not already a subscriber. The small sum of SIXPENCE secures it for a year.

AN AMERICAN COMPLAINT.

A REMARKABLE circular letter reached us towards the end of September from a stamp dealer at St. Louis, in the State of Missouri. The document shows how "things are done" very differently across the Atlantic from what could be even dreamed of in Great Britain, owing to our formidable Libel Law. We reproduce the circular as it stands, merely suppressing the parties' names. It is headed "FRAUD. COLLECTORS BEWARE!" Then follows this indictment: "On Jan. 4, 1909, I sent —, St. Louis, Mo., R.F.D. 29, upon his request, a lot of fine U.S. stamps, catalogue value, according to Scott's 1908 Edition, 528.31 dollars (about £105 13s. 6d. in English money), for which — agreed to pay 200 dollars (£40) cash after inspecting the stamps. Up to this date he has not paid the amount or returned the stamps, nor does he respond to any of my letters and requests for adjustment. Anyone having had similar experience, or claims against this party, is kindly requested to communicate with me for mutual action. The — Co., of Toronto, Canada, has a claim of over 200 dollars against —; other dealers have made similar reports. Thanking you for an early reply, very truly yours. —." Then follows the date, "Sept. 15, 1909."

The circulation of such a document as this in the United Kingdom would certainly have to be safeguarded by the inscription "Private and Strictly Confidential" in large type inside and out, and repeated several times over if possible. Yet our free and happy (?) American cousins send such a circular about in an open envelope, without any precautions, in the most light-hearted manner imaginable. The individual complained of is one of the best-known dealers in America.

NORTH BORNEO.

ONE of the most elaborate new sets of stamps of recent years has just appeared in North Borneo. The stamps, twelve in number, are produced by Messrs Waterlow & Sons, and are certainly fine specimens of the work of that celebrated firm. All are printed in two colours (in black centre with coloured frame), and are of large size. The values and colours are as follows:—1c., chocolate and black, a tapir or native deer; 2c., green frame-work, palm tree in centre; 3c., rose, view; 4c., carmine, group of British and Native officials; 5c., light brown, elephant; 6c., rhinoceros; 8c., red, an ox-plough; 10c., ultramarine, wild boar; 12c., dark blue, cockatoo; 16c., brown, a native horned bird of some kind; 18c., green, a wild ox, and 24c., purple, showing the East Indian ostrich.

This interesting set will doubtless command a good sale, especially from the younger generation of collectors; and they come on the market at an opportune time, being the outset of a new stamp "season." It should be noted that each value is inscribed with "British Protectorate," in addition to "State of North Borneo" and "Postage and Revenue." These inscriptions are repeated in Malay and Chinese characters, but the figures of value are in English.

We regret to have to add that a "provisional" stamp has already been created, less than a month after the set appeared. This consists of the 18 cents value, overprinted "20 cents," presumably to meet a shortage of the latter value. We would counsel collectors to be wary of purchasing this surcharged variety at fancy prices—at all events at present.

THE NEW (TWENTY-FIRST) EDITION OF

"NUNN'S DIRECTORY"

is now in preparation, and will appear at end of November, 1909. Thoroughly revised, corrected, and up-to-date. Price 6d., post free. Orders can be booked.

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR. No charge is made for the insertion of Reports.

RHODESIA.—BRITISH SOUTH AFRICA.

AGRICULTURAL TRAINING FOR COLONISTS.

A SCHEME has been formulated for the purpose of securing a year's practical experience for young men desirous of settling in Rhodesia. Pupils are received and placed on the best farms in the country, where valuable experience may be acquired under the supervision of Rhodesian farmers of good standing. Arrangements are also made for the transfer of a pupil from one farm to another at the end of the half-year, if the pupil so elects. A course of reading in subjects applicable to Rhodesian agriculture is also outlined, and the pupil examined from time to time to determine whether he is acquiring useful knowledge.

THE PREMIUM payable for a year's residence upon a selected farm, with supervision, is £150; this includes board and lodging. All fees received under this scheme are placed in a Trust Fund, for the purpose of paying monthly instalments to the farmer with whom the pupil resides. By this system of paying the farmer *monthly* a supervising control is retained, thereby safeguarding the pupil's interests.

Considering the present rapid development of the Colony, and the excellent prospects, the Premium of £150 only is admitted on all hands to be exceptionally reasonable. To permit of the pupil being placed upon a farm immediately on arrival, at least three weeks' notice of his sailing is required.

This scheme has the approval and recommendation of the British South Africa Company and of Sir William H. Milton, K.C. M.G., Administrator of Southern Rhodesia.

Full particulars may be obtained from CHAS. J. ENDLÉ, Agent to the British South Africa Company (by appointment under H.M. Board of Trade), Shipping Agent and Passage Broker.

THE CAPE OF GOOD HOPE

was so named by King John II. of Portugal at the end of the 15th century, as he felt convinced, on hearing that the explorer, Bartholomew Diaz, had rounded the south-west corner of Africa, that the long looked-for sea route to India was about to be discovered. When, a few years later, the dream had become realized, India having been reached by Vasco da Gama, the nations of Northern Europe started companies for trading in the East, and Table Bay, a little to the north of the headland, became a regular stopping-place for India-bound ships, arrivals and departures being inscribed upon rocks, whilst letters respecting natives and other matters were hidden amongst stones, or under the earth, by the captain of each expedition for the benefit of succeeding ships.

Table Mountain, commanding the bay, was so named by another Portuguese navigator, Antonio de Saldanha, who detected in its flat summit, on which white clouds rested, the resemblance to a cloth-covered table.

The Dutch began to form their colony at the Cape in 1652, under the despotic government of the Netherlands East India Company. In 1795 the Prince of Orange, hereditary Stadtholder of the Netherlands (who had taken refuge in England, his country being overrun by the French), instructed the Governor to admit any forces sent by the British Government as those of a friendly power. The advent of these troops led, through internal discontent and disturbances, to the rule of the Company being brought to an end and the temporary occupation of the British. The Cape was restored to Dutch rule—not to that of the Company—by the Peace of Amiens in 1802; but, seeing that the Dutch were powerless to hold it against an invading force, and fearing that it would fall a prey to the greed of Napoleon, England again took possession of the Colony, which was finally ceded to her by the Peace Convention of 1814, which also insured that all ships belonging to Holland should freely resort to the Cape of Good Hope, thenceforth a recognised British port, for the purposes of refreshment and repair.

A large number of English settlers were sent out to Cape Colony in 1820. The regrettable "trekking" of the Dutch Boers, or farmers, began in 1836.

The above is extracted from COUNTRIES AND STAMPS, a unique and instructive work by Harriet E. Colville. The book complete, comprising 128 pages, bound cloth, can be obtained for 1/6, post free, from the publishers, Chas. J. Endle & Co., Boscombe.

DIRECTORY OF STAMP COLLECTORS.

- Alymer, F., 133, Westbourne Park Road, Bayswater, W.
 Bagnall, C. L., The Groves, Winlaton-on-Tyne.
 Berry, W., 44, Bowerdean St., Parson's Green, London, S.W.
 Hall, R. Ponsonby, 92, Bexley Road, Northumberland Heath, Belvedere.
 Oakley, W., Newhall, Burton-on-Trent.
 Posselburg, John, 277, Ladbroke Grove, London, W.
 Peters, H., 16, Devonshire Road, Cambridge.
 Palmer, H. E., West Cliff College, Ramsgate.
 Penfold, G. P., 36, Porchester Square, Hyde Park, London, W.
 Pulling, F. W., 15, Hebron Road, The Grove, Hammersmith, W.
 Pedlar, H., 71, Droop Street, Queen's Park, London.
 Ross, J., 58, Fountain Street, Market Street, Manchester.
 Rappitt, D., College Street, Irthlingborough, Northants
 Rutherford, Emerson, Daddry Shield, R.S.O., Weardale, Durham
 Ramsbottom, G., 97, Ashton New Road, Berwick, Manchester.
 Russell, T. H., 253, Coldharbour Lane, Brixton, London, S.W.
 Raine, H., Gwennlian, Lidgett Lane, Gledhow, Leeds.
 Renwick, W., 4, Ocean Road, Whitby, Yorks.
 Rochfort, Miss, Purbeck Lodge, St. Leonards-on-Sea.
 Sissons, F. T., Woodgates, North Ferriby, East Yorks.
 Smith, H., 3, Charlton Place, Hotwells, Bristol.
 Slade, H. A., Nine Fields, St. Albans, Herts.
 Smith, T. J., 68, Gough Road, Edgbaston, Birmingham.
 Soar, W. E., 258, Croxted Road, Herne Hill London, S.E.
 Stedman, F. W., 76, High Street, Ashford, Kent.
 Simpson, C., 7, Mount Pleasant, Stranmillis Road, Belfast.
 Shaw, Joseph, Woods Lane, Dobcross, Nr. Oldham.
 Sanderson, F., 162, Tollemache Road, Birkenhead.
 Sanderson, W. W., 8, Kensington Terrace, Newcastle-on-Tyne.
 White, L. H., Ye Olde House, Swavesey, Cambridge.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free.

SUBSCRIPTION FORM.

This Form, when filled up, should be cut out and sent, with Remittance, to—

THE MANAGER, ENDLÉ'S PHILATELIC CIRCULAR,
Boscombe, Bournemouth.

I wish to receive ENDLÉ'S PHILATELIC CIRCULAR for One Year (four issues) commencing with No.

including the Unused Stamp with every issue, for which I enclose **1s.***
 without the Unused Stamp, for which I enclose **6d.***

Name

Address

Date

*Strike out one of these lines. Please write very distinctly.

N.B.—This CIRCULAR being printed on a "super-calendered" paper, it is advisable to write upon it either in pencil, or lightly with a fine-pointed pen.

ESPERANTO.

La ĉiujara Internacia Kongreso de Esperanto okazis en Barcelono, Hispanujo, tiun ĉi jaron. Ni ekscias, ke ĝi estis tre sukcesa afero, kiel en antaŭaj jaroj. D-ro Zamenhof, la fama elpensinto de Esperanto ĉeestis, kaj, kiel kutime, ricevis multmeritatan ovacion de siaj entuziasmaj partianoj.

Sajnas, ke la ĝenerala ĵurnalaro ne donis tiom da atento al la Kongreso tiun ĉi jaron, kiel en antaŭaj jaroj. Eble, pro la malpaco en Hispanujo, la loko de la kunveno estis malbone elektita; tamen estas kontenige ekscii, ke Esperanto konservas sian pozicion kaj faras bonegan progreson tra la mondo.

Ni vane serĉadas citon de poŝtmarko-kolektado en la Internacia Kongreso. Sajnas al ni, ke ĝi devus fari al Filatelistoj de diversaj nacioj, bonan okazon por interŝanĝado de salutoj kaj opinioj, ankaŭ de poŝtmarkoj.

En diversaj landoj baldaŭ aperos novaj poŝtmarkeldonoj. Rimarkinda entrepreno estas adoptata de Ewen's Colonial Stamp Market Limited, el Norwood, por reklami sian provizon de novaj eldonoj en la 21a numero de NUNN'S DIRECTORY publikigota en Novembro. Kolektistoj kiuj deziras ke iliaj kolektoj estu tutmodernaj trovos utilon aĉetante tiun libron.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, w.c.

Stamp Dealers' Directory. ("Nunn's Directory.")

Twentieth Edition, 1908-9.

Price, 6d.

The **CONTENTS** of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix. Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books**, and other Philatelic Specialities and Accessories.

PUBLISHERS OF PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to date of publication.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, CHAS. J. ENDLÉ & Co., Boscombe, Bournemouth. Telephone No. 956.

UNUSED STAMP.

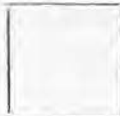
Subscribers who have asked for it will please find over this notice an unused Straits Settlements, on Labuan, 4c. on 16c.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

ADVERTISE YOUR WANTS AND OFFERS!

We insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all *free* paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

The announcements in this column are not necessarily confined to those of a philatelic nature, but notices of exchange, sale, or purchase of any articles—domestic, scientific, artistic, literary, industrial, educational, etc.—are inserted (provided they are not objectionable) for paid-up subscribers gratis. Address all advertisements to **The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.**

EXCHANGE RUSSIAN Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (88)

PHILATELIC JOURNALS for Sale by Weight. Good assortment. Per lb., 9d., carriage paid.—CHAS. J. ENDLE & Co., Boscombe.

COLLECTORS should join "Universale" Stamp Exchange Club.—W. GIVEN, Philatelic Villa, Grena Road, Richmond, Surrey. (85)

BREAKING Collection; 100 different Foreign and Colonial, used, unused, 1/-. JOHNS, Moorside Road, Heaton Chapel, Lancashire. (87)

WANTED.—The "Stamp Bourse," Liverpool, 1908. Also other philatelic literature, old or current, cash or exchange.—H. CLARK, Malta House, Angmering, Worthing. (8)

FOR SALE.—Collection 150 United States Postage and Fiscals, &c., in special album; post free, 12/-.—BICKERS, Loretto, Glasheen, Cork. (88)

35 VARIETIES, native state and Indian stamps, 61. Dozen packets 3/11. 25, 6/11. On Bean's Reference Register. J. ZUTSHI, Daraganj, Allahabad, India. (89)

WANTED.—1d. Blacks, 2d. Blues (no lines), and Octagonals, used and unused. Submit at lowest prices.—A. W. TYRRELL, Stockwell, London. (88)

PHILATELIC LITERATURE.—Several lots to clear out cheap; exchange or cash.—BICKERS, Loretto, Glasheen, Cork. (88)

PHILATELIC LITERATURE.—Collector forming general library buys publications, any country, especially before 1880.—H. EDGAR WESTON, 386, Brixton Road, London. (89)

SETS.—Postals only; 46 Austria, 3d.; 50 U.S.A., 4d.; 29 Turkey, 4d.; postage extra.—LAWRANCE, 16, Aubert Park, Highbury, London. (89)

POCKET DUPLICATE BOOKS.

This is acknowledged to be one of the cheapest and best Books of its kind on the market.

Size $6\frac{1}{2} \times 4\frac{1}{2}$ inches, and will hold about 450 stamps. Contains 12 pages having four strips of linen, arranged horizontally, glued at the bottom edge and with the upper one open, for the retention and preservation of stamps. Large Pocket at back. Strongly bound in Cloth, with protecting flap and patent fastener.

Price 1/6 only, Post Free.

CHAS. J. ENDLE & Co., Boscombe, Bournemouth.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

Grandford 2055

SUBSCRIPTION 1s. [24 cents] per annum, post free, including (gratis) unused stamp with every issue
6d. [12 cents] without stamp.

ENDLE'S Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 90. [SEVENTEENTH YEAR OF PUBLICATION.] JANUARY, 1910.

PRESENT-DAY PHILATELISTS.

NOTE.—Owing to a London stamp journal having commenced a series of Articles entitled "Philatelists of To-Day," we have decided to alter the title of our series of portrait-sketches to "Present-Day Philatelists."



Mr. VICTOR MARSH.

THIS is the fifth of our portrait sketches, the four previous ones, published last year, having been devoted to the following:—No. 86, Mr. E. Abel Aston; No. 87, Mr. D. J. McIntyre; No. 88, Mr. Lewis May; No. 89, Mr. E. Harmer.

Mr. VICTOR MARSH is celebrated as a specialist in philatelic literature—that is to say he studies, collects, classifies, and also buys and sells, books and periodicals issued on the subject of stamp collecting. Mr. Marsh is, however, a stamp-collector as well; in fact, he claims to have become one when between two and three years of age!—surely a record in juvenile philatelic precocity. From his earliest days, he says, it was his practice to obtain from his father all stamps possible. These were on the original envelopes, and needless to say, his tiny fingers could hardly have removed them had their possessor desired to do so. Our friend used to hide his collection in an easily accessible place—namely, under the valance of a spare bedstead; but, alas! one day on seeking his treasures he found them gone; they had been removed and burnt by the maid!

The subject of our sketch was born in 1874, and married in 1904; and his special interest in philatelic literature, apart from stamps, appears to date from the year of his marriage. He has at the present time a good general collection of rare Colonial and other stamps, but is not a stamp dealer.

Mr. Marsh became known to the world of philately when he published a work entitled *The International Directory of Philatelic Literature Collectors, Dealers and Publishers*. This was a neat little book, of 65 pages, and appeared early in 1904; we well remember reviewing it in our CIRCULAR at that time. It took twelve months to prepare, and being issued solely to stimulate literature collecting its compiler did not anticipate that it would lead to his becoming a serious dealer in philatelic literature. However, from the publication of that work Mr. Marsh has been continuously busy, and has had through his hands most of the old stamp literature of different countries dating from the early "sixties." He deals in everything appertaining to philatelic literature from a price list to a *magnum opus*, but makes a speciality of old stamp catalogues. One of his largest purchases was that of Mons. J. B. Moens' stock, which weighed over two tons, and was of the published value of £570. In two years one quarter of the stock has been sold, and prices have already been raised in many cases.

Mr. Marsh has made business trips to different Continental countries to make purchases of philatelic literature, and he has agents in all parts of the world continually seeking for his special wants. Dealing in stamp literature is a business requiring considerable capital, technical knowledge, and—last but not least—space for the bestowal of stock.

Mr. Marsh is always glad to give attention to small business, but his sales for the most part are fairly large, and he has despatched quite a number of cases to the value of £5, £10, and £20 each, and even one of £60. His trade is from all parts of the world, not excluding such countries as Finland, Russia, Australia, South Africa, etc. Two libraries have recently been placed in his hands for disposal *en bloc*, at £350 and £800 respectively. Mr. Marsh's address is 389, Brixton Road, London, S.W.

A COMEDY OF FATUITY.

IN our last CIRCULAR (October, 1909), the subject of our series of "Philatelists of To-day" was Mr. E. Harmer, of the firm of Harmer, Rooke & Co., philatelic auctioneers. Shortly after the CIRCULAR appeared we received (on November 4th) a letter from a London solicitor, in which he stated that a certain firm of stamp auctioneers and publishers "were very astonished to find in our CIRCULAR a statement which was, by virtue of its omissions, a libel upon them." The solicitor went on to say that "unless we undertook to put a statement and apology (the wording of which he would submit) in our next issue, and pay his costs, he was to proceed against us for damages for libel without further delay."

To this remarkable communication we replied that without a more definite charge and fuller explanation as to what was complained of, we could not deal with the matter; for the solicitor's letter was vague in the extreme. We drew up our article respecting Messrs. Harmer, Rooke & Co. in good faith, and from authentic information; and we certainly had no intention of injuring anyone by its publication.

By return of post the solicitor condescendingly explained that our perfectly innocent article, by making certain statements relating to Messrs. Harmer, had thereby "libelled" various other firms, amongst them "his clients," who apparently were exceptionally thin-skinned. Now, the law—as every sensible person knows—only recognises as "libel" or "scandal" that which is directly defamatory, injurious to reputation or credit; and a more ingenious concoction of legal tarradiddle than this solicitor's complaint we never heard of.

However, on November 12th, he followed up the matter with a letter enclosing a "draft of apology," graciously intimating that "if we would publish the apology and pay his client's costs, he did not want to press for more, if we acted in a friendly manner," but—oh, terrible threat!—"if we took a hostile attitude his client would press the matter, as the uncontradicted statements in our article were doing him (*i.e.* the client) considerable damage." "So far you have only quibbled about words," he added with scant courtesy; and concluded by saying "This letter is written with intention of using it in any action that may have to be brought."

In the face of this, although we felt sure of our ground, we thought it best to lay the matter before our own legal adviser—a gentleman of proved ability and wide experience. He read the article in the CIRCULAR and went carefully through the correspondence, the result being that after consideration he wrote on November 17th to the ingenious lawyer saying he had advised us not to accede to the demand for an apology. Since then nothing further has been heard of the matter!

So much for this curious affair, which we have—we think justly—designated a Comedy of Fatuity. It appears to have been an astute move to secure a free advertisement in our CIRCULAR for the firm in question. Incidentally it is a testimony to the influence of our little journal!—and to that extent we feel disposed to thank our clever (?) London friends for the indirect compliment they have paid us.

YOU ARE INVITED

to send your subscription to ENDLE'S PHILATELIC CIRCULAR if not already a subscriber. The small sum of SIXPENCE secures it for a year.

FIFTY NEW DEALERS.

THE names of over fifty new stamp dealers appear in NUNN'S DIRECTORY this year, according to the preface to the Twenty-first Edition of that well-known publication, issued in December, 1909. There is, in fact, abundant evidence that stamp-collecting has done very well during the past twelve months, despite the reports of financial depression on the one hand and the counter-attractions of roller-skating and other popular pastimes on the other. The collecting of pictorial post-cards has, we believe, distinctly declined within the same period; perhaps for a pursuit largely depending for its support on feminine votaries this is not surprising. For whilst picture post-card collecting, as a hobby, largely appealed to ladies, philately is followed chiefly by men, hence the one is far more likely to fluctuate in favour than the other.

The "Reference List" in NUNN'S DIRECTORY has a column giving the capital or approximate value of stock of certain stamp dealers. In this Edition some twenty firms have responded with figures relating to their respective businesses. One firm quotes their capital at £120,000, and two others reckon theirs at £20,000 each, whilst one stock is returned at £15,000. Yet another gives £30,000; and other quotations range from £150 to £6,000. When it is remembered that these sums refer only to a very few firms, and that there are dozens, if not scores, of others doing undoubtedly very large business, some idea may be formed of the magnitude of the stamp-dealing industry at the present day.

The 21st Edition contains 44 pages, including well over thirty advertisements from dealers, which as usual form by no means the least interesting portion of the book.

A number of appreciative reviews and notices of the DIRECTORY have already appeared in the philatelic press. We cannot refrain from quoting the following by the Editor of *The Stamp Lover*.—

"When a little book of such proved utility (he says) as this Directory of stamp dealers has attained its twenty-first edition, a record attained by no other philatelic publication apart from dealers' priced catalogues, it is surprising that the members of the stamp trade are, many of them, so lax as not to trouble to fill in the forms issued by the publishers with the particulars required for the DIRECTORY. On one page (27) we note there are dealers given, of whom only eleven have had the courtesy or energy to return the forms. It is scarcely conceivable that dealers can have any objection to a free mention in a list that is the only published one available for reference by all who have communications on a large scale with the trade. We believe that persons have latterly been a little negligent in returning particulars to Crockford, and have been stirred up in the editorial preface to that ponderous but useful tome, but trade directories are probably mostly attended to with eagerness in most branches of commerce, and we should like to see Messrs. Endle's forms returned next year in better style."

STAMP FRAUDS IN AMERICA.

It may be remembered that in our October CIRCULAR (page 28) we published the contents of a remarkable circular letter which we had received from an American stamp dealer. We commented on the fact of such a letter being sent out, on the assumption that such a course, possible in the United States, would be impracticable in England owing to the English Law of Libel. The sender of the circular in question was Mr. R. Janicke, of St. Joseph, Mo., U.S.A., and the individual complained of was Mr. C. H. Mekeel, of St. Louis, who is—or was—at the head of (as we supposed) one of the largest stamp dealing concerns in America.

Since our last CIRCULAR appeared we have received a letter dated November 24th, from Mr. Janicke, in which he says: "Dear Sir, a friend sent me a clipping of your August (?) Circular in which you re-printed part of my circular letter in re C. H. Mekeel. I wish to state that the circular in question was duly inspected by the Postmaster and permitted to pass through the mails. Further, the statement is absolutely true. I have over 40 claims now from dealers and collectors from all parts of the world, some amounting to over 6,000 Dollars in catalogue value. Some are outlawed by time (one as old as 1885)."—The writer then gives details of various amounts

claimed by different parties, with the names and addresses of those concerned. He adds that "The *Vertrauliches Korrespondenz-Blatt für Briefmarken-Händler*"—a well-known German trade organ—"has published Mekeel's name as a fraud several years ago."

Mr. Janicke concludes his letter thus: "My claim and all reports received are now in the hands of the P.O. Inspector, and Mekeel will be tried for using the U.S. mails for fraudulent purposes. . . . I hope you will not consider my action as 'light hearted' (as per your *Circular*), but just and correct."

To this we would reply that our use of the term "light-hearted" was merely a figure of speech, and we certainly supposed that our readers would so regard it. We are very sorry to hear of these frauds, and we sympathise with Mr. Janicke and his fellow-sufferers in their loss and the trouble they have been put to. We regret if any of our remarks in the *CIRCULAR* were misunderstood, and we hope the victims of this fraud will succeed in obtaining redress.

FORTUNES IN STAMPS.

OVER 500,000 COLLECTORS IN BRITAIN.

CRITICAL stamp collectors assembled on Thursday, January 6th to see, privately, for the first time an unusually interesting collection of Transvaal stamps exhibited by Mr. Harvey R. G. Clarke, a member of the Royal Philatelic Society.

"Dating from the first Republic they follow the history of South Africa," explained Mr. F. J. Melville, president of the Junior Philatelic Society. "This, although a collection of only one country, is valued at thousands of pounds. The prices realised at the sales of notable stamp collections are frequently very high. One or two comparatively recent instances are:

Ayre Collection	..	..	..	..	..	£45,000
Mann Collection	..	..	..	..	..	£30,000
Avery Collection	..	..	..	..	..	£25,500
Paul Collection	..	..	..	..	..	£11,400
Thompson Collection	..	..	..	..	..	£7,000

£2,000 SPECIMEN.

"It is estimated," added Mr Melville, "That there are now at least 500,000 stamp collectors in the country. More than 70 per cent. of schoolboys are collectors, too. Every year the hobby seems to grow in popularity. Every year, too, the value of rare stamps increases. Not many years ago a post office Mauritius stamp, either of the 1d. or 2d. value, realised £20. To-day one unstamped specimen of the 1d. value is worth £2,000. A little while ago the Prince of Wales, who is an enthusiastic collector, paid £1,450 for one of the 2d. stamps, which are slightly less rare than the 1d. ones. A blue 2 cents missionary stamp of Hawaii, dating from 1851, is now worth at least £1,000.

"An idea of the growth of stamp collecting may be gained from the number of books relating to it. My own library, an incomplete one, contains quite 2,500 books, each one about some phase of the hobby. Two important firms have between them over £250,000 invested in stamps."—*The Daily Mail*.

RIVAL AUCTIONEERS.

THE following paragraph appeared in the editorial column of the *Stamp Collector's Fortnightly* of November 27th:—"Philatelists of To-Day" is a heading in 'Endle's *Philatelic Circular*.' We should say that the writer is a philatelist of the day before yesterday—if, indeed, he is a philatelist at all. Dealing with a comparatively newly-established firm of philatelic auctioneers this extraordinarily ill-informed scribbler expresses the belief that they are 'the one firm of any importance to devote themselves entirely to philatelic auctioneering.' This of course is silly, but it is not merely silly—it is grossly untrue and exceedingly unfair to Messrs. _____ of _____, who, as all the philatelic world knows, or should know, have devoted themselves exclusively to philatelic auctioneering ever since their establishment many years ago. The

writer of this article should come to London by the next Wednesday excursion and see things as they are."

This choice effusion recalls the "bad old days" of the *Stamp Collectors' Fortnightly*, when that journal, as a young fledgling, gained an unenviable notoriety for its indulgence in what may be termed "journalistic Billingsgate." We had hoped that with the lapse of time, and a change of management, an improvement had taken place; but it seems we were mistaken. The "extraordinarily ill-informed scribbler" is much obliged to the editor of the *Fortnightly* for his kind suggestion that he (the "scribbler") should come to London by the next Wednesday excursion. Perhaps a little trip to Bournemouth on the part of the over-excited and, apparently, somewhat hysterical S. C. F. editor would benefit his brain and enable him to "see things" respecting "philatelic auctioneering" in a calmer, and possibly more reasonable light!

HEROES OF BOLIVIA.

A NEW set of commemorative stamps has just been issued in Bolivia. They are to perpetuate the memory of men who distinguished themselves in the "War of Independence," and each stamp bears a portrait, with the inscription: "*Centenarios de la Guerra de Independencia*," and the name of the hero and date of his chief exploit. There are four values, viz.: 5 centavos, red (Murillo), 10 c., blue (Monteagudo), 10 c., purple (Arze), and 50 c., brown (de Sucre).

DIRECTORY OF STAMP COLLECTORS.

- Charlier, Alex. M., 6, Talbot Road, South Tottenham, London, N.
 Cullen, J. H., 186, Byars Road, Glasgow.
 Hardman, E. S., Springfields, Ramsbottom, Nr. Manchester.
 Heath, A., Clifton Lodge, Victoria Park, Manchester.
 James, V. F., Beaconhurst, Sutton Coldfield, Birmingham.
 Jeffery, G., 134, Cranbrook Road, Chiswick, London, W.
 Kynaston, R., Hope House, Hope Street, Liverpool.
 Percival-Wiseman, Miss C., Painswick Lodge, Weston-super-Mare.
 Robinson, J., 82, Forest Road, Burton-on-Trent.
 Stewart, R. M., 21, Thirlstane Road, Edinburgh.
 Tatler, Wm. G., Windy Arbour, Caverswall Road, Blyth Bridge, Staffs.
 Taylor, J., 137, Burnley Road, Padiham, Lancs.
 Thompson, Rev. R. O., Inglehurst, Bembridge, I. of Wight.
 Thorburn, Miss J. H., Brydekirk School House, Annan, N.B.
 Thorpe, Stanley, 95, Lothian Road, Harringay, London, N.
 Townsend, A. C., 269, Frederick Road, Aston, Birmingham.
 Trant, H., Scunthorpe, Doncaster.
 Tranter, W., Sandhurst, Gloucester.
 Turner, A., 31, St. George's Road, Peckham, London, S.E.
 Varley, F. T., Orchard Street, Falkirk, N.B.
 Vining, W. Lancelot, 5, Derwentwater Mansions, Acton, London, W.
 Vokes, E. F. M., The Pines, Chandler's Ford, Southampton.
 Walton, Rev. C. T., The School House, Kirkham, Lancs.
 Ward, H., 25, Esplanade, Scarborough.
 Whitfield, Rev. T. C., St. Mary's Hospital, Paddington, London, W.
 Williams, Matthew, 3, Reid Terrace, Gainsborough, Yorks.
 Willson, F. Dudley, The Vicarage, Wigston, Leicester.
 Wohlgemuth, C. C., 18, Bogle Street, Greenock, N.B.
 Young, A. J., Fordham House, 164, Shaftesbury Avenue, London, W.C.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free.

We shall be much obliged if our readers will kindly assist us in maintaining the correctness of the Directory by notifying us of any inaccuracies they may discover.

NOTES.

A MYSTERY OF "SMITH'S."—The newsboy who delivers our daily paper made a mistake a few weeks ago, and left at our address a copy of a certain London weekly journal, published at 3d. This journal, which we will not mention by name, bore on the front of its cover the following remarkable announcement in large type:—

"NOTICE RE SMITH'S.—So far as the—is concerned Messrs. W. H. Smith & Son are no longer "still at your service." We have taken the—away from them, and they cannot get it for love or money. There are plenty of other newsagents in the world. We look to the public to support us in our fight against monopoly and the muzzle. You can be served just as well by the small man as by the fat monopolist. Never mind Smith's!"

Our readers will doubtless think that this has not much to do with philately. Nor has it, but the point of the matter lies in the curious fact that the copy of the paper was delivered at our door by Messrs. W. H. Smith & Son's newsboy!

NEW ZEALAND "KING'S HEADS."—New Zealand now has a very presentable set of "King's head" stamps. We understand that they were put on sale on November 8th. The design is tasteful, and consists of the King's portrait in an oval frame with dark background, surmounted by the Imperial Crown. The inscription is "Dominion of New Zealand—Postage and Revenue," with the value in words below, and in figures, enclosed in shields, above the oval. The portrait of His Majesty is an excellent one, and its expression dignified. It should be mentioned that the one-penny value does not bear the head but follows the former design with the simple addition of numerals of value. The set consists of nine values so far, viz: ½d., 1d., 2d., 3d., 4d., 5d., 6d., 8d., and 1/-.

ESPERANTO.

Esperantistoj ĉie ekscias kun intereso ke la estimata fondinto de la lingvo (D-ro Zamenhof) solenis la kvindekajn datrevenon de sia naskiĝtago, la 15an de Decembro lasta. Certe kontentigas lin sciigi kiel mirinde sukcesis la de li elpensita helpa mondlingvo; ĝi tiel sukcesas ke la studado de Esperanto estas preskaŭ akceptita kiel fako de la edukado en ĉiuj ĉeflandoj de la mondo. Ni estas certaj ke nia legantaro kuniĝas kun ni dezirante al D-ro Zamenhof bonsanon kaj feliĉecon, kaj multajn jarojn pli en utileco.

Ni konsideras ke la valoro de Esperanto kiel helpilo al internacia amikeco estas speciale evidenta nuntempe, kiam oni preskaŭ kuraguŝis diri, ke ambaŭ niaj ĉefpartioj politikaj en la Unuigita Regno faras paroladojn, kapablajn iom endangerigi nian amikecon kun alia granda Potenco Europa. Unu flanke ni havas ĉefpolitikistojn de unu partio, malkaŝe nin avertantajn pri supozeblaj militpreparoj farataj de la riparolita Potenco, kaj aliflanke estas ĉefoj de la kontraŭa partio farataj rimarkojn pri la komercaj aranĝoj, nutraĵoj, kaj vivmaniero de la alia nacio tute ne complimentaj al la loĝantaro tiea. Senriske oni povas diri ke la partiaj politikoj inspiris ambaŭ el tiuj vidpunktoj, kaj ne estas necese ke oni tro atentu ilin, tamen bone estas memori ke Esperanto, helpante al pli bona interkomprenado inter la nacioj, povas multon fari por la disvastigo de amika sento. Tion ĝi faris en la pasinta tempo kaj ni esperas ke Esperanto daŭre tion faros.

Konata angla profesia filatelisto, asertas ke novaj eldonoj de poŝtmarkoj dum la pasintaj dek jaroj tiel en valoro pligrandigis ke kelkaj nun valoras £200,000 pli ol la prezo je kiu li vendis ilin. Tion ĉi, verŝajne, oni povas pruvi per citaĵoj el la katalogoj, kaj estas eksterordinare se oni konsideras la fakton ke en la sama periodo tre malaltigitaj multaj borsaj akciaĵoj. Evidente monspekulacio en poŝtmarkoj estas bona.

La morto de Leopold, Reĝo de Belgujo, altiris atenton al la poŝtmarkoj de tiu lando. Ekzistas diversaj interesaj eldonoj de Belgaj poŝtmarkoj, kaj kolektistoj bone farus serĉante ilin, ĉar oni, povas ilin akiri, nuntempe je malgrandaj prezoj.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, W.C.

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In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to date of publication.

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The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



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EXCHANGE RUSSIAN Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (88)

BREAKING Collection; 100 different Foreign and Colonial, used, unused, 1/- JOHNS, Moorside Road, Heaton Chapel, Lancashire. (87)

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35 VARIETIES, native state and Indian stamps, 6d. Dozen packets 3/11. 25, 6/11. On Bean's Reference Register. J. ZUTSHI, Daraganj, Allahabad, India. (89)

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PHILATELIC LITERATURE.—Several lots to clear out cheap; exchange or cash.—BICKERS, Loretto, Glasheen, Cork. (88)

PHILATELIC LITERATURE.—Collector forming general library buys publications, any country, especially before 1880.—H. EDGAR WESTON, 386, Brixton Road, London. (89)

SETS.—Postals only; 46 Austria, 3d.; 50 U.S.A., 4d.; 29 Turkey, 4d.; postage extra.—LAWRANCE, 16, Aubert Park, Highbury, London. (89)

1,000 VARIETIES Foreign and Colonial Stamps, including 100 Unused, all neatly mounted in bound book; 8/6 post free.—H. THAIN, Attleborough. (90)

COLLECTION 650 different Foreign and Colonial, 2/8; 500 different, 1/7; 100 mixed Austria Jubilee, 5d.; 200, 9d.—EDMONDSON, Sunnybank, Horsforth. (90)

100 DIFFERENT Stamps price 3d. to all applicants for my approval sheets at large discounts.—HUDSPITH, Hunteroak, Allendale, Northumberland. (90)

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ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 91.

[SEVENTEENTH YEAR OF PUBLICATION.]

APRIL, 1910.

A MYSTERIOUS STAMP.



INSTEAD of our usual portrait sketch of a "Present-Day Philatelist" in this CIRCULAR we are devoting our front page to an illustration of a mysterious stamp, the property of a Bournemouth gentleman who has kindly lent it to us for the purposes of this article. The stamp, it will be seen, is a used specimen of the ordinary one penny red English of 1864, with letters in all four corners. It bears what we believe is a Scotch postal obliteration, numbered "193." So far there is nothing remarkable about it; but the interest centres in the "plate number" of this stamp, which will be found in minute white figures in the interstices of the ornamental framework on each side—just in a line with the Queen's nose on the left and the nape of the neck on the right.

The illustration given here is a very good enlarged reproduction of the stamp, and if our readers look for

the plate number they will see it fairly clearly. There are two figures; the one to the left is a "7"; but what is the one to the right of it? We believe it to be a "o," or "nought," thus making the number "70"; but this right-hand figure is certainly defective, and it may be a 6 or an 8; the question is, does the stamp belong to "plate 70" or not? If it does, it is almost of fabulous value from a philatelic point of view; it would be difficult to say what a wealthy collector would not give for it; on the other hand, if the number is merely 76 or 78 the stamp is worth next door to nothing. Plate 70, however, is reputed to exist—we have that fact on the authority of *Gibbons' Catalogue*—and that is all one can say. For years and years philatelists have been searching for this famous variety, but it has eluded them. Now at last we believe that it is found; therefore we borrowed the specimen from our friend in order to submit it to the judgment of the readers of our CIRCULAR. Perhaps they will be good enough to let us know what they think of it; and the owner of the stamp is open to sell it, so we should be happy to negotiate for its disposal.

We think the second figure is a "o" because there is no central bar such as a 6 or an 8 would have; even the "7" is somewhat indistinct, so it is hardly surprising that the other figure should be doubtful. This stamp has been carefully scrutinised by many persons under a powerful magnifying glass, and confident opinions have been expressed, some that the number is 70, others that it is not. We are just now hearing a great deal about the famous picture, the "Rokeby Venus"; here is a genuine philatelic "Venus" for our readers to puzzle over! and we hope they will let us know the result of their investigations.

The series of "Present-Day Philatelists," with portrait, will be resumed in our July issue.

EDITORIAL NOTES.

COLLECTORS' DIRECTORY.—Our Directory of Stamp Collectors, which is appearing by instalments in the CIRCULAR, has certainly proved immensely popular, and it is being increasingly sought after by philatelists, both amateur and professional, in all parts of the world. We earnestly trust that our readers everywhere will do their best to assist us in maintaining the accuracy and usefulness of the Directory, and will call our attention to any errors, or changes which should be made in the addresses, etc. We shall greatly appreciate such assistance.

It has been suggested that we should enlarge the scope of this Directory by the inclusion of foreign and colonial names. Personally we do not think this advisable, but if a sufficient number of our subscribers express a wish for such an extension we shall be happy to consider it.

BRITISH DEED STAMPS.—Elsewhere in this issue of the CIRCULAR we publish a short article from an esteemed contributor on the subject of the Embossed Deed Stamps of Great Britain. This touches a very interesting branch of "fiscal philately," and we should be glad to receive further contributions or communications on the subject. Our correspondent writes us that he is studying the Circular Delivery Company stamps, and is very anxious to obtain any information respecting them. He would like to ascertain, if possible, who were the printers of them; whether they are reprints, and whether forgeries exist, etc. We shall be glad to hear from anyone who can give the desired information, so that we can pass it on to our contributor—who, by the way, is open to purchase originals of these stamps if cheap.

A POLITICAL ALLUSION.—An esteemed contemporary did us the honour of reprinting *verbatim* our articles, "A Comedy of Fatuity" and "Rival Auctioneers," from the January issue of our CIRCULAR. In its introductory remarks it says:—

"Under the above heading we reprint the following from *Endle's Philatelic Circular*, and while expressing our agreement with it that the Editor of the *Stamp Collectors' Fortnightly* might benefit his brain by change of air and scenery, and even occupation, we only differ as to the locality for that change. Bournemouth is too near home. Why does not the S.C.F. Editor try Cannes or Nice? This is the neighbourhood lately selected by Ministers with addled pates. Then *he* may be enabled to see things, as they may also be hoped to do."

This, no doubt, is delightful, but the mixture of politics with philately is unpardonable! Our contemporary's allusion to "Cabinet Ministers with addled pates" is terrible, and it has really upset us very much. We thought the only people with "addled pates" in these days were the "wild peers" found in the wicked House of Lords! But we hope the members of that degenerate House are not all "addled," for are not some of them distinguished philatelists?

FOREIGN REMITTANCES—We shall be obliged if our correspondents in foreign countries will kindly remit by the "International Reply Coupons" for small amounts, instead of by unused current stamps of their country. We can exchange the coupons for English stamps at the Post Office, but unused foreign stamps are generally useless.

THE CENTENARY OF BOURNEMOUTH.

Our *Philatelic Circular* is not a "local" paper, and we do not publish matter relating to the town of Bournemouth in particular, but for once we are suspending our rule to mention an important local event of this year.

Bournemouth celebrates its Centenary in July next, the building of the first house in the town having been commenced in the year 1810. On the 6th of July, and for ten following days, special Fêtes will be held, to include the first International Aviation meeting in the British Isles, and also Carnivals, Battles of Flowers, Pastoral Plays, Military Displays, and International Sports of various kinds. Very large numbers of visitors are expected from all parts of the United Kingdom, the Continent of Europe, and even farther afield, and many hotels are already booked full.

If any of our readers happen to be visiting Bournemouth at that time we hope they will not forget to give us a call. Sets of Commemorative Stamps have been issued; they are of large size, bearing local views, portrait of the Mayor, etc.; we shall be happy to supply them to any readers of the Circular at 3d. per set, postage extra.

"NUNN'S DIRECTORY," 21ST EDITION.

TWO RECENT REVIEWS.

The Philatelic Exchange and Mart says: "This handy and valuable booklet for 1909-10 is now before us with all the merits which the aim of the compilers deserved and has so successfully secured. Whether to philatelists engaged in stamp collecting and exchanging merely as a hobby, or to those whose interests are of a more business-like nature, *Nunn's Directory* will be found a valuable convenience. The double arrangement of dealers' names and towns, arranged in each case alphabetically, at once constitutes it a welcome *vade-mecum*, especially to travelling philatelists; while the Reference List is a sufficient guarantee for the *bona-fides* of the firms and individuals whose names are contained therein. Lists of Makers of Stamp Specialities, Publishers, Album Manufacturers, Auctioneers, etc., combine in the completion of a Directory and Guide which is as reliable as it is concise and methodical in its arrangement."

The Philatelic West (Superior, Nebraska, U.S.A.) says in its review column for March: "I welcome with much pleasure the 21st Edition of an always useful little book, namely 'NUNN'S DIRECTORY,' published by Messrs. Chas. J. Endle & Co., Boscombe, Bournemouth, England. This gives the names and addresses of all stamp dealers, philatelic publishers, and stamp auctioneers. I learn that some forty names have been expunged as 'Gone Aways,' etc., while about fifty new ones have been introduced. The price of the book is 12c."

THE STOLEN STAMP.

A STRANGE incident occurred some years ago in connection with my work as a librarian of a public library (writes a contributor in the *Family Journal*). A young woman—a domestic servant—returned one of Miss Braddon's novels, which was almost immediately reissued to another borrower. A few minutes later a man who had but recently taken out a borrower's ticket asked anxiously for the novel in question, and seemed unnecessarily annoyed when told that it was "out."

"I'll call to-morrow to see if it has been brought back," said he.

Not only on the following day, but on several days after, did he apply for the book, until I began to grow somewhat suspicious. I accordingly mentioned the matter to a detective friend, who concurred with me in thinking that something lay behind the man's eagerness to obtain the particular book.

When at last the book was returned by the borrower, I examined it carefully, but could find nothing which appeared unusual. As a precaution, however, I telephoned to my friend, who at once came over to the library. Opening the book to its fullest extent, he looked down the narrow opening between the cover and the back. "Here's the explanation," said he, drawing out a foreign stamp. "That stamp is worth over one hundred pounds, and is missing from Mr. Brown's at the Hollies."

When the man turned up with his usual inquiry, my friend took him into custody.

It transpired that the servant had objected to actually stealing the valuable stamp, and had, at the man's suggestion, slipped it down the cover of the book; while he, on his part, proposed to borrow the book from the library in order to obtain possession of the stamp.

Both the man and the woman were given fairly heavy sentences, whilst my friend and I received substantial rewards.

UNUSED STAMP.

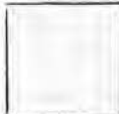
Subscribers who have asked for it will please find over this notice an unused Australian, Postage Due, 1909, 2d., green and rose.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

AN UNEXPECTED HIT.

"ENDLE'S PHILATELIC CIRCULAR" awoke to find itself famous—or something like it—after the appearance of the January issue. On page 2 of that number we gave an account of an attempt made by a London solicitor to extort an "apology" from us for matter contained in an article in the previous (October) issue. We called our account—which was simply a statement of facts—"A Comedy of Fatuity," without any idea that it would arouse so much public interest; but it seems to have "tickled the fancy" of our readers immensely. From the time that the issue appeared we have been receiving communications in various forms expressive of sympathy and congratulations, and comments have even appeared in the philatelic press on the subject. We deem it inadvisable to say much more—indeed there is no occasion to do so, for the affair is now over and done with; but as an amusing sample of the letters received we may mention a post card from an enthusiastic admirer, who wrote: "YOUR CIRCULAR TO HAND; 'A Comedy of Fatuity' and 'Rival Auctioneers'—GRAND!!" This was laconic and frank, to say the least of it! An influential firm wrote: "We think you have dealt rather effectively with the situation."

The demand for copies of our last two CIRCULARS has been unprecedented, and new subscriptions have come in in a most gratifying manner. We should like to express our thanks to all our friends for their kindness and practical support, which is all the more welcome because unexpected and unsought. It must be mentioned that owing to the shortage of copies of our October and January CIRCULARS (Nos. 89 and 90) we are compelled to raise the price of them to 3d. each, in fact if the present demand continues they will soon be out of print.

STAMP DEALING FORTY-FIVE YEARS AGO.

An extremely interesting article appeared in the *Stamp Lover* for March, entitled "Stamp Dealing in 1865"—based, we understand, upon a paper read by Mr. Herbert Clark at a meeting of the Junior Philatelic Society. Mr. Clark had found it in an old issue of the *Boys' Magazine*, in the form of an unsigned article. Unfortunately we have not sufficient space in this CIRCULAR to reprint the paper in full—readers who would like to read it should secure a copy of the *March Stamp Lover* for themselves—but we will take a few extracts from it which we feel sure will prove entertaining.

This writer of forty-five years ago mentions the case of a youth of eighteen, a merchant's clerk, whose cousin, a lad of thirteen, came to him and asked if he could exchange some foreign stamps with him. The clerk suggested that the two of them should raise what money they could, and start in business as "stamp dealers," which they actually did on a capital of £5. As soon as they became known they found that they could dispose of the stamps as fast as they procured them. In proportion as their business increased so did their advertisements; and this firm, which at first spent 10s. a month in this branch of the business, now spends £360 a year. (It must be remembered that this was written in 1865, and that the firm had then been four years in existence.)

The account goes on to say that these young men had a stock, at the time of writing, of some two million stamps. "In one corner of the office"—on the day the writer of the article called there—"stood a packing-case, which we were told had just come from Germany, and contained 200,000 stamps, worth in all about £150." Even in those far-off days, it seems, the outside public had an idea that philately was confined to schoolboys. To expose the fallaciousness of this notion, the writer of the article says somewhat quaintly: "Although, at its outset, boys were the chief supporters of this trade, yet its diffusion has caused rare stamps to be much looked after, and as their prices are very much above the capabilities of lads' pockets, very many noblemen and gentlemen have fallen victims to the mania. An eminent barrister in the Temple, we are told, has a collection of about 4,000 stamps, which have cost him at least £1,500. The value of the "Sydney view" stamp is quoted as having stood, in 1865, at 30s. to £2, unused, which, the article assures us, was "about 400 times its original price." To-day (i.e., in 1910) the stamp fetches a small fortune.

Further details respecting the firm mentioned include the following items: "The receipts of this business of which we are speaking are about £300 a month."

The value of the stock is estimated at about £3,000. . . . The afternoon that we visited the office an order was being despatched which only filled a small envelope, and yet the invoice amounted actually to £60."

Finally the article lets us into the secret of stamp dealers' profits in those days. "Each of the partners cleared about £600 last year, and find that their returns are daily increasing."

How strangely all this reads to us after the lapse of forty-five years, when the stamp-dealing business has grown into a recognised industry of enormous proportions, giving employment to several hundreds of persons in the United Kingdom alone, not to mention the still larger business done in Germany, France, India, Australia, the United States of America, and many other countries.

NOTES ON THE EMBOSSED DEED STAMPS OF GREAT BRITAIN.

It has always appeared strange to me that the old deed stamps embossed on blue paper and found on parchments should have received so little attention from philatelists, and that so little should be written about them. The only catalogue I know of them is Walter Morley's, whilst the only publication is a small brochure by F. G. C. Lundy, published some years ago, to which I am indebted for the information given here.

The first issue appeared during the reign of William and Mary (1688-1702) to provide money for carrying on the war against France, and an Act was passed in the year 1694 that all Indentures, Affidavits, Law Proceedings, etc., in fact any vellum or parchment, must be stamped to be valid.

Several kinds of paper were used: blue in many shades in laid or wove, from a slate grey (very often found completely faded) to a deep Prussian or violet-blue; vermilion in several shades; a few stamps were issued in green and one in pink.

The different dies for embossing these stamps were distinguished by small letters appearing in the design. The first issue, however, had no die letters and are also found without the usual piece of lead foil, which fastened the stamp to the parchment, and without the ticket on the reverse.

The first to be made were the 6d, 1/-, 2/6, 5/- and 40/-; during the subsequent reigns many others appeared, the 6d die letters going through the alphabet; and in George III's reign separate issues appeared for Ireland. During the late Queen's reign many high values were issued for use in paying probate: dies for £100, £200, £250, £1,000 up to £11,000 were made. Needless to add, these are very difficult to obtain.

New dies were not engraved for each reign, and in 1870 some of George III dies were still in use and very little the worse for wear.

The tickets on the reverse were also all used up before fresh ones were engraved: during William IV's time mostly those of George IV's were used.

Collectors who devote their attention to these much-neglected stamps will soon make many fresh discoveries, as much information is wanting and records are very incomplete. It is unfortunate that many fiscal collectors draw the line at these interesting stamps.

"COUNTRIES AND STAMPS."

The History of British Colonial Postage Stamps. A unique Work.

By HARRIET E. COLVILLE. In 12 Monthly Parts, complete as issued.

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- Aldham, Miss M., Tower House, Springfield, Chelmsford.
 Ashford, S. T., Rosendale, Harringay Park, London, N.
 Bowman, H. A., 5, Banstead Terrace, Roundhay Road, Leeds.
 Boyer, F. W., 19, Summerfield Terrace, Old Road, Stanningley.
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 Despard, W. G., Donore, Mountrath, Queen's County.
 Dickson, C. P., Yannon Terrace, Teignmouth, Devon.
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 Hillier, Mrs., 49, Park Road, Upper Baker street, London, W.
 Lister, W. J., Wynnstay Gardens, Kensington, London, W.
 Little, D., Hexham House, Hexham.
 Melville, N., 13, Church Street, Brighton.
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 Murray, W., 28, Hardy Road, Wimbledon, London, S. W.
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 Reid, J. G., 73, Langdale Road, Sefton Park, Liverpool.
 Robertson, H., 78, North Road, Forres, Morayshire.
 Roe, W., 24, Sedgmoor Place, Camberwell, London, S. E.
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 Smith, Miss F. E., Winfrith, The Crescent, Bedford.
 Spibey, J., Winona, Corporation, Street Stafford.
 Woodhouse, C., 28, Lansdowne Road, Hackney, London, N. E.

NOTE.—This Directory was commenced in CIRCULAR No. 83, (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each.

ESPERANTO.

LA CENTENARIO DE BOURNEMOUTH.—Nia Filatela Cirkulero ne estas "loka" ĵurnalo, kaj ni ne speciale presigas sciigojn rilatajn al la urbo Bournemouth, sed por unu tojo ni malobservas nian kutimadon, atentigante pri grava loka okazantaĵo de ĉi tiu jaro. Bournemouth proksiman Julion festos sian centenarion, ĉar la unua domo en la urbo ja ekkonstruiĝis en la jaro 1810. Je la 6a de Julio, kaj dum la dek sekvontaj tagoj, okazos specialaj Festoj, inter kiuj estos la Unua en Granda Britujo Internacia Kunveno de Flugistoj*, ankaŭ Karnavaloj, Florbataloj, Paŝtistaj Dramoj, Militaj Turniroj, kaj Internaciaj Sportoj de diversaj specoj. Amasego da vizitantoj estas atendata, el ĉiuj partoj de l'Unuigita Regno, la Kontinento, kaj eĉ el pli malproksimaj landoj. Multaj hoteloj estas jam plene antaŭlujitaj por la afero.

Se inter la vizitantoj al Bournemouth en tiu tempo okaze troviĝos Esperantistoj, ni esperas, ke tiuj ne forgesos fari ankaŭ al ni viziteton. Seriozaj da Memorigaj Markoj estas eldonitaj; ili estas laŭ granda formato, kun bildoj de lokaj vidindaĵoj, portreto de la urbestro, k. t. p. Al legantoj de ĉi tiu Cirkulero ni plezure ilin liveros po 3p. por serio, sendkoston ekstre.

**Flugisto*, Esperanto for aviator.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, W. C.

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PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

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PACKETS OF STAMPS.—Value Exceptional. All sent post free for cash with order:—

20 different used Stamps, British Colonials only	...	...	...	...	7d.
40 different used Stamps, all Foreign	...	...	...	...	7d.
50 different used Stamps, all Foreign	...	...	...	...	8d.
60 different used Stamps, all Foreign	...	...	...	...	9d.

Approval selections only sent when asked for.

CHAS. J. ENDLÉ & Co., BOSCOMBE.

DUPLICATE BOOK FREE.

SPECIAL OFFER.—To every purchaser of 5/- worth (nett) Stamps from our Approval Selections, we will give a Pocket-Book for Duplicates, bound cloth, holding about 450 Stamps, size 6½ by 4½ ins., 12 pages, and large pocket, free of charge. Usually sold at 2/- This offer holds good until August 1st.

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WE insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

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to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

Ordinary Rate: 5 words 1d. per insertion; minimum 4d.

Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

EXCHANGE RUSSIAN Postage and Fiscal Stamps with all countries.—MICHAEL M SARAGIN, P.O. Box 1277, Odessa, Russia. (88)

WANTED.—The "Stamp Bourse," Liverpool, 1908. Also other philatelic literature, old or current, cash or exchange.—H CLARK, Malta House, Angmering, Worthing. (88)

35 VARIETIES, native state and Indian stamps, 6d. Dozen packets 3/11. 25, 6/11. On Bean's Reference Register. J. ZUTSHI, Daraganj, Allahabad, India. (89)

WANTED.—1d. Blacks, 2d. Blues (no lines), and Octagonals, used and unused. Submit at lowest prices.—A. W. TYRRELL, Stockwell, London. (88)

PHILATELIC LITERATURE.—Several lots to clear out cheap; exchange or cash.—BICKERS, Loretto, Glasheen, Cork. (88)

PHILATELIC LITERATURE.—Collector forming general library buys publications, any country, especially before 1880.—H. EDGAR WESTON, 386, Brixton Road, London. (89)

SETS.—Postals only; 46 Austria, 3d.; 50 U.S.A., 4d.; 29 Turkey, 4d.; postage extra.—LAWRANCE, 16, Aubert Park, Highbury, London. (89)

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to send your subscription to ENDLE'S PHILATELIC CIRCULAR if not already a subscriber. The small sum of SIXPENCE secures it for a year.

SUBSCRIPTION 1s. [24 cents] per annum, post free, including (gratis) unused stamp with every issue.
6d. [12 cents] " " without stamp.

ENDLE'S *Philatelic Circular*

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 92.

[SEVENTEENTH YEAR OF PUBLICATION.]

JULY, 1910.

PRESENT-DAY PHILATELISTS.



HIS MAJESTY KING GEORGE THE FIFTH.

[see next page.]

ENDLE'S PHILATELIC CIRCULAR, 28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

"THE KING OF PHILATELISTS."

IN the exceptional circumstances which have arisen so tragically since our last issue appeared, we feel sure that many readers of our CIRCULAR, especially of our fellow-subjects in the Empire Over Seas, will be pleased to have this recent portrait of King George V. We ask them to join with us in expressing the wish that His Majesty's reign may be long and prosperous, and that amidst the arduous duties of his high and responsible position he may find some leisure still to continue his enjoyment of philately.

GOD SAVE THE KING.

THE ROYAL PHILATELIC SOCIETY.

AT this juncture, when, for the first time in history, the Sovereign of this realm is a recognised and eminent philatelist, it seems appropriate to give a brief record of the honourable career of the Philatelic Society of London—as it was originally called. It was in November, 1906, that King Edward VII officially signified his pleasure that the Society should thenceforth be styled "The Royal Philatelic Society, London." His Majesty King George V, as Prince of Wales, in 1896 became the President of the Society—a post he has filled with much distinction, and will—it is hoped—retain for many years to come, at all events under the style of "patron."

The origin of the Society is interesting. In the year 1869—on April 10th, to be exact—a bandful of London philatelists held a meeting at 93, Great Russell Street, Bloomsbury, with Sir Daniel Cooper, Bart., K.C.M.G., in the chair, when it was decided to form a Philatelic Society, and a set of rules was formulated, Sir D. Cooper being elected the first President. There have only been five different Presidents since the foundation of the Society: Sir Daniel Cooper was succeeded by Judge Philbrick in 1878; the Duke of Edinburgh, who was an enthusiastic philatelist, followed in 1890; to be succeeded by the Earl of Kingston in 1896, when our present King, as Prince of Wales, was elected by unanimous vote of the members. The late Mr. T. K. Tapling, whose famous collection of stamps became the property of the nation at his death and is now in the British Museum, was a Vice-President of the Society from 1881 to 1891, when he died. It has been said, we believe, that with Mr. Tapling's death a somewhat critical period arose for the Society, and fears were expressed that it might decline and die, but fortunately that calamity was averted.

When this association of London stamp collectors became a Royal Society certain noteworthy changes were effected. The first 350 members became "Fellows," and had the right to place the letters "F.R.P.S.L." after their names. There will not be more than 350 Fellows; indeed we are not quite sure whether that number have yet been nominated; but in any case after the first roll of 350 is complete new Fellows will be elected only to vacancies as they occur.

Another important innovation which took effect in 1906 was the provision for admitting junior philatelists to membership of the Royal Society. This new rule applies to collectors between the ages of sixteen to twenty-one, who pay an annual subscription of 10/6, without any entrance fee, and have the standing of "associates." They have the right to attend ordinary meetings of the Society, and enjoy all the privileges of an ordinary member (including the receipt of the official journal, the *London Philatelist*), except the right of voting and of receiving such publications as are supplied at reduced rates to ordinary members. The associates have the right to become full members on attaining their majority.

Philatelic "literaturists" may be interested to hear of some of the works on stamps issued by the Society, which are now practically all out of print and scarce. The first of these publications was a list of the stamps of Spain, issued in 1878. This was followed ten years later by a larger work on the British Colonies in Oceania; in 1890 by a book on the British Colonial stamps of North America, and in 1891 by a fine work on the West Indies. Subsequent publications of the Society have been on the stamps of British India and Ceylon and three volumes on the stamps of the British Colonies in Africa.

KING EDWARD THE SEVENTH.

OUR last CIRCULAR (April) had appeared but a few days when the world was startled by the unexpected news of the brief illness, followed by the death, of the King. We feel it is due to our numerous readers in all lands—so many of whom are our fellow-subjects—to express here our small tribute of heartfelt grief at the loss which this great World-Empire has sustained. It seems but yesterday that we published—in the CIRCULAR of March, 1901—our tribute to the memory of Queen Victoria; and now we mourn the loss of her illustrious son, who for the last nine years has reigned with singular distinction, winning for himself a place in the hearts of his people never before attained by any English King.

Edward the Peacemaker has by his nobility of character, his personal qualities, and his administrative ability, secured a memorial which will endure while the world lasts; and we who have been privileged to own allegiance to him as our Sovereign may feel thankful for the example he has set.

WISDOM OF THE WEST.

A CANADIAN contemporary, *The Hobbyist*, of Winnipeg, is circulating a leaflet on the "Philosophy of Life." There is an air of originality about it which suggests our reprinting it for the benefit of readers of our CIRCULAR. It runs as follows;—

"Did it ever occur to you that a man's life is full of temptations? He comes into the world without his consent, and goes out against his will, and the trip between is exceedingly rocky. The rule of contraries is one of the features of this trip.

"When he is little, the big girls kiss him; when he is big, the little girls kiss him. If he is poor, he is a bad manager; if he is rich, he is dishonest. If he needs credit, he can't get it; if he is prosperous, everyone wants to do him a favour.

"If he is in politics, it is for graft; if he is out of politics, he is no good to his country. If he doesn't give to charity, he is a stingy cuss; if he does, it is for show. If he is actively religious, he is a hypocrite; if he takes no interest in religion, he is a hardened sinner. If he gives affection, he is a soft specimen; if he cares for no one, he is cold-blooded. If he dies young, there was a great future before him; if he lives to an old age, he missed his calling.

"If you save money, you're a gouch; if you spend it you are a loafer; if you get it, you're a grafter; if you don't get it, you're a bum. So, WHAT'S THE USE?

"The Solution for Hobbyists is plain—Enjoy life as you go along; we are. And there is no better way than working together—co-operation, in other words. Let us help to make life worth while for our fellow-men, thereby creating a satisfaction of mind in ourselves. Let us co-operate."

We must confess that our knowledge of the Americanese language does not extend to an understanding of the terms "graft," "gouch," and "bum," nor can we find them defined in any dictionary; but we may hazard the conjecture that "graft" perhaps means dishonest gain; "gouch" stands for "miser"; and "bum" means fool or idiot. There are several points in the arguments of our Canadian friend which strike us as somewhat weak and open to question; but with his closing remarks on co-operation we are thoroughly in accord. The intended "moral," we presume, is to subscribe for and advertise in the *Hobbyist*, which is undoubtedly an excellent journal and deserving of support. It is published monthly by Mr. O. Kendall, of 536, Main Street, Winnipeg, and is beautifully printed. We hope to see it again.

POSTCARDS of the King, printed from the block appearing on the front page of this CIRCULAR, can be supplied at 1d. each, post free 1½d., 12 for 9d., post free. Orders must be accompanied by cash. Remittances from the Colonies should be made by postal order, not by stamps.

PHILATELY IN THE PRESS.

The Daily News said, in its issue of May 24th: "Of all forms of collecting, that of stamps is probably the most widespread. It is almost the only youthful hobby which is enjoyed and pursued in manhood and old age. The field is practically boundless. There are at least 55,000 varieties, not counting what Chantecler calls varieties of varieties. The British Empire has about 18,000 different sorts of postage stamps; and there are many more in immediate prospect. . . . The adult stamp collector is often spoken of as if he were a rare and essentially ridiculous sort of person—though most of us know that the King is one of the keenest of philatelists. But, as was pointed out some time since by a high authority, a glance at the London Directory will reveal the fact that the number of stamp dealers is a large one, and as their shops are for the most part in such crowded thoroughfares as the Strand, where rents are high, their turnover must necessarily run into several figures."

The Daily Express also contained the following in a recent issue:—"On the stamps of King Edward and Queen Victoria the head faced to the left, so that apparently the coinage rule does not hold for the purpose of the stamps, and in view of King George's known interest in philately the design of the new stamps is awaited with considerable anticipation."

DIRECTORY OF STAMP COLLECTORS.

- Back, A. W., 71, Kyverdale Road, Stoke Newington, London, N.
 Bellamy, F., 4, St. John's Road, Oxford.
 Benckendorff, Mrs., Dorset Lodge, Thames Ditton.
 Bryden, James J., Glenelg, Peebles, N.B.
 Bygate, A. E., 425, Wargrave Road, Earlestown, Lancs.
 Campbell, D. J., 4, Knaresborough Place, Streatham, London, S.W.
 Clifford, J. H., Sheep Street, Charlbury, Oxon.
 Copping, L., Broom, Biggleswade, Beds.
 Gruber, T., 1, Kenilworth Court, Putney, London, S.W.
 Helliwell, H. D., Beechwood, Ovenden, Halifax.
 Howells, Albert, Arch House, Tenby, S. Wales.
 Leman, Ernest M., Springfield, Poplar Grove, New Malden.
 Lingwood, James B., Mechanics' Institute, Alnwick.
 MacDonald, Dr. D., 56, Grange Loan, Edinburgh.
 Newington, Miss F. Hayes, The Gables, Ticehurst, Sussex.
 Newport, F. W., Frances Street, Kilrush, Co. Clare.
 Ridgway, A. W., 86, Lansdowne Place, Hove, Sussex.
 Robinson, H., Maelor Stores, Adwyr Clawdd, near Wrexham.
 Sandercock, J. B., junr., Rosecare, St. Gennys, Bude, Cornwall.
 Scott, Mrs. A. E., 22, Bedford Square, Brighton.
 Sewell, R., Mount Pleasant, Hexham-on-Tyne.
 Somerset, W., 179, Mount View Road, Finsbury Park, N.
 Swales, S., 19, Ingleby Terrace, Chester Road, Sunderland.
 Thomson, Miss, Hillside, Penylan, Cardiff.
 Thornborrow, T. W., 40, Balfern Grove, Chiswick, W.
 Walker, Miss M., 11, Stanthorpe Road, Streatham, London, S.W.
 White, C. S., 8, Guildford Place, Russell Square, London, W.C.
 Wood, Mrs., Gorswen, Whyteleafe, Surrey.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each.

STAMP DEALERS' DIRECTORY, 22nd Edition.—Dealers desiring their names inserted in the New Edition of the Directory, to appear next November, are requested to communicate with us before October 31st. No charge is made for insertion of firms in the United Kingdom.

"PLATE SEVENTY."

THE article on the front page of our April CIRCULAR, with illustration of a mysterious stamp believed to be a specimen of the elusive and extremely valuable "plate 70" (English one penny red), proved of exceptional interest, and we hope to publish another article on the subject in our next issue. In the meantime the following from Mr. F. J. Melville will be found a valuable contribution to the discussion on this fascinating philatelic problem:—

"Plate 70" (Mr. Melville writes) "was not registered for use at Somerset House, as it had to be rejected on account of a flaw in the steel. Wright & Creeke mention, however, that though no impression taken from it exists in the Archives, 'a few were nevertheless struck off before the defect was discovered. It is therefore by no means impossible that specimens may exist. I have information from an eminent specialist that he knows of a plate 70, but most of the supposed plates 70 hitherto chronicled have turned out to be impressions from plate 76."

Needless to say we are greatly obliged to Mr. Melville for his kind communication, and we shall be very glad to receive any further remarks or information from readers of the CIRCULAR. If any care to submit specimens of any supposed "plates 70" for our inspection we shall be glad to examine them, and would of course take every care of them. It would be especially interesting to know what is the nature of the flaw or defect in the plate which caused its rejection, as that might possibly be of assistance in identifying the stamp. Does the "few struck off" refer to entire sheets of the plate, or merely single stamps?—and was it possible for any of the "few" to be passed through the post? Copies of CIRCULAR No. 91, containing the illustration, will be sent on receipt of stamp for postage.

PROPERTY INVESTMENT.

READERS of the PHILATELIC CIRCULAR who know anything of Bournemouth and its history are no doubt aware that house property and land—"real estate"—have advanced in value and price very considerably within quite a short period of time. In fact, fortunes have been made by many persons who invested money in this district a few years ago and are now receiving handsome returns. At the present moment Bournemouth is flourishing exceedingly, and undoubtedly the next few years will see further large advances in the value of property in and around the borough area. There still remains a considerable extent of undeveloped land in Bournemouth and its environs; and it has occurred to us that among our readers there may be those with capital to invest who would like to take advantage of a safe investment in this direction—irrespective of whether they contemplate coming to reside in the district or not.

We have ourselves an old-established connection as land and estate agents, and should be happy to give particulars of properties now available for disposal—the present being without doubt an excellent time to buy. We have good freehold and leasehold properties at prices, say, from £250 each and upwards, which will return from 5 to 10 per cent. interest per annum on the purchase money; also freehold and leasehold equities showing 10 to 15 and even 20 per cent. per annum with practically absolute safety. There are also just now, in growing districts just outside Bournemouth, excellent bargains in freehold land which will well repay investigation, and we can also offer good mortgage securities for clients preferring this form of investment.

We solicit enquiries from readers with money to invest, and shall be very pleased to give particulars of suitable securities free of charge on receipt of stamp for reply postage. We undertake collection of rents and the entire management of property on very reasonable terms. We court full investigation as to our standing and reputation and can give references of any kind required.

The pressure of taxation brought to bear upon landed proprietors by the present Government should have the effect of cheapening estate property for a time, and will increase the advantage to purchasers

OUR Esperanto article is unavoidably suspended in this issue of the CIRCULAR; it will appear in October as usual.

STARTING A LIBRARY.

Do you possess a Philatelic Library?

If not, we shall be pleased to start you with one at a very small charge indeed. If you already have a library, it is very probable that one of the cheap Book Parcels offered below will not come amiss to you, as you may not have all the books offered, and even one or two of them would not be very expensive at the price asked for the whole parcel. Philatelic literature is in great demand nowadays, and collectors are surprised to find how scarce several comparatively recent works have become.

WE OFFER:

- Old Issues of "**Nunn's Directory**," including the Sixth, Seventh, Eighth, and Ninth Editions, down to last year's (*viz.*, the 20th).
- Old Issues of "**The Monthly Post and Stamp World**," dating from 1893; also a few copies of the First Volume bound in cloth (1893-4) published at 3/-.
- The Twentieth Century Catalogue of Postage Stamps** (Endle's Copyright), in Three Editions, dated respectively, 1901, 1902, and 1903.
- The Philatelic Almanac**, dating from 1899 to 1906. In two styles, paper and covers (the latter issued at 1/- each).
- The Philatelists' Register**, in three Editions, dated 1909 and 1910.
- "Hobbies Handbook"** ON STAMP COLLECTING.

And many other interesting stamp publications.

BOOK PARCELS.—We offer to send, post paid, a Parcel containing NINE Separate Books, all in good condition, for One Shilling (1/-). TWELVE BOOKS for 1/6. FIFTEEN BOOKS for 2/6. For 1/6 extra we will include copy of "Countries and Stamps," bound in cloth. Address all orders to

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UNUSED STAMP.

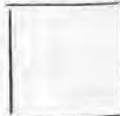
Subscribers who have asked for it will please find over this notice an unused Maldive Island, 1909, 10c., red.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

21st
Edition.

STAMP DEALERS' DIRECTORY
DIRECTORY PRICE 6d.
LATEST EDITION
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CHAS. J. ENDLÉ & Co., Boscombe.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters,** 133, High Holborn, London, w.c.

UP-TO-DATE PACKET of British Colonial Stamps,

Containing **50 Varities,** all different, used and unused.
Post free, **1/1**

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LOOK!—A set of 8 Mauritis to applicants for Approval Sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willesden Green, London. (91)

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ENDLE'S Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 93.

[SEVENTEENTH YEAR OF PUBLICATION.]

OCTOBER, 1910.

PRESENT-DAY PHILATELISTS.

This is the sixth in our series of portrait sketches, a slight break in their sequence having occurred in connection with the last two issues of the CIRCULAR. In our issue of April last (No. 91) we published an illustrated article on the discovery of a specimen of the 1d. red English stamp, "Plate 70," and in No. 92 (July) we devoted this space to a portrait of H M. King George V.



MR. A. W. TYRRELL.

We now have much pleasure in resuming our "ordinary" series with a sketch dealing with a very well-known stamp dealer, Mr. A. W. Tyrrell. This gentleman commenced his philatelic career—at all events in a business sense—in 1891. He did not, however, devote himself entirely to it at first—he was a "spare time dealer," in fact; but he found, as others have done, that it demanded and repaid closer application, and he became, in a sense, best known outside his own country, so to provide better facilities for meeting clients from abroad he has just opened at 30, King Street, Cheap-side, E.C. Literally within a stone's-throw of the historic Guildhall, Mr. Tyrrell's new establishment is probably the most centrally situated stamp shop in London, and owing to the world wide extent of his connection it seems probable that "30, King Street" will become a recognised *venue* for Colonial philatelists.

Mr. Tyrrell does not lay himself out to stock "rarities," but rather aims at carrying a fine range of good medium stamps. Glancing casually into the records of this year's business he finds that some seventy collections, ranging in price from a few shillings to £30 or £40, have passed through his hands. Local dealers, and philatelists who aim at building up their collections from the sale of their duplicates, find it of great advantage to pick up the cheap collections and mixed lots offered by Mr. Tyrrell, and small dealers often pay his full retail price when purchasing from him varieties they are short of. Whilst primarily opening in the heart of the city to meet old-established customers, Mr. Tyrrell will always be pleased to welcome new clients at King Street. Prior to his removal he occupied "The Oldest Stamp Shop in the City of London"—75, Little Britain, which had been held by several stamp-dealing firms before his time,

The premises are now demolished, and it is improbable that there will be a stamp shop there again when they are rebuilt.

As regards personal details, Mr. Tyrrell, out of business hours, is fond of outdoor exercises and sports generally; and he takes a keen interest in social and moral questions, especially in regard to the rising generation. Like most stamp dealers, he finds that his work does not give him a superabundance of leisure.

The previous portrait-sketches in this series have been:—No. 86, Mr. E. Abel-Aston; No. 87, Mr. D. J. McIntyre; No. 88, Mr. Lewis May; No. 89, Mr. E. Harmer; No. 90, Mr. Victor Marsh.

THE STAMP DEALER'S ECCENTRICITIES.

IN recent issues of the CIRCULAR we have remarked upon the eccentricities which seem to characterise the stamp dealer as distinguished from other traders, at all events in this country. The accuracy of our comments has been admitted by several of our readers, though it appears far from easy to explain these remarkable departures from conventional business methods.

Our attention has lately been called to the ways of stamp dealers in connection with their advertising arrangements. Some of the "largest" firms in the United Kingdom adopt the most curious tactics in the placing out of their advertisement orders, and are still more erratic in their methods of settling accounts. Thus, one philatelic publisher says: "There are several firms who would like to advertise in my publication, but they don't want to pay. One dealer sent me 500 insets, which I sent out for him at a charge of 6/6, which he agreed to pay." But when the account was sent in to this man, we understand, he began to "run the publication down and find fault generally. He also wanted proof that all his bills had been circulated." In response to this, the long-suffering publisher sent the dealer some 200 names of parties who had had the bills in quantity, and asked the latter if he could suggest how to prove to him that the books were sent out. The publisher very reasonably pointed out that he could not write out the names and addresses of all his subscribers even if he knew them, in addition to the trouble of inseting and folding—and all for 6/6. Now, is there any other trade or business that would create such a fuss over the payment of a paltry six-and-sixpence?

Then there is the question of advertisers dictating their own terms to publishers. Is so unbusiness-like a practice met with in any commercial circles outside philately? We think not. We are informed that a stamp dealer asked for a price for the circulation of his wholesale list as an inset, and on receiving the publisher's quotation he (the dealer) replied that he "never paid more than 10/- per 1,000 for his list to be circulated," and unless this particular publisher would take it on those terms he would not give the order.

We consider that stamp dealers such as these require a course of instruction in business methods and the principles of fair-dealing, not to mention ordinary commercial etiquette.

ALL ABOUT THE "PENNY BLACK."

AN English stamp dealer has brought out a remarkable booklet containing eight pages, no less than four of which are entirely devoted to one variety of stamp—namely, the "penny black" postage stamp of 1840. The booklet is entitled a "Price List for Specialists of the 1d. Black 1840 Postage Stamp of Great Britain (issued May 6th, 1840)." The sum of 6d. is charged for copies of the list, which certainly is a noteworthy publication, illustrating the extent to which philatelic specialism can be carried.

Ordinary copies of the stamp "for plating"—i.e., the reconstruction of plates—are supplied at 6d. each; extra fine specimens being quoted at 1/-. Pairs, with the red cross cancellation, are priced 7/6, or with the scarcer black cancelation, 10/-. Strips and blocks of 4 are also quoted; red cross, £2; black cross, £5. A number of interesting minor varieties are listed; such as specimens with hair-line through value, price, 10/-, or with hair-line through the word "postage" £3. There are also various errors which we have not space to mention. We note that the most expensive "penny black" offered is the variety dated May 10th, 1840 (a Sunday), copies of which on the entire original cover are £15 apiece!

OURSELVES AND OTHERS.

It has become a recognised characteristic of ENDLE'S PHILATELIC CIRCULAR that it has the friendliest possible feelings towards its contemporaries. In saying this we claim no extraordinary merit from the fact; but whilst publishers of philatelic journals are generally—and perhaps not unnaturally—jealous of their own interests, we entertain no such feeling, at all events towards contemporaries outside our own country. For it must be confessed that, with one or two exceptions, our fellow-journalists in the United Kingdom show no interest in the CIRCULAR, although we observe that they by no means object to copying our ideas and adopting our methods, or benefiting by the use of material taken from our pages! As an example of this we may cite the case of our Directory of Stamp Collectors, which is seized upon with avidity by British philatelic publishers and dealers as it appears quarter by quarter, and specimen copies of stamp papers, selections of stamps on approval, and so forth, are sent to the collectors whose names we publish.

In striking contrast to our compatriots, however, is the attitude of our friends abroad, for several Colonial and foreign publishers are most kind in their recognition of our efforts for the extension of philately. They send us "exchange" copies of their journals with exemplary regularity, and when they quote from our pages or "lift" any of our articles, they almost invariably give due acknowledgment. We have been wishing for some time past to express our thanks to foreign and Colonial contemporaries for the friendship they evince, and to assure them that we cordially reciprocate it. "A prophet is not without honour, save in his own country," and an attitude of indifference from some of those at home renders the cordiality of friends abroad the more gratifying by contrast.

At the present moment our CIRCULAR has a larger circulation than at any previous period in its history, and it appears to enjoy the confidence and appreciation of its subscribers to a degree never before attained. With this issue we complete our 17th year of continuous publication—a record of which any philatelic journal may justly be proud.

Apropos of our Collectors' Directory, we may mention that up to our last issue (No. 92) we published 322 names and addresses of stamp collectors in the British Islands, all believed to be those of genuine philatelists, and all different, except possibly in a few cases where persons may have changed their addresses. We do not wish to publish any name twice, but should this be done occasionally through inadvertence, we shall be much obliged if our attention is drawn to the fact. We are always glad to have information or corrections respecting the Directory, and in the case of any collector definitely giving up the hobby, if his name has appeared in the CIRCULAR we shall be willing to insert a notice directing its deletion. The 24 names in this number brings the total of our Directory up to 346.

A reader in India, renewing his subscription, in a letter just received writes: "I like your CIRCULAR very much, especially the articles under the Present-Day Philatelists."

"500 unpicked collectors' duplicates" is a recent stamp advertisement in our contemporary *The Exchange and Mart*. We wonder what an "unpicked collector" is! Perhaps a chicken in a poultry-yard making a collection of worms, may be described as an "unpicked collector;" but five hundred collectors, and all unpicked! Think of it!

POSTCARDS of the King, printed from the block appearing on the front page of the CIRCULAR, can be supplied at 1d. each, post free 13d., 12 for 9d., post free. Orders must be accompanied by cash. Remittances from the Colonies should be made by postal order, not by stamps.

DUPLICATE BOOK FREE.

SPECIAL OFFER.—To every purchaser of 5/- worth (nett) Stamps from our Approval Selections, we will give a Pocket-Book for Duplicates, bound cloth, holding about 450 Stamps, size 6½ by 4½ ins., 12 pages, and large pocket, free of charge. Usually sold at 2/- This offer holds good until January 1st, 1911.

CHAS. J. ENDLÉ & Co., Boscombe.

THE INSISTENT WEST.

To the student of human affairs at this present time the march of progress in the West is continually thrusting itself into notice. To a certain extent the same may be said also of the East, the South, and the North; but we think the West must be accorded first place in the world's life to-day. Particularly is this noticeable in philatelic affairs. The marvellous development of the great Dominion of Canada commands the proud admiration of every true Briton, whilst the United States of America, as a nation, keeps pace with her. The amount of money invested in stamps on the North American Continent is simply colossal, and some of the keenest of philatelists are to be found there.

We have before us several numbers of *The Philatelic West*, a monthly magazine published at Superior, Nebraska, U.S.A. This journal is not confined solely to philately, for it has incorporated with it the *Collectors' World*, formerly a separate publication, and it now deals with many distinct departments of collecting. The "*West*" which is very aptly thus designated, may be said, we think, to reflect the American Collecting World at its best. By this, we do not mean it is the best American philatelic paper; but it is so characteristically "American" from cover to cover, and withal a typical "collectors'" journal, with a delightfully bohemian air about it.

The *West* has been issued for over fifteen years, and is now in its "49th Volume." The amount of advertising it carries monthly is truly wonderful; and it publishes every month a series of remarkable illustrations, including portraits of American collectors—mostly exceedingly juvenile in appearance though evidently not so in years or experience—reproductions of newly issued stamps, views, pictures of all sorts of collections, &c.:—pottery, taxidermy, knives, guns, shells, postcards, banknotes, and so on. The regular departments of the *West's* contents include, besides stamps, mineralogy, relics, antique firearms, archæology, numismatics, bibliography, ethnology, and we know not what else! We maintain that a paper such as this, got up as this is, is a wonderful educational factor, and has the power of interesting and instructing at the same time.

The *West* is published by Mr. L. T. Brodstone, and is sent post free for 50 cents a year. We wish we had such a paper in England; of course we have others something like it; but to our minds the *West*, despite its undoubted faults, its Americanism and consequent limitations, is incomparable. We wish it all success, and we should like to echo, in regard to it, the inscription on a card reproduced in its June number:—

"Write this above me when my journey ends:

He left no dollars, but ten thousand friends."

At the same time we would not wish for our friend Brodstone a career of poverty!—but the proprietorship of the *West* is surely its own reward, and the "dollars" no doubt will look after themselves!

ESPERANTO.

LA bedaŭrata morto de nia bona Reĝo Eduardo VIIa nepre kaŭzos gravajn rezultojn ĉe la poŝtmarka kolektistaro en la proksima estonteco. Kvankam kelkaj el la Aŭstraliaj Kolonioj ankoraŭ uzadas poŝtmarkojn kiuj portas la kapportreton de l'Reĝino Viktorio, kaj kvankam kelkaj Britaj Kolonioj tute ne metas la reĝkapon sur siaj poŝtmarkoj, la plej granda parto de la Imperiaj Regnestroj baldaŭ ŝanĝos la poŝtmarkojn kaj enkondukos novajn, kiuj portas portreton de l'Reĝo Georgo Va.

La Patrinalando mem kredeble donos bonan atenton al la nova desegno por enlanda poŝtmarkoj, kaj la filatelista reputacio de l'Reĝo Georgo supozeble havos grandan influon sur la desegno de la poŝtmarkoj. Restas por konstati, ĉu tio okazos aŭ ne, sed ke nia Reĝo, aŭ iu alia, estas filatelisto tio ne signifas, ke li posedas apartan guston pri la artoplena desegnado de poŝtmarkoj. Kelkaj el la poŝtmarkoj plej allogaj por kolektistoj pro sia malofteco estas la plej malbelaj.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, W.C.

“ENDLE’S DIRECTORY,”

[Formerly “NUNN’S.”]

*Copyright purchased by Chas. J. Endle & Co. from Nunn, Graves & Co.,
Limited, of Bury St. Edmunds, July 31st, 1900.*

NOTICE.—CHANGE OF TITLE.

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CHAS. J. ENDLE & Co.,

Publishers,

BOSCOMBE, BOURNEMOUTH,
England.

DIRECTORY OF STAMP COLLECTORS.

- Archer, L., 90, Aughrim Street, Dublin.
 Bell, Mrs., Hill Crest, Hyde, Cheshire.
 Carr, V. F., 34, Charlton Road, Blackheath, London, S.E.
 Carter, G. D., 109, Ilbert Street, Queen's Park, London, W.
 Childs, T. W., 10, Broad Street, Teddington.
 Clark, H., Malta House, Angmering, Sussex.
 Constantinides, A. C., Woodview, Archway Road, Highgate, London, N.
 Elliott, E. K., 193, Narborough Road, Leicester.
 Ferguson, J., The Bogg, Otterburn, R.S.O., Northumberland.
 Fielding, J. D., 128, King Street, Great Yarmouth.
 Gaye, Rev. R. E., Skeyton Rectory, Swanton Abbot, Norwich.
 Hobbs, F., 121, Broomwood Road, Clapham Common, London, S.W.
 Lee, H., 3, Arbuthnot Road, Peckham, London, S.E.
 Lucking, W. W., Stortford Road, Dunmow, Essex.
 Mockler, Miss, Pentland, Tivoli Road, Cheltenham.
 Mostyn, J. N., 6, Prince of Wales Terrace, Bray, Co. Wicklow.
 Noel, Miss A., 37, Wymering Mansions, Elgin Avenue, London, W.
 Percival, G. H., 66, Abington Street, Northampton.
 Pine, W. Latimer, Bush House, Poughill, N. Cornwall.
 Runnicles, G. A., 41, Upper Lewes Road, Brighton.
 Sexton, F. P., Park Lodge, Fairfield West, Kingston-on-Thames.
 Smith, W. H. Rawdon, Eastfield, Iron-Bridge, S.O. Salop.
 Southern, E. O., North Seaton Hall, Morpeth.
 Spokes, J. C., 22, Denmark Terrace, Brighton.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each.

STAMP DEALERS' DIRECTORY, 22nd Edition.—Dealers desiring their names inserted in the New Edition of the Directory, to appear in November, are requested to communicate with us before October 31st. No charge is made for insertion of firms in the United Kingdom.

“COUNTRIES AND STAMPS.”

The History of British Colonial Postage Stamps. A unique Work
 By HARRIET E. COLVILLE. In 12 Monthly Parts, complete as issued.

Price 1/6 only, post free.

Chas. J. ENDLE & Co., Publishers, BOSCOMBE.

UNUSED STAMP.

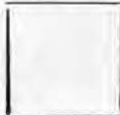
Subscribers who have asked for it will please find over this notice an unused Mauritius, 1910, 5c., green and carmine (King Edward)*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

STARTING A LIBRARY.

Do you possess a Philatelic Library ?

If not, we shall be pleased to start you with one at a very small charge indeed. If you already have a library, it is very probable that one of the cheap Book Parcels offered below will not come amiss to you, as you may not have all the books offered, and even one or two of them would not be very expensive at the price asked for the whole parcel. Philatelic literature is in great demand nowadays, and collectors are surprised to find how scarce several comparatively recent works have become.

WE OFFER :

- Old Issues of "**Nunn's Directory**," including the Sixth, Seventh, Eighth, and Ninth Editions, down to last year's (*viz.*, the 20th).
- Old Issues of "**The Monthly Post and Stamp World**," dating from 1893 ; also a few copies of the First Volume bound in cloth (1893-4) published at 3/-.
- The Twentieth Century Catalogue of Postage Stamps** (Endle's Copyright), in Three Editions, dated respectively, 1901, 1902, and 1903.
- The Philatelic Almanac**, dating from 1899 to 1906. In two styles, paper and covers (the latter issued at 1/- each).
- The Philatelists' Register**, in three Editions, dated 1909 and 1910.
- "Hobbies Handbook"** ON STAMP COLLECTING.

And many other interesting stamp publications.

BOOK PARCELS.—We offer to send, post paid, a Parcel containing NINE Separate Books, all in good condition, for One Shilling (1/-). TWELVE BOOKS for 1/6. FIFTEEN BOOKS for 2/6. For 1/6 extra we will include copy of "Countries and Stamps," bound in cloth. Address all orders to

CHAS. J. ENDLE & Co., BOSCOMBE, BOURNEMOUTH.

SUBSCRIPTION FORM.

This Form, when filled up, should be cut out and sent, with Remittance, to—
THE MANAGER, ENDLÉ'S PHILATELIC CIRCULAR,
Boscombe, Bournemouth.

I wish to receive ENDLÉ'S PHILATELIC CIRCULAR for One Year (four issues) commencing with No.

including the Unused Stamp with every issue, for which I enclose 1s.*
 without the Unused Stamp, for which I enclose 6d.*

Name

Address

Date

*Strike out one of these lines. Please write very distinctly.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

21st
Edition.

**STAMP DEALERS' PRICE
DIRECTORY
LATEST EDITION
CHAS. J. ENDLE & CO
BOSCOMBE
BOURNEMOUTH**

Price
6d.

The CONTENTS of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix, Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books,** and other Philatelic Specialities and Accessories.

PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to date of publication.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, CHAS. J. ENDLE & Co., Boscombe, Bournemouth. Telephone No. 956.

THE STAMP DEALERS OF GREAT BRITAIN.

'ENDLE'S DIRECTORY'

(Formerly "NUNN'S.")

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CHAS. J. ENDLE & Co., Publishers, Boscombe, Bournemouth,
ENGLAND.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

ADVERTISE YOUR WANTS AND OFFERS!

We insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

Ordinary Rate: 5 words 1d. per insertion; minimum 4d.

Address all advertisements to The Manager, ENDLÉ'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

COMMON and Medium Colonials. Wholesale lots wanted, current and obsolete.—Send, stating lowest price, TYRRELL, 30, King Street, Guildhall, London. (93)

LOOK!—A set of 8 Mauritius to applicants for Approval Sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willesden Green, London. (91)

50 ALL different Indian native State stamps (no Indians), 2/3, money order. On "Bean's Reference Register." J. ZUTSHI, B.Sc., Daraganj, Allahabad, India. (93)

SELECTIONS of Stamps on approval to suit all collectors. Fine picked copies at half to third Gibbons. Reference, please. Sets, postals only: 29 Turkey, 4d.; 46 Austria, 4d.; 50 U.S.A., 6d.; 4 Roumania Charity, very nice, 2d.; postage extra.—H. W. LAWRENCE, 16, Aubert Park, Highbury, London. (93B)

PHILATELIC LITERATURE.—Collector forming general library buys publications, any country, especially before 1880.—H. EDGAR WESTON, 386, Brixton Road, London. (89)

1,000 VARIETIES Foreign and Colonial Stamps, including 100 Unused, all neatly mounted in bound book; 8/6 post free.—H. THAIN, Attleborough. (90)

COLLECTION 650 different Foreign and Colonial, 2/8; 500 different, 1/7; 100 mixed Austria Jubilee, 5d.; 200, 9d.—EDMONDSON, Sunnybank, Horsforth. (90)

100 DIFFERENT Stamps price 3d. to all applicants for my approval sheets at large discounts.—HUDSPITH, Hunteroak, Allendale, Northumberland. (90)

APPROVAL Sheets in Countries. Unused, 50 per cent.; used, 60 per cent. below Gibbons.—WALTER HARDY, 114, High Street, Southampton. (90)

SET of 5 Thessaly (octagonal stamps), catalogued 5/-; our price 1'2.—H. ABELOOS, 14, Boscastle Road, Highgate Road, London, N.W. (91)

BRITISH Colonial Stamps wanted on approval, against cash or exchange; common ones not required.—B. RANDAL, Boulevard 17, Arnhem, Holland. (91)

YOU ARE INVITED

to send your subscription to ENDLÉ'S PHILATELIC CIRCULAR if not already a subscriber. The small sum of SIXPENCE secures it for a year.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

SUBSCRIPTION 1s. [24 cents] per annum, post free, including (gratis) unused stamp with every issue.
6d. [12 cents] " " " without stamp.

ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 94.

[EIGHTEENTH YEAR OF PUBLICATION.]

JANUARY, 1911.

PRESENT-DAY PHILATELISTS.

We feel sure our readers will be glad to have this portrait of Mr. T. H. Hinton, one of the best-known of the older generation of British philatelists. Mr. Hinton has been dealing and collecting since 1868—a period approaching forty-three years. He has been a general collector of stamps, both postage and revenue, and has specialised in a few countries, more especially in Great Britain. At philatelic exhibitions he has been a frequent and successful exhibitor, amongst the awards obtained by him being the Highest Award and Medal at the "World's Fair," Chicago, 1893, for Stamps of the British Empire, and at London, 1906, the Silver Medal (highest award) for used English, and Bronze Medal for portion of a General Collection, 1840-74.



MR. T. H. HINTON.

In the business world of stamps, Mr. Hinton has won distinction as the compiler of a series of well-known stamp albums. In this he inaugurated the system of grouping the whole of the British Empire together at the beginning of the book, followed by other countries of Europe and their respective colonies. This ingeniously contrived and convenient system of arrangement speedily became popular, and has been widely adopted by other album publishers. Mr. Hinton's original production was entitled "The World Album," first published in 1894.

He has issued a useful publication for philatelists, namely, "Hinton's Hints on Stamp Collecting and Stamps that puzzle Collectors Illustrated and Described"—first published in

1896, which has now reached its third edition. Mr. Hinton has been for many years a member of the American Philatelic Society and the Fiscal Philatelic Society. He joined the International Philatelic Union in 1888, and has held the office of Hon. Secretary in the latter since June, 1894. This old-established institution has considerable claims upon the interest and support of philatelists, its rules of membership and system of exchange being the forerunner of all the numerous societies and clubs since started, which have adopted its rules and copied its methods. For the past fifteen years the Society has consistently aimed at affording its members information, instruction and amusement. The management is centred in London, and monthly meetings are held at Essex Hall, Essex Street, Strand, W.C. Some form of Annual Entertainment is also given, for several years lantern displays (of which this Society

ENDLE'S PHILATELIC CIRCULAR, 28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

gave the first held in London), and latterly smoking concerts, of which the "Sixth Annual," held in November last, was a great success. A special feature of the International Philatelic Union is its democratic constitution, all philatelists, from the age of 18 upwards, being welcome to its ranks, whether collectors or dealers, or both. Full particulars of membership forwarded post free on application to Mr. Hinton, at 26, Cromford Road, East Putney, S.W.

Mr. Hinton has for several years past been a regular advertiser in our Annual Directory of the Stamp Dealers of Great Britain—now known as *Endle's Directory*—a fact which should afford a worthy example to the enterprising young dealers of to-day.

This is the seventh of our series of portrait sketches, which we confine, so far as dealers are concerned, to advertisers in our various publications.

CORONATION YEAR.

THE January issue of our CIRCULAR appears too late for us actually to offer our readers the conventional wish for "A Happy and Prosperous New Year"—at the same time we do wish them this very heartily!—and we do not usually indulge in a fit of moralising philosophy (so to speak) in connection with this annual season. But we remember that very many—indeed the majority—of our regular readers are our brethren in Britain Overseas, and we know that dwellers in the Colonies are keenly interested in events which take place "at home." Therefore we feel justified on the present occasion in attempting a few remarks upon the eventful times through which we are now passing—philatelically and otherwise. Readers in the United Kingdom are of course at liberty to "skip" this portion of the CIRCULAR.

First of all, may we refer very briefly to the remarkable year just ended, namely, 1910. Much has been written about it in the daily Press; it was, on the whole, a year of disaster, unrest, and upheaval. Yet, strange to say, in the business world in general, and in the philatelic world in particular, it was rather a prosperous year. As regards stamps pure and simple, 1910 saw the appearance of several interesting new issues and varieties; the markets were firm, dealers and auctioneers did well, and numbers of valuable stamps and collections changed hands. The public events of the year, too, were of such a nature as to lead to important philatelic developments in the near future. Foremost among these, of course, from the British standpoint, was the lamented death of our beloved King, Edward VII., which will lead to a change in the English stamps, and to alterations in an enormous number of Colonial issues. The Revolution in Portugal also means a philatelic change of considerable importance, the effects of which are already shown in an increased demand for Portuguese stamps and consequent rise in prices.

Politically, the past year has been extraordinary from the fact that it has witnessed two General Elections in this country, and the British philatelic public is now apparently brought face-to-face with the possibility of a separate issue of postage stamps for Ireland—not, indeed, in the near future, but still a possibility and a very tangible one. We do not intend to enter into a generalisation on politics, still less to appear to side with any party, but the present position of the British Government is surely a serious one; it is intolerable that the nation should be ruled by our esteemed Irish fellow-subjects, however worthy they may be; yet such is the case; and if Home Rule for Ireland—instead of a redistribution of Irish seats—offers a solution of the present state of affairs, every sensible British politician must welcome it. Personally, we should like, above all things, to see a deeper manifestation of true patriotism in our land, on the lines of our friends in some foreign countries; more love of country and less love of self; in short, a wider and more comprehensive outlook on national questions. Then we think the people of this country would be better and happier.

The possibility of Home Rule for Ireland suggests also separate parliaments for Wales and Scotland in due time, with new issues of stamps for our albums! Mr. Asquith as Prime Minister of Scotland, and Mr. Lloyd George as Prime Minister of Wales, would doubtless find ample scope for the exercise of their talents; while Mr. Winston Churchill would make an acceptable Prime Minister of England. But this—alas!—is not philately, for we do not think either of the gentlemen mentioned collects stamps!

Turning now to the consideration of the New Year—1911—the prospect is indeed

a striking one, for those of us who may be destined to live through it. For it is Coronation Year; on the 22nd day of June next our King will, we trust, be happily crowned amid the plaudits of his subjects in the great capital of the greatest Empire in the world. The scene, and the occasion generally, is to be one of absolutely unparalleled magnificence; the Ruler of All the Britains will be surrounded by representatives of his loyal subjects in all the Colonies of the Empire. King George V. is a good man and true; he is a Sovereign whom indeed it is a privilege to own as such; he is also a philatelist; and we are sure that all our British readers will unite in wishing success to the brilliant ceremony of next June and all its attendant celebrations. The new stamps, we understand, are to appear before the Coronation, and, of course, philatelists all over the world are awaiting their issue with eagerness; the demand for them will be prodigious and unprecedented.

In addition to the Coronation, 1911 is also a Census Year in the United Kingdom; on the first Sunday in April we are to have the numbering of the people. Special efforts are to be made to ensure the correct descriptions of persons' occupations, and in this connection we wonder whether "postage stamp dealers" will secure a sufficient and satisfactory business description of themselves. The calling of a stamp merchant appears to be still so little understood by the ordinary "man in the street" that it seems to us some effort should be made to bring before the outside public the importance and immensity of the business, its widespread nature and the large amount of capital invested in it. A stamp dealer, if he be honest, well-behaved, and respectable, is as good a man as anyone else—though he may sometimes have peculiar methods of conducting his business. We should like to see this fact more generally recognised and accepted, and we hope the census of 1911 may be a means to that end.

THE STAMP DEALERS' DIRECTORY.

As announced in October last, the title of the DIRECTORY of the Stamp Dealers of Great Britain has been altered from "*Nunn's Directory*" to "*ENDLE'S DIRECTORY*," with the Twenty-second Edition, for 1910-11. We are gratified to find that the change appears to have met with universal approval, so far as opinions have been expressed on the subject.

The new Edition contains all the usual features, with the various information brought fully up to date and carefully revised and corrected. Every name and address published has been verified through the Post Office before insertion, and those firms who returned the Enquiry Forms sent to them have their names printed in distinctive type.

A striking feature of *ENDLE'S DIRECTORY* is the new cover adopted for the 22nd Edition, which is stiffer than those previously used. The colour is a bright red and has been pronounced very attractive. One correspondent assures us that the current *DIRECTORY* is "the best published!" Another writes that "the stiffer cover is a great improvement on the old Edition;" and several other congratulatory opinions have been very kindly expressed.

The Bazaar, Exchange and Mart contained the following editorial note in its issue of December 31st, 1910:—"From Messrs. Chas. J. Endle & Co., Boscombe, Bournemouth, we have received a copy of an old friend with a new title—'Endle's Directory (formerly Nunn's) of the Stamp Dealers of Great Britain.' This annual is rich in years, having been in existence for more than two decades. To the stamp collector the publication is a most useful one, and as it is issued at the nominal price of 6d., it should appeal to all and sundry interested in stamps and stamp collecting."

Our esteemed American contemporary, *The Philatelic West*, has reprinted in full our article in the October CIRCULAR entitled "The Insistent West," and at its conclusion the Editor characteristically adds:—"Taken from Endle's Paper, whose editor also gets out oldest and largest English directory at Boscombe, England. Now getting out 20th year edition." We must be important, after all!—for we have never claimed for our CIRCULAR the somewhat bombastic title of "Endle's Paper," neither do we claim to own the "oldest and largest English directory," and the latest Edition happens to be the 22nd, not the "20th." However, we thank our friend the *West* for its kind and encouraging notice, and wish it a career of unbroken success.

"THE PHILATELISTS' REGISTER."

In the last two numbers of this CIRCULAR we have published an advertisement headed "Starting a Library," in which we offer special cheap bargain parcels of some old issues of our various publications. By some strange inadvertence one item in the announcement, commencing "The *Philatelists' Register*," quoted the dates of that publication as "1909 and 1910." This was wrong, and in inserting the same advertisement in the new edition of *Endle's Directory* (page 2 of cover) we corrected it. We have received a number of enquiries in consequence of the error, and to all applicants who may have been misled we desire to tender our sincere apologies. To make the matter quite clear we are repeating "Starting a Library" once more in this issue. The *Philatelists' Register* was published in the years 1901 and 1902 only.

THE KING'S STAMPS.

It is gratifying to philatelists to note that King George evidently does not intend to relinquish any of his interest in philately through his accession to the throne, and the consequently increased duties and responsibilities involved thereby. The King's collection of rare postage stamps and other philatelic treasures is admitted to be one of the best in the country, and the privilege of seeing many choice specimens from the Royal collection at an exhibition at the Walthamstow Public Library next month will certainly draw together a great number of philatelists:

Among the treasures which his Majesty has promised to lend are the magenta stamp, prepared for issue last year, which was, however, withdrawn on account of King Edward's death; the proof of the last penny stamp signed by the late King; Sir Rowland Hill's original water colour sketches for the 1840 stamps; and the pencil sketches of the famous "Mulready" envelope by William Mulready, R.A.

We have a note on the Walthamstow Philatelic Exhibition as our Esperanto article in the present CIRCULAR.

STAMPS TO BUY.

THE true philatelist is no "speculator," in a business sense; he loves his stamps for themselves, not for their value as merchandise; and there can be no doubt that the habit of regarding one's stamp collection simply as representing so much "current coin" is not good, and like all bad habits it is apt to grow and increase in strength. At the same time, within reasonable limits there can be no harm in indulging occasionally in a legitimate survey of one's position and its financial possibilities with respect to stamps likely to rise in value, for the simple and very obvious reason that the collector of limited means may find himself unable to get in the future stamps which may at the present time be well within his ability to purchase.

This is by way of introducing a few brief remarks on the subject of "Used King's Heads." By this of course we mean the stamps bearing the head of King Edward; and we particularly emphasise *used* specimens as being, in general, far preferable to unused. For the latter have been purchased, and are being deliberately held, by dealers and professional speculators, in anticipation of a "rise;" no doubt the rise will come, in time, but we do not think it need interest the rank-and-file of ordinary collectors; it is a matter which concerns the wealthy only.

Get your King's Heads used, then, and in as fine condition as possible. Look out especially for the West Indians, and if any of the higher values come your way, secure them; we confidently anticipate they will prove a "gilt-edged" investment in the most literal sense. Attention should also be paid to the Africans—Rhodesia (on B.S.A.), Somaliland, the Nigerias, etc.; the Straits Settlements and Hong Kong; the Falkland Islands, and even Cyprus, Malta, etc. We hope to return to this subject in more detail in our next CIRCULAR; and if in the meantime these few notes may lead some collectors to consider the matter of used King's heads, it will not have been written in vain.

THE RAREST ENGLISH STAMP.

IN our CIRCULAR of April, 1910 (No. 91), we published an illustrated article on the discovery of a specimen of the penny red English stamp of 1840, "Plate 70." This exceedingly scarce variety may justly be described as the rarest English stamp—we use the term English in this connection to denote a stamp used in the United Kingdom as differentiated from "British" Stamps; e.g., an Indian (Government) stamp is "British," so is a Canadian, or an Australian, or a South African, but the stamps of the United Kingdom of Great Britain and Ireland are "English." The specimen of Plate 70 illustrated and described in our article, is for sale at the price of £500. We shall be pleased to open negotiations for its disposal, if any intending purchaser will kindly communicate with us.

DIRECTORY OF STAMP COLLECTORS.

- Anderson, P. B., 9, Hillside Road, Stamford Hill, London, N.
 Appleby, R. H., 3, Co-operative Terrace, Sunderland.
 Arnold, W. D., 26, Listria Park, Stamford Hill, London, N.
 Anderton, F., 39, Gateley Road, Brixton, London, S.W.
 Ainsworth, W., 31, Bethesda Road, Blackpool.
 Auckland, J. H., 104, Bilston Road, Newcastle-on-Tyne
 Albrecht, J. R. M., 2, Seedley Terrace, Pendleton, Manchester.
 Booker, T., c/o Mr. T. R. Morris, High Street, Newport, Salop.
 Gosling, Raymond, Cheverells, Beckenham, Kent.
 Gordon, Rev. C. D., 58, Burford Road, Nottingham.
 Hill, M. S., Seamer Road, Scarborough.
 Hannah, C. D., 38, Duffield Street, Leicester.
 Hopkins, Miss A., 89, Northam Road, Southampton.
 Irving, W. E., 1, Gresham Buildings, Basinghall Street, London, E.C.
 Insch, J. R., 138, Eastbourne Road, Birkdale, Southport.
 Lougher, G. R., 3, Blaenclydach Street, Cardiff.
 Lynham, T. J., 71, Pemberton Road, Stoneycroft.
 Mansel, Miss, Sulby Hall, Welford, Rugby.
 Sewell, O., 18, Tideswell Road, Putney, London, S.W.
 Tucker, G. H., Eastcott, Victoria Quadrant, Weston-Super-Mare.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each. Up to this issue, 366 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

STAMP DEALERS' DIRECTORY, 23rd Edition.—Dealers desiring their names inserted in the New Edition of the Directory, to appear in November, are requested to communicate with us before October 31st. No charge is made for insertion of firms in the United Kingdom; terms for dealers abroad quoted on application.

YOU ARE INVITED

to send your subscription to ENDLE'S PHILATELIC CIRCULAR if not already a subscriber. The small sum of SIXPENCE secures it for a year.

UNUSED STAMP.

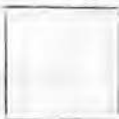
Subscribers who have asked for it will please find over this notice an unused Rhodesia, 1910, 2d., grey.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

ESPERANTO.

Reĝaj Poŝtmarkoj.—Kelkaj elmontraĵoj pruntedonitaj de la Reĝo estos videblaj en la ekspozicio de poŝtmarkoj okazonta la 4an ĝis la 11a de Februaro en la Publika Biblioteko de Walthamstow.

La reĝa elmontraĵo enhavas la originalajn akvarelojn de la unupenca kaj dupenca britaj markoj de l'jaro 1840 skizitajn de Sir Rowland Hill; la originalan kraĵonan skizon de la konata "Mulready" koverto faritan de W. Mulready, R.A.; la provaĵon de la lastaj unupencaj markoj de Eduardo VIIa subskribitan de tiu reĝo; kaj la magentan "King Edward" poŝtmarkon recente preparitan sed retiritan. Sir John Simon, K.C., M.P., konsentis fari la malferman ceremonion je la 4a de Februaro.

La ekspozicio estas enirebla senpage por filatelistoj.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, W.C.

WANTED!

Parcels of medium class Colonial Stamps. Send or call, stating lowest cash price.

ON SALE!

Cheap "mixed lots" of good saleable Stamps; also, Collections at "clear out" prices.

A. W. TYRRELL, 30, KING STREET,
GUILDHALL, LONDON, E.C.

And at Stockwell, S.W. (The most central Stamp shop in the city of London).

STARTING A LIBRARY.

Do you possess a Philatelic Library?

If not, we shall be pleased to start you with one at a very small charge indeed. If you already have a library, it is very probable that one of the cheap Book Parcels offered below will not come amiss to you, as you may not have all the books offered, and even one or two of them would not be very expensive at the price asked for the whole parcel. Philatelic literature is in great demand nowadays, and collectors are surprised to find how scarce several comparatively recent works have become.

WE OFFER:

Old Issues of "**Nunn's Directory**," including the Sixth, Seventh, Eighth, and Ninth Editions, down to last year's (*viz.*, the 20th).

Old Issues of "**The Monthly Post and Stamp World**," dating from 1893; also a few copies of the First Volume bound in cloth (1893-4) published at 3/-

The Twentieth Century Catalogue of Postage Stamps (Endle's Copyright), in Three Editions, dated respectively, 1901, 1902, and 1903.

The Philatelic Almanac, dating from 1899 to 1906. In two styles, paper and covers (the latter issued at 1/- each).

The Philatelists' Register, in three Editions, dated 1901 and 1902.

"Hobbies Handbook" on STAMP COLLECTING.

And many other interesting stamp publications.

BOOK PARCELS.—We offer to send, post paid, a Parcel containing NINE Separate Books, all in good condition, for One Shilling (1/-). TWELVE BOOKS for 1/6. FIFTEEN BOOKS for 2/6. For 1/6 extra we will include copy of "Countries and Stamps," bound in cloth. Address all orders to

CHAS. J. ENDLE & Co., BOSCOMBE, BOURNEMOUTH.

22nd
Edition.

**STAMP
DEALERS'
DIRECTORY**
LATEST EDITION
CHAS. J. ENDLÉ & CO
BOSCOMBE
BOURNEMOUTH

Price
6d.

THE STAMP DEALERS OF GREAT BRITAIN.

'ENDLE'S DIRECTORY'

(Formerly "NUNN'S.")

The CONTENTS of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix. Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books,** and other Philatelic Specialities and Accessories.

PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality. In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to November, 1910.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, CHAS. J. ENDLÉ & Co., Boscombe, Bournemouth. Telephone No. 956.

AUSTRALIAN STAMPS.

We offer the following **Special Bargains** in Used Australian Stamps; all clean and in good condition. Terms, Cash with order; postage extra under 2/-

South Australia, 1902 (large), 3d., green ..	each.	per 12.
" " " " 4d., orange ..	1d.	9d.
" " " " 6d., green ..	2d.	1/-
" " " " 9d., lilac rose ..	3d.	1/6
" " " " 1/-, brown ..	6d.	—
Tasmania, 1905, wmk. A and Crown, 1/- ..	6d.	3/6
Victoria, 1901, 9d., red ..	6d.	—
Queensland, 1881, 2/-, blue, fiscal (fine stamp) ..	3d.	2/6
	6d.	—

Address Orders to

CHAS. J. ENDLÉ & Co., Boscombe, Bournemouth.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH.

ADVERTISE YOUR WANTS AND OFFERS!

WE insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

Ordinary Rate: 5 words 1d. per insertion; minimum 4d.

Address all advertisements to The Manager, ENDE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

COMMON and Medium Colonials. Wholesale lots wanted, current and obsolete.—Send, stating lowest price, TYRRELL, 30, King Street, Guildhall, London. (93)

LOOK!—A set of 8 Mauritius to applicants for Approval Sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willesden Green, London. (91)

50 ALL different Indian native State stamps (no Indians), 2/3, money order. On "Bean's Reference Register." J. ZUTSHI, B.Sc., Daraganj, Allahabad, India. (93)

SELECTIONS of Stamps on approval to suit all collectors. Fine picked copies at half to third Gibbons. Reference, please. Sets, postals only: 29 Turkey, 4d.; 46 Austria, 4d.; 50 U.S.A., 6d.; 4 Roumania Charity, very nice, 2d.; postage extra.—H. W. LAWRANCE, 16, Aubert Park, Highbury, London. (93B)

PHILATELIC LITERATURE.—Collector forming general library buys publications, any country, especially before 1880.—H. EDGAR WESTON, 386, Brixton Road, London. (93)

1,000 VARIETIES Foreign and Colonial Stamps, including 100 Unused, all neatly mounted in bound book; 8/6 post free.—H. THAIN, Attleborough. (91)

APPROVAL Sheets in Countries. Unused, 50 per cent.; used, 60 per cent. below Gibbons.—WALTER HARDY, 114, High Street, Southampton. (94)

SET of 5 Thessaly (octagonal stamps), catalogued 5/-; our price 1/2.—H. ABELOOS, 14, Boscattle Road, Highgate Road, London, N.W. (91)

BRITISH Colonial Stamps wanted on approval, against cash or exchange; common ones not required.—B. RANDAL, Boulevard 17, Arnhem, Holland. (91)

4 SETS Stamps, 4 Stamp Journals, 100 Stamps, Packet Stamp Mounts, Perforation Gauge, only 3d.; abroad, 6d.—CHEAP STAMP Co., Sawston, Cambridge, England. Mention paper. (94)

FREE.—Set of 11 Austrian Jubilee to applicants for approval sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willisden Green, London. (94)

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR.

ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 95.

[EIGHTEENTH YEAR OF PUBLICATION.]

APRIL, 1911.

PRESENT-DAY PHILATELISTS.

FOR the eighth in our series of portrait sketches of Philatelists we have for our subject Mr. H. E. Thain, the rising young dealer of Attleborough. The previous sketches have been:—CIRCULAR No. 86, Mr. E. Abel-Aston; 87, Mr. D. J. McIntyre; 88, Mr. Lewis May; 89, Mr. E. Harmer; 90, Mr. Victor Marsh; 93, Mr. A. W. Tyrrell; 94, Mr. T. H. Hinton; whilst No. 91 had an illustration of the 1d red English Stamp, "Plate 70," and No. 92 bore a portrait of King George V.

MR. HERBERT THAIN represents the younger generation of British philatelists; he commenced stamp-collecting at an early age whilst at school, but unlike the majority of youngsters he did not relinquish the hobby on leaving school but with good business instinct pluckily launched out as dealer at Great Yarmouth, forming a partnership with a friend on the modest joint capital of £5. They laid out this entire sum in purchasing a stock of stamps suitable for approval sheets, and in printing. That the venture was successful is proved by the fact that Mr. Thain shortly afterwards bought out his friend and partner for £25, taking over the whole of the stock, etc.; subsequently, early in the year 1901, Mr. Thain removed his business to Attleborough, a small Mid-Norfolk country town, where during the eleven years that have since passed he has worked up a considerable postal connection. Like most other stamp dealers, except those in London or such cities as Liverpool, Mr. Thain has found that "his best friends are abroad" as has been said, and he estimates that about forty per cent.—or rather less than one-half—of his business is foreign and colonial. At the same time, he is always glad to meet visitors and customers at Attleborough by appointment. During the last few years he has given special attention to the preparation of variety packets, ranging from 50 to 5,000 different stamps, the larger packets being mounted in small books. Mr. Thain sends these Variety Packets on approval to responsible applicants, and as a large stock is kept on hand they can be despatched on the day the order is received. Mr. Thain is fond of outdoor life, his recreations including cycling, golf, and bowls.



Mr. H. E. THAIN.

NOTES.

COLLECTORS' DIRECTORY.—The thirteenth instalment of our Directory of Stamp Collectors, published in this issue of the CIRCULAR, brings the total of names up to 395. This feature of our paper is increasingly appreciated, and we again appeal to all readers kindly to assist us in maintaining its correctness and utility. We are indebted to a correspondent during the past quarter for calling our attention to two names which appeared in the issue of October last (No. 93), whose owners are reported by the Post Office as "Gone Away" from the addresses given. They are as follows:—

V. F. Carr, 34, Charlton Road, Blackheath, London, S.E.

A. C. Constantinides, Archway Road, Highgate, London, N.

These two lines must therefore be deleted from CIRCULAR No. 93.

ENQUIRIES.—During the past few months we have received several enquiries relating to a firm of dealers, Messrs. Henry Abel & Co., of Whitstable. Their name was re-inserted in our Dealers' DIRECTORY of November last, and correspondents have made complaint of this on the grounds that the firm in question are no longer at Whitstable, and further that they have gone away leaving certain obligations unfulfilled. We knew nothing about this; the name was left in the DIRECTORY because the enquiry form addressed to them was not returned, and we therefore concluded that the postal authorities had duly delivered it. The last Price List we can trace having received from Henry Abel & Co. is dated October, 1909. In February of last year we received a typewritten circular stating that the business was for sale at the price of £2500, the reason for disposal being given as "the proprietor being advised by his doctor to go abroad for his health." The circular goes on to state that "Every facility for investigation would be given to responsible parties interested; it was a matter of months for the outlay of capital to be returned in profits, and as there was absolutely no other reason for the disposal of the business other than that given above, terms could be arranged, if desired, with responsible parties. Application for interview to be addressed to Mr. E. A. Aston, Leelle Bungalow, Whitstable."

This does not look as if the firm were in any sense in financial difficulties. Things are not always what they seem; we desire to keep the pages of our DIRECTORY as "clean" as possible, and any complaints or confidential information respecting any of the firms listed will be appreciated at all times.

VIENNA EXHIBITION.—We have received a parcel of circulars respecting the International Philatelic Exhibition which it is proposed to hold in Vienna in September next. Copies of this circular will be enclosed with the CIRCULAR to some of our subscribers; those who do not receive one can write to the hon. secretary, Mr. A. Passer, 4, Müllnergasse, Vienna, IX, for particulars of the Exhibition which will no doubt be gladly sent. The effort is to be combined with the annual German Philatelic Congress, or "Philatelistentag," which was arranged to take place this year at Vienna.

318,000 STAMPS A WEEK.—No fewer than 78,000 half-penny stamps were bought at the Ludgate-circus Post Office, London, on one day recently by the messenger of a City firm, which regularly uses £100 worth of stamps on five days of the week and £164 worth on Fridays.

FIRST AERIAL POST.—Some letters that have recently reached the Church Missionary Society are specially interesting, as they are stamped in red and encircled by an inscription "First Aerial Post," with the design of an aeroplane crossing a mountain. The die was cut to inaugurate an aerial post of a local exhibition at Allahabad, India. The postal authorities kindly handed over all the receipts to the Oxford and Cambridge Hostel of the C.M.S. at Allahabad. A tragic story is told in a letter from Northern Nigeria, where the mail carrier was killed and eaten, and his mails containing communications for the Society were lost.

THE "POSTAGE STAMP" IN A FOG.

"*The Postage Stamp*," a philatelic journal published weekly by Sir Isaac Pitman & Sons, kindly reviewed our *DIRECTORY* in its issue of January 21st, in the form of the following remarks by "Cornelius Wrinkle":—

"I have received a copy of *Endle's Directory*, which is the latest edition of the old-established "Nunn's Directory of the Stamp Dealers of Great Britain." This being the twenty-second annual edition it is unnecessary to say that it is one of those welcome annuals that have come to stay. The book is much improved in the present edition as regards the addresses given, but a little study of the stamp papers would enable the publishers to give better lists in the classified sections. For example, in the list of Publishers of Philatelic Works, we find fifteen names given, only two or three of which have done any publishing apart from the issue of priced lists, at any rate within recent years. Neither Mr. —, Messrs. —, nor Mr. —, appear to be known to the compilers of the *Directory*, as publishers of philatelic works. Among the Makers of Albums we find thirty-seven names of dealers the majority of whom have never published albums, but the names of —, —, and —, who are among the most prominent of English album manufacturers, do not appear on the list. Nevertheless, the publication of the twenty-second edition of the *Directory* provides a very useful little reference book, and is well worth the sixpence asked for it by the publishers."

In reply to these criticisms we would remind the Wrinkled One that all entries in the *DIRECTORY* in the classified sections are compiled from the forms returned to us by the respective firms. It is not a question of this or that firm being "known" to us, as makers of albums, etc. In regard to former editions there was a continual outcry that the *DIRECTORY* was incorrect; certain dealers were said to be included that should not have been, whilst other firms were omitted who ought to have been included. To guard against these complaints we made a rule for the future to include under the classified sections only such firms as return our Forms filled in and duly signed. This is clearly stated at the heading to the "Publishers of Philatelic Works" in the current edition (p. 38). A Form is despatched to every firm known to us; it is for them simply to return the Form if they wish their name entered for inclusion under any section of the *DIRECTORY*.

PHILATELY AND POLITICS.

In February last a firm of London stamp dealers wrote as follows in the course of a business letter to us:—"We strongly protest against your political notes in the *CIRCULAR*. It states that they are not meant to be political, yet they are as partizan as could be. You ought to realize that the readers are not all of one political party or of one way of thinking. What has Home Rule for Ireland to do with the Stamp Trade?"

We feel we cannot allow this to pass unnoticed. We have reproduced our esteemed correspondents' remarks *verbatim*, and it will be observed that in spite of their positive tone they are carefully non-committal; we fully believe that our correspondents are by no means sure as to the side we really take in politics, notwithstanding their accusation of "partizanship!" Perhaps they even suspect that we support the very side which in fact we oppose! We reserve our right, in common with all other free-born British subjects, to hold what political opinions we choose; further, we are willing to transfer our support from one party to the other to-morrow if we felt convinced we might thereby the better serve our country. However, our notes in the *CIRCULAR* were simply by way of comment on the historic associations of "Coronation Year;" they were meant to be neutral in tone, and we believe that in fact they were neutral.

As regards our correspondents' question: "What has Home Rule for Ireland to do with the Stamp Trade?" the reply is that with a separate independent government of her own set up in Dublin, Ireland would have every right to issue her own postage stamps, equally with, say, Newfoundland, or any other colony. She would doubtless do so; for one thing, it would provide an important source of revenue; and thus stamp collectors would have a very interesting series of Irish stamps, commanding a large sale. This would affect the "stamp trade" considerably.

EAST AFRICAN MAILS.

FROM a recently published Blue-book dealing with the British over-sea dominions, interesting evidence may be gathered respecting the dimensions of the post office service in colonies whose stamps are especially popular with philatelists. Thus, in British East Africa and Uganda, during the last six years, the mail service has increased enormously, so that there are now well over two million letters, etc. dealt with annually in Uganda and the British East Africa Protectorate, while in the year 1909 over 117,000 telegrams were sent or received. It should be noted that at present the postal service is not self-supporting; in 1909 a loss of between £7,000 and £8,000 was recorded. Stamp collectors, therefore, who invest in unused specimens of these East African Colonials may feel that they are helping to support the postal administration! At the same time, the extended use of the mail service will lead to a cheapening of used specimens, bringing them more within the reach of the less wealthy collector.

"THE PHILATELISTS' REGISTER."

IN recent numbers of this CIRCULAR we published an advertisement headed "Starting a Library," in which we offered special cheap bargain parcels of some old issues of our various publications. By some strange inadvertence one item in the announcement, commencing "The *Philatelists' Register*," quoted the dates of that publication as "1909 and 1910." This was wrong, and has since been corrected. We have received a number of enquiries in consequence of the error, and to all applicants who may have been misled we desire to tender our sincere apologies. The *Philatelists' Register* was published in the years 1901 and 1902 only.

THE BRITISH GUIANA JOURNAL.

It is now over two years, viz., in January, 1909, since we noticed the *British Guiana Philatelic Journal*, the semi-annual publication of the British Guiana Philatelic Society. This reaches us every six months, and is one of our most interesting and valued "exchanges." In the December issue, recently to hand, there are many excellent features, one of the finest being "History from a Stamp Album," by James Rodway, F.L.S.; "Stamp Collecting a Boon to Invalids and 'Shut-ins,'" reprinted from *Everybody's Philatelist*; Mr. V. F. James contributes an article on "Some Curious Stamp Exchange Clubs and Societies;" there are also "Mems from the Motherland," interesting local details of the British Guiana Philatelic Society's work, and extensive Reviews. Under the latter heading the *Journal* has the following respecting ENDLE'S DIRECTORY:—

"This is the 22nd edition, corrected to November, 1910, of the well-known *Nunn's Directory*. The publishers have deemed it advisable to change the name of the Directory. The book contains some 400 to 500 names of dealers in postage stamps in Great Britain, list of Philatelic Auctioneers, British and Colonial Dealers' reference list, Stamp Buyer's Guide, list of Publishers of Philatelic Works, Makers and Dealers to Albums, also Dealers in Bric-a-brac, etc. It will prove a most useful book for both dealer and collector."

Incidentally we feel grateful to the *British Guiana Philatelic Journal* for nobly resisting the doubtless almost irresistible temptation to style the DIRECTORY a "booklet." Twice over our esteemed contemporary says "book!" Thanks!—many thanks! The DIRECTORY is called a "booklet" simply because its pages are small. If it were of "quarto" size it would attain to the dignity of a "book," but we intend to keep it small and handy for the pocket.

STAMP DEALERS' DIRECTORY, 23rd Edition.—Dealers desiring their names inserted in the New Edition of the Directory, to appear in November, are requested to communicate with us before October 31st. No charge is made for insertion of firms in the United Kingdom; terms for dealers abroad quoted on application.

DIRECTORY OF STAMP COLLECTORS.

- Barrett, R. H., 34, Everton Road, C.-on-M., Manchester.
 Battye, Miss N., 84, Cadogan Square, London, W.
 Burrows, F. E., 224, Stretford Road, Manchester.
 Cook, W. H., 2, Stanley Terrace, Warmley, Bristol.
 Daniels, W. E., Springhaven, Selwyn Road, Eastbourne.
 Fenfield, T. J., 97, Montague Road, Leytonstone, London, E.
 Finch, F. W., 91, William Street, Granville Street, Birmingham.
 Gibbon, A., 27, View Terrace, Aberdeen.
 Godfray, Miss, 45, La Motte Street, Jersey, C.I.
 Horton, R. J., 33, Rochester Road, Camden Town, London, N.W.
 Jacobs, E. W., Warwick House, Atherley Road, Shanklin, I.W.
 Johnson, E. D., 113, Gough Road, Edgbaston, Birmingham.
 Johnston, T. R., The Gables, Barnt Green, Worcestershire.
 Kallmer, F. G., 376, Hackney Road, London, E.
 Kempster, A. B., 30, Wendell Road, Shepherd's Bush, London, W.
 Marshall, T., Trimmer's Wood, Shottonmill, Surrey.
 Mayall, Oswald, 155, North Street, Brighton.
 Neville, G. H., Hampden Road, Beeston, Notts.
 Pickering, R. L., Bexton Road, Knutsford.
 Reed, Jas., 41, St. Andrew's Hill, London, E.C.
 Riley, H. R., 2, Bridge Bank, Banbury.
 Rimmington, J. W., 92, Waterside North, Lincoln.
 Ross, J., 42, Tynwald Hill, Stoneycroft, Liverpool.
 Smith, W. G., 310, High Street, Plumstead, London, S.E.
 Sutherland, A., 21, Priory Road, Anfield, Liverpool.
 Thomason, P., 18, Ash Street, Harpurhey, Manchester.
 Thorp, R., 114, Kirkstall Road, Leeds.
 Turner, J., 3, Upper Rushall Street, Walsall.
 Watts, P. M., 1, Montacute Gardens, Tunbridge Wells.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each. Up to this issue, 366 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

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The free stamps are not given away with back numbers

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TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



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ESPERANTO.

Pro la granda nombro de leteroj, kiujn ni ricevas el malproksimaj partoj de la mondo, estas evidente, ke ekzistas multa intereso pri la baldaŭa eldono de poŝtmarkoj por Granda Britujo kaj ĝiaj Kolonioj. En tiu rilato, do, ni opinias ke la sekvanta eltiraĵo el folieto eldonita de la Poŝtmarka Ligo (Junior Philatelic Society, London). Estos aparte interesa :—

"La Koronada Jaro kredeble estos imponanta en la historio de la Imperio. Sub monarĥo, kiu persone vizitis preskaŭ tutan sian regnon trans la maroj, la ligo inter la malproksimaj Kolonioj kaj posedaĵoj kun la hejmlando estos plifirmigita. Tiu ĉi intima unuiĝo de sentimento kaj intereso estos pli evidenta en la jaro 1911 kaj la sekvantaj jaroj per la poŝtmarkoj de la Brita Imperio. Kvankam kelkaj el la landoj uzadis diversajn temojn por la desegnaĵoj dum la pasinta regado, ne mankas signoj nun, ke tra la Kolonioj oni ĝenerale uzos la portreton de Lia Reĝa Moŝto, Georgo."

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22nd
Edition.

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'ENDLE'S DIRECTORY'

(Formerly "NUNN'S.")

The CONTENTS of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix. Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books,** and other Philatelic Specialities and Accessories.

PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNC LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality. In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to November, 1910.

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" " " " 6d., green ..	3d. ..	1/6
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" " " " 1/-, brown ..	6d. ..	3/6
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FREE.—Set of 11 Austrian Jubilee to applicants for approval sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willisden Green, London. (94)

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR.

CHEAP SETS.—20 Indian States, 1/-; 10 Siam, 1/-; 20, 2/6; 30, 3/-; 5 Svenborg, 5d.—CROCKER, 156, Glenroy Street, Cardiff. (95)

FREE.—Set of 8 Costa Rica to applicants for Approval Sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willisden Green, London. (95)

EXCHANGE Russian Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (92)

ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 95.

[EIGHTEENTH YEAR OF PUBLICATION.]

JULY, 1911.

PRESENT-DAY PHILATELISTS.

THE subject of our ninth portrait-sketch is Mr. Leonard Brand, of Cricklewood, who was born in London in 1884, and has collected stamps since the early age of 6. Mr. Brand, perhaps, can hardly be strictly described as a "dealer," as he only handles stamps commercially in his spare time; but through several large philatelic business transactions he has become known as a dealer and was listed in the 1910 Edition of our DIRECTORY. Mr. Brand is specially interested in modern British Colonials, many of which, he considers, will prove the rarities of the future.

Mr. Brand is a member of many stamp clubs, British and foreign. He has found that, whilst the foreign clubs excel in sales, their prices are also better, which is a very healthy sign of the state of philately abroad. The Continental collector appreciates good stamps, and—unlike his British *confrère*—does not expect to buy everything, or nearly everything, at "half-catalogue."



MR. LEONARD BRAND.

Drawing upon his experiences Mr. Brand has been good enough to indicate for the benefit of our readers, some of the varieties which he considers the scarcest of present-day stamps. The first place in this respect, he thinks, must be given to the British New Guinea 2/6, unsurcharged—a stamp worth 60/- to-day and costing less than a tenth of that figure four years ago. Next to this come the 6d. and 8d. Barbados bicoloured, multiple watermark, catalogued at a few pence only and already worth 5/- to 6/- apiece. Other good stamps are Natal, 1/- bicoloured, multiple; Dominica 6d. bicoloured multiple, catalogued 1/- and now worth 10/-, with a likelihood of reaching 30/- ere long! Yet another good stamp—though in the mint condition only—is Jamaica 1d. bicoloured multiple.

Mr. Brand is equally enthusiastic over the prospects of used modern Colonials; he suggests that the readers of ENDLE'S CIRCULAR should find some of them out for themselves, and the bargains thus obtained will be all the sweeter to them! He says it may interest philatelists who are not "modern collectors" to know that a complete collection of King Edward Colonials in mint state, excluding unpaids and officials, is to-day worth at least £800.

Although chiefly devoted to modern stamps Mr. Brand does not refuse "old issues" when they come his way, especially imperforate stamps in strips and blocks, the true value of which, he says, is not yet fully appreciated in this country.

Mr. Brand is an extensive traveller and an accomplished linguist, speaking French, German, and Dutch fluently. He was educated at the Royal Athenæum at Antwerp, and the City of London College. He is a keen amateur photographer. He conducts his correspondence on philatelic matters from his private address, "Mon Repos," Teignmouth Road, Cricklewood, London, N.W.

THE NEW ENGLISH STAMPS.

THE new penny and halfpenny English stamps were on sale at all Post Offices in the United Kingdom on Coronation Day, June 22nd. As the day was a special public holiday, many offices were closed; whilst of those which were open the majority kept Sunday hours and were closed at 10 a.m. or thereabouts. Consequently, only a comparative few of the stamps were in circulation on the day of issue, and philatelists who make a speciality of "postmark dates" will find specimens dated "June 22nd, 1911" fairly scarce. These on entire envelopes, in good condition, with date distinctly showing, will probably command fancy prices.

It has been said that the designs of the new stamps were selected by King George himself; at all events he probably approved them, and his philatelic judgment is doubtless beyond question. Nevertheless, with all dutiful loyalty and affection for his gracious Majesty, we venture to express our opinion that the design of the penny value is disappointing. The British Lion *couchant* is all right, but the band of foliage surrounding the King's head is too crowded; such elaboration is out of place on the small surface of a postage stamp, and a simpler, bolder arrangement is far better. And the portrait of the King is by no means a good likeness, though no doubt the slightly "three-quarter-face" position is preferable to the rigid "profile." In general the stamp has a somewhat foreign appearance; it reminds us of the 1881 issue of Servia, and some other foreign series. Perhaps, however, the stamps will improve on acquaintance and as we get more familiar with them we shall like them better.

One thing in connection with these new stamps pleases us greatly; and that is, that the stamps continue "nameless." We hope the last has now been heard of the foolish agitation for naming our stamps. The origin, history, and destiny of the British Empire being unique, it is—although only a small matter—right and proper that the stamps of the Motherland should be unnamed. The Postmaster General, Mr. Herbert Samuel, speaking in the House of Commons on May 18th, said "We cannot put the name of the country because we do not know the name of our country. We cannot put 'England' since its annexation by Scotland; and we cannot put 'Great Britain' because Ireland would be excluded, nor can we put 'United Kingdom of Great Britain and Ireland' because that is too long for the limited space on the stamp, and it would exclude the Channel Islands and the Isle of Man, which are part of the country for postal purposes but are not part of the United Kingdom of 'Great Britain and Ireland.'" So he said we would leave our stamps 'anonymous.' We were the first country in the world to have postage stamps, and "our stamps remain unnamed among the countries of the world. . . . They are sufficiently identified by the effigy of the Sovereign and the language of the inscription."

This, from the Postmaster General, is excellent; and we hope it is finally decisive. Since the above was written (last month) a number of criticisms, more or less severe, of the new stamps have appeared in the public press and our own correspondence. The subject has also been brought up in the House of Commons, as our readers doubtless know. The general opinion seems to be that the halfpenny stamps are not so bad in design as the penny. It remains to be seen whether any improvement can be effected in the execution of the stamps, but personally we think it would be regrettable if an alteration were made in the actual designs—at all events for some time to come.

BULGARIA.—An exceptionally fine new set of stamps for Bulgaria has appeared. There are 12 values in the set, from 1 stot. to 3 leva. The total face value amounts, as usual, to about 6/3.

STAMPS TO BUY.

[Continued from January CIRCULAR, page 4].

THE philatelic phrase "King's Heads" will very soon require more careful definition than it has hitherto done. That is to say, it will become necessary to distinguish between "Edwards" and "Georges." For the present, however, and for the purposes of this article, the term "King's Head" will be understood to mean stamps showing the head of King Edward.

In our remarks in the January CIRCULAR we recommended used Edwardian stamps as an investment. The subject has aroused much interest; and it is to be noted that a distinct upward tendency is shown during the past six months in the prices asked and obtained for many varieties of used King's heads. Too much stress cannot be laid upon a point likely to be overlooked by many collectors: namely, the value of fine used specimens of English—or Great Britain, if that is preferred—stamps. From one cause and another, various changes in colour, etc., have taken place in our current issues within the last few months, and some of these minor varieties may prove to be quite scarce.

Turning to Colonials generally, we would suggest British Somaliland as an exceptionally attractive country. All its stamps, from 1903 to 1909, form a "gilt-edged" investment for the small collector. The 1903 issue, overprinted on Indian, the C.A. and C.C. watermarks of 1904, and later varieties, can at present be obtained in used condition at moderate figures; we strongly advise anyone having these missing from his album to secure as many as possible without delay.

The various issues of Gambia, from 1902 to 1908, are extraordinarily good things to buy just now. The colours were changed in 1908; both these and the previous issue of 1904 bear the C.A. multiple watermarks. Two provisionals appeared in 1908— $\frac{1}{2}$ d. on 2/6 and 1d. on 3/—the former has been sold by dealers at 15/- and the latter at 7/6, but really fine specimens, particularly on original covers, are probably worth double those prices.

The "King's Heads" of the Seychelles Islands are going cheaply at present. They are, of course, much scarcer used than unused, and it is in the former condition we advocate their collection—as of all the other stamps mentioned in this article. The "single C.A." Seychelles were issued in 1903-4, followed by the multiples in 1906. There were three provisionals—3 cents on 15c., 3c. on 18c., and 3c. on 45c.—issued in 1904, which perhaps are not much to be recommended; the regular varieties are better worth purchasing.

Some extremely interesting stamps are to be found amongst the King's heads of Hong Kong. The multiple C.A. on ordinary paper, of 1904, can yet be picked up for a few pence each, excepting the higher values. They will repay attention, we consider. Various West Indians, such as St. Lucia, St. Vincent, Trinidad, Turk's Islands, etc., are also among the rising investments; but we have no space to deal with them at present. We shall be happy to receive correspondence on the question for publication in the CIRCULAR. It is interesting to note that the subject of our portrait sketch this quarter, Mr. Leonard Brand, has made a special study of modern colonials, and has favoured us with some valuable observations respecting them.

NEWFOUNDLAND'S ACHIEVEMENT.

NEWFOUNDLAND, the oldest British Colony, has ever been to the fore in philatelic enterprise. Her latest and best achievement in this line is the fine new set of stamps which were issued on Coronation Day to commemorate that event. The series consists of ten stamps, and constitutes an up-to-date Portrait Gallery of their Majesties the King and Queen and members of the Royal Family. The values and colours of the stamps are as follows:—1 cent, green, the Queen; 2 cents, red, the King; 3 cents, red-brown, the Prince of Wales; 4 cents, purple, Prince Albert; 5 cents, bright blue, Princess Mary; 6 cents, purple brown, Prince Henry; 8 cents, blue, Prince George; 9 cents, indigo, Prince John; 10 cents, olive-green, Queen Alexandra; and 12 cents, lake, H.R.H. the Duke of Connaught. This very handsome and unique set will no doubt be welcomed with great interest and enthusiasm by stamp collectors everywhere.

"THE INDIAN PHILOCARTIST."

WE have received copies of *The Indian Philocartist*, the quarterly organ of the Asian Exchange Club, of Poona, India. This excellent magazine very worthily represents the general Collecting World of the great Indian Empire, and we heartily congratulate the publisher, Mr. T. N. Cama, on his sumptuous "Christmas Number"—with blue-and-gold printed cover and fine illustrations—and on the general tone of his journal. This December issue of the *Philocartist* contains a full-page photograph of the Municipal Office Building, Bombay, described as one of the finest and most beautiful architectural features of the first city in India, and a facsimile reproduction of the Union of South Africa stamp (2½d.). This was the second stamp issued after King George's accession bearing his Majesty's portrait—the first being the 15-cents of Newfoundland.

The Asian Exchange Club, we learn, has members all over the world. "The object of the Club is to be a cosmopolitan organisation, which affords its members an opportunity to become acquainted with people of various countries, for exchanging such information and favours as may be thought desirable." We gather, further, that each member agrees: (1) To reply as soon as possible to all communications received from members; (2) to treat the correspondence as confidential; (3) always to send articles value for value; (4) to notify the Honorary Secretary of any complaint, or of change of address; (5) to give due notice of continuation or resignation of membership at least one month beforehand.

These rules and obligations seem very simple and reasonable, and we should think the Club should have a large field of usefulness open to it. We cordially wish it a long and honourable career of unbroken success. It is satisfactory to note under a report of progress in the magazine that "The Asian Exchange Club has now arrived at a sufficiently large representative membership to warrant its permanency." The Club of course is not confined to stamp or postcard collectors. The annual subscription for members is Rs. 3 (3 rupees) per annum, equal to 4/-. Address: The Hon. Secretary, Asian Exchange Club, Cama House, Poona, India.

THIRD PHILATELIC CONGRESS.

THE third British Philatelic Congress was held at Birmingham at the beginning of June, and like its predecessors was a great success. Delegates attended representing close on forty philatelic societies in Great Britain and one in India.

At the opening meeting of the Congress Mr. R. Hollick presided, and welcomed the delegates on behalf of the Birmingham Philatelic Society. Mr. T. H. Widdowson read a paper descriptive of direct plate printing of stamps in two colours. This was illustrated by demonstrations by means of a printing machine, which was set up for the printing of stamps. A noteworthy feature of the Congress was an exhibition of rare stamps lent by the Earl of Crawford (President of the Royal Philatelic Society, London), and Baron A. de Worms.

Perhaps the most interesting item in connection with the gatherings was a discussion on Philatelic Terms, based on the report of the Philatelic Terms Committee, which submitted a glossary of terms which it was suggested should be universally used by philatelists and by writers on philately. Mr. F. A. Bellamy, of Oxford, took exception to the use of so many French terms in the proposed glossary, declaring that the English language was rich enough to supply all the terms required. Mr. C. J. Phillips, in reply, pointed out that stamp collecting began in France, and that we had gradually adopted and absorbed some of the words. The French terms were used in North and South America, in Europe, and elsewhere, and in the case of many of them it would be difficult, it not impossible, to find an English equivalent. The glossary was eventually sent back to the Committee for further revision.

In our opinion the objection to the French terms is somewhat pointless. French has come to be recognised as the language of philately, just as, e.g., Latin is the language of science. To attempt now to interpret these well-known French words in English, or any other language, would simply cause confusion.

DIRECTORY OF STAMP COLLECTORS.

Evelyn, Mrs., Wotton House, Dorking, Surrey.
 Lacy, A., 28, Market St., Shaw, Lancashire.
 Leys, A. K., Old Stakeford, Dumfries.
 Lyddon, F. S., 5, Beaufort Road, Clifton, Bristol.
 Magnani, L. J., 297, North End Road, West Kensington, London, W.
 Marshall, A., 15, Featherstone Buildings, High Holborn, W.C.
 Meyer, P. J., 7, Heathfield Place, Halifax.
 Millington, P. S., Clydeholm, Whiteinch, by Glasgow.
 Norminton, J. A., Seymour Road, Crumpsall, Manchester.
 Priegnitz, E., 7, Summerhill Terrace, Parade, Birmingham.
 Renaut, L., 13, Leicester Place, London, W.C.
 Rhagg, J., 8, Haldane Terrace, Newcastle-on-Tyne.
 Salter, S., 9, The Square, Ripon.
 Slaughter, A. W. H., 141, Second Avenue, Manor Park, London, E.
 Thornicroft, S., 11, Craven Road, Willesden, London, N.W.
 Tyler, T., 56, Bride St., Barnsbury, London, N.
 Watterson, J., Wirksworth, Derbyshire.
 Wepner, H., 66, Savernake Road, Gosport Oak, London, N.
 Westhorp, J. W., Homedale, Benhill Avenue, Sutton, Surrey.
 Winter, F., Rosehill, Hamilton Road, Reading.
 Withington, F., 4, Brooklands, Victoria Road, Hereford.
 Wright, George, Southport.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each. Up to this issue, 417 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

OUR ILLUSTRATIONS.

THE following is a complete list of illustrations which have appeared in ENDLE'S PHILATELIC CIRCULAR since we commenced publishing the portrait-sketches of Present Day Philatelists in January, 1909 (CIRCULAR No 86). Back numbers of all issues can be supplied at present at 1d. each, post free, except No's 89 and 90, which are 3d. each.

No.	Date.	Subject.
86.	January, 1909. ..	.. Mr. E. Abel-Aston.
87.	April, " ..	.. Mr. D. J. McIntyre.
88.	July, " ..	.. Mr. Lewis May.
89.	October, " ..	.. Mr. E. Harmer.
90.	January, 1910. ..	.. Mr. Victor Marsh.
91.	April, " ..	.. "Plate 70," 1d. red English stamp.
92.	July, " ..	.. H.M. King George V.
93.	October, " ..	.. Mr. A. W. Tyrrell.
94.	January, 1911. ..	.. Mr. T. H. Hinton.
95.	April, " ..	.. Mr. H. E. Thain.

UNUSED STAMP.

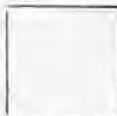
Subscribers who have asked for it will please find over this notice an unused Ceylon, 1910, 10 cents, green & purple.*

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

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ESPERANTO.

Dum la lastaj tri monatoj ni ricevadis el malproksimaj partoj de la mondo agrablajn esprimojn de ŝato pri la Esperanta porcio de nia Cirkulero. Estas por ni tre kontentige scii, ke la temo estas interesa kaj utila por kelkaj el niaj legantoj.

La demando pri Portugalaj poŝtmarkoj (okazinta pro la revolucio en tiu lando) nun daŭris kelkajn monatojn, kaj laŭ la signoj ne haltas. Kontinentaj vendistoj proponas paketojn de 50 malsamaj poŝtmarkoj el la Portugalaj Kolonioj por 1 Sm. (2/-), kaj 100 por 2 Sm. 250. (4/6). Ni eksciis, ke la vendado je tiuj prezoj estis granda. Tamen, ni ne opinias, ke la demando pri portugalaj poŝtmarkoj longe daŭros.

Sajnas ke la nova angla unupenca kaj duopenca poŝtmarkoj kaŭzis ĝeneralan malkontenton. Laŭ la famo, la desegno de almenaŭ la unupenca marko estos ŝanĝata, sed ni apenaŭ kredas tion. La marko certe estas nebona, kaj la reĝa portreto sur ĝi estas nerekoncbla. Eble, se oni povos iom plibonigi la presmanieron, la rezultato kontentigos la plimulton de la kritikantoj.

Estos interese scii la specon de desegnoj kaj portretoj de la Reĝo Georgo, kiujn eidoson la ĉefaj Kolonioj kaj Dependaj Landoj — ekz., Kanado, Indio, k.t.p.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, w.c.

STAMP DEALERS' DIRECTORY, 23rd Edition.—Dealers desiring their names inserted in the New Edition of the Directory, to appear in November, are requested to communicate with us before October 31st. No charge is made for insertion of firms in the United Kingdom; terms for dealers abroad quoted on application.

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The History of the BRITISH EMPIRE told in Postage Stamps.
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PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality. In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to November, 1910.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, CHAS. J. ENDLÉ & Co., Boscombe, Bournemouth. Telephone No. 936.

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We offer the following **Special Bargains** in Used Australian Stamps; all clean and in good condition. Terms, Cash with order; postage extra under 2/-

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South Australia, 1902 (large), 3d., green ..	1d.	9d.
" " " " 4d., orange ..	2d.	1/-
" " " " 6d., green ..	3d.	1/6
" " " " 9d., lilac rose ..	6d.	—
" " " " 1/-, brown ..	6d.	3/6
Tasmania, 1905, wmk. A and Crown, 1/- ..	6d.	—
Victoria, 1901, 9d., red ..	3d.	2/6
Queensland, 1881, 2/-, blue, fiscal (fine stamp) ..	6d.	—

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WE insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

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to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

Ordinary Rate: 5 words 1d. per insertion; minimum 4d.

Address all advertisements to The Manager, ENDLÉ'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

COMMON and Medium Colonials. Wholesale lots wanted, current and obsolete.—Send, stating lowest price, TYRRELL, 30, King Street, Guildhall, London. (93)

50 ALL different Indian native State stamps (no Indians), 2/3, money order. On "Bean's Reference Register." J. ZUTSHI, B.Sc., Daraganj, Allahabad, India. (93)

PHILATELIC LITERATURE.—Collector forming general library buys publications, any country, especially before 1880.—H. EDGAR WESTON, 386, Brixton Road, London. (93)

1,000 VARIETIES Foreign and Colonial Stamps, including 100 Unused, all neatly mounted in bound book; 8/6 post free.—H. THAIN, Attleborough. (94)

APPROVAL Sheets in Countries. Unused, 50 per cent.; used, 60 per cent. below Gibbons.—WALTER HARDY, 114, High Street, Southampton. (94)

4 SETS Stamps, 4 Stamp Journals, 100 Stamps, Packet Stamp Mounts, Perforation Gauge, only 3d.; abroad, 6d.—CHEAP STAMP CO., Sawston, Cambridge, England. Mention paper. (94)

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR.

CHEAP SETS.—20 Indian States, 1/-; 10 Siam, 1/-; 20, 2/6; 30, 3/-; 5 Svenborg, 5d.—CROCKER, 156, Glenroy Street, Cardiff. (95)

FREE.—Set of 8 Costa Rica to applicants for Approval Sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willesden Green, London. (95)

EXCHANGE Russian Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (96)

200 DIFFERENT Foreign Stamps, 7d., to all applicants for Approval Sheets, stating what countries preferred.—PEARCE, Prior Street, Lincoln. (96)

30 QUEENSLAND, 2/-; 40 Victoria, 2/-; 26 South Australia, 2/-; 20 Western Australia, 2/-; 30 New Zealand, 2/6; 24 South Sea Is., 3/-.—WHITEHORN, Dealer, Toowoomba, Queensland. (96)

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ENDLE'S *Philatelic Circular*

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 97.

[EIGHTEENTH YEAR OF PUBLICATION.]

OCTOBER, 1911.

PRESENT-DAY PHILATELISTS.



MR. L. T. BRODSTONE.

FOR the first time we are including in our series of portrait-sketches a non-British philatelist, viz.: Mr. L. T. Brodstone, of Superior, Nebraska, U.S.A., who has taken an active part in stamp work for over 20 years past. He will be best known to-day—at all events in the "Old Country"—as publisher and proprietor of *The Philatelic West*, which magazine has for the past ten years and more consisted of over a hundred pages per number—a record not even approached, we believe, by any other stamp paper.

Mr. Brodstone has been a most enthusiastic philatelist, and is now a member of a large number of philatelic societies in America and elsewhere. He has not missed attendance at some of their annual Conventions for 20 years, and was for some time president of the "Philatelic Sons of America," in its day perhaps the largest stamp society known, possessing close on 3000 members. At present he holds office in the Southern Philatelic Association, the second largest stamp society in the United States, and of which the *West* is official

organ, as it is also of some 40 other clubs and societies, comprising over 50,000 members.

Mr. Brodstone knows England well, having been over our country on a cycle tour 15 years ago. He has, in fact, won celebrity as a cyclist, for he holds records for "most centuries on most miles made in one year in his State." He has travelled extensively in China and Japan.

We regret that our portrait of Mr. Brodstone is not so good as we could have wished; he writes us that he has had none taken for some little time, and the present block has had to be reproduced from a print. The *Philatelic West* subscription price is \$1.00 (4/-) per annum. It has numismatic, conchological, and other departments, and carries an immense amount of advertising, in fact its advertisement pages are in their way as interesting as its reading matter, which is saying a good deal.

**If you receive two copies of this Circular will you kindly
pass on the extra one to a philatelic friend?**

A PHILATELIC "FLUTTER" IN SURINAM.

SURINAM, otherwise Dutch Guiana, was the scene of some philatelic excitement recently. This is one of those little-known dependencies of Holland, of which the most knowledge is usually possessed by stamp-collectors, and it is when dealing with these somewhat obscure parts of the world that the educative value of philately becomes most strikingly apparent.

Surinam, however, is by no means an insignificant colony. Its area is 46,000 square miles. It exports gold to the extent, we believe, of some £100,000 worth per annum. Cocoa, coffee, sugar and timber are also among its products. It is perhaps noteworthy that it possesses no railways—happy Surinam!—no well-paid officials of "Amalgamated Societies" to threaten the colonists with railway strikes!

The capital of Dutch Guiana is Paramaribo, where the "philatelic flutter" took place. It seems that, for no very apparent reason, seven varieties of surcharged stamps were created. Five of them were ordinary "postage" stamps, and two were "unpaid" or postage-dues. Their values are as follows:— $\frac{1}{2}$ cent on 1c. grey, of which it is stated that 59,570 copies were issued; $\frac{1}{2}$ c. on 2c. brown, of which there were 19,570; 15c. on 25c. blue (4,370); 20c. on 30c. brown (15,270), and 30c. on 2gld., 50c. on 2 $\frac{1}{2}$ gld. black on violet (3,570). It will be noted that this latter is a double overprint. The Unpaid were 10c. on 30c., of which, 3,570 were issued, and 10c. on 50c. (3,570 also).

Now, it is reported on excellent authority that the whole of this surcharged issue was bought up by speculators within half-an-hour of the stamps being placed on sale! The population of the whole Colony is about 76,000, of whom a large proportion doubtless are illiterate—we do not imply that Surinam is an uneducated colony. It seems hardly likely that the issue of all these stamps was really necessary, and when one hears that the whole lot were snapped up in this way one cannot help suspecting the *bona-fides* of the production of these philatelic supplies.

THE PHILATELIC OUTLOOK.

At the commencement of a new stamp season, it is to-day very evident that the prospects are in many respects remarkable. It is generally admitted that, given fairly normal conditions as regards home affairs—*i.e.*, the circumstances of the industrial and political world—the forthcoming winter will prove a good time for business. It is noteworthy that in such trades as jewellery, for instance, a busy season is anticipated, and we hear that even now manufacturing jewellers are working at full pressure owing to the demand already being experienced for goods. Prosperity in the commerce of "luxury," such as jewellery, invariably spells prosperity also in stamps, and it does not need very great prophetic powers to predict a successful season for stamp-dealing this winter. As we have hinted in recent issues of our CIRCULAR, the demand for "Edwardian" stamps is very large, and is likely to become larger. Indeed, this is the "day" of new and recent issues; new philatelists are starting collecting every day, and in all directions, the great majority of whom are attracted by modern stamps.

But we do not by any means assert that the older stamps—the gems or aristocracy of our albums—are declining in popularity; very far from it; and it is just the hold that they retain upon the affections of collectors which will cause, if we mistake not, some early and violent rises in price. For the supply of really good old stamps, like that of all old things, is "limited," in a far stricter sense than can be applied to most of the modern varieties. Hence the beautiful old Australians, the Ceylons, West Indians, Capes, and earlier English—to mention only a few of those most liked by British philatelists—will assuredly maintain their position and steadily increase in rarity and value. Then in the great Continental field of philately there are the ever-popular old Europeans—the German States, the Swiss, the early Belgians, Austrians, Roumanians, Italians, Spanish, French, Portuguese, and a host of others, which are eagerly sought after in the Continental markets: whilst, last but not least, our American brethren are staunchly and pardonably devoted to their fine old issues of United States stamps. Offer your American collector a real bargain in good old United States stamps, and he will "come right in, and sit right down," and write his "check" for a good round sum in dollars with characteristically unaffected pleasure. It cannot be

denied that the newer issues of Americans—the 1894's, the 1902's, the Omahas, the Buffaloes and the St. Louis's, and other effusions, with the single exception of the Columbians of 1893—cannot compare with the earlier issues, for either beauty or interest. We consider it a matter for regret that a great country like the United States should have pandered to the tastes of stamp collectors so palpably during recent years, and we believe the majority of our American *confrères* will agree with us in this.

Yes, the philatelic season of 1911-12 is undoubtedly going to be a good one; and if only the world may see a cessation of hostilities between Italy and Turkey, and the restoration of peace in China, and an amelioration of certain political conditions, the outlook, socially and commercially, might be even brighter than it is.

DIRECTORY OF STAMP COLLECTORS.

- Asher, I., 47a, Charing Cross Road, London, W. C.
 Arthur, J. J., 9, Salem Street South, Sunderland.
 Britowe, L. U., 3, High View Road, Upper Norwood, S.E.
 Barratt, T. F., Frinton College, Frinton-on-Sea, Essex.
 Burd, L. A., Repton, Burton-on-Trent.
 Burrows, R. J., 18, Kemble Street, Drury Lane, London, W.C.
 Clinton, Mrs. L., 21, Landor Road, Stockwell, London, S.W.
 Campbell, D., 212, Lauderdale Mansions, Maida Hill, London, W.
 Calder, M., 1, Pollock Street, Glasgow.
 Dunbar, P., 40, Eton Road, Burton-on-Trent.
 Fleming, J., 4, Allars Bank, Hawick.
 Goddard, J. W. H., 48, Stretton Road, Leicester.
 Goodman, G., 2, Hope Street, Cambridge.
 Hennessy, C. J., 111, Gower Street, London, W.
 Hudspith, T. H., Hunter Oak, Allendale, Northumberland.
 Hare, P. R., 40, St. Peter's Road, Handsworth, Birmingham.
 Jones, W., 45, Diamond Street, Fembroke Dock.
 Johns, P., 12, Kimberley Road, Liscard, Cheshire.
 Jefferson, W. E., 75, Side (opposite Milburn House), Newcastle-on-Tyne.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89 and 90, which are 3d. each. Up to this issue, 436 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

OUR ILLUSTRATIONS.

THE following is a complete list of illustrations which have appeared in ENDLE'S PHILATELIC CIRCULAR since we commenced publishing the portrait-sketches of Present Day Philatelists in January, 1909 (CIRCULAR No 86). Back numbers of all issues can be supplied at present at 1d. each, post free, except No's 89 and 90, which are 3d. each.

No.	Date.	Subject.
86.	January, 1909.	.. .. Mr. E. Abel-Aston.
87.	April, .. ..	.. .. Mr. D. J. McIntyre.
88.	July, .. ..	.. .. Mr. Lewis May.
89.	October, .. ..	.. .. Mr. E. Harmer.
90.	January, 1910.	.. .. Mr. Victor Marsh.
91.	April, .. ..	.. .. "Plate 70," 1d. red English stamp.
92.	July, .. ..	.. .. H. M. King George V.
93.	October, .. ..	.. .. Mr. A. W. Tyrrell.
94.	January, 1911.	.. .. Mr. T. H. Hinton.
95.	April, .. ..	.. .. Mr. H. E. Thain.
96.	July .. ..	.. .. Mr. Leonard Brand.

CURRENT NOTES.

OUR PREMIUM STAMPS.—We receive occasional complaints of the loss of the unused stamp which we send out with the CIRCULAR to subscribers paying 1/- per annum subscription. We understand that the CIRCULAR is received with the unused stamp missing, and as this is not satisfactory we are seriously considering the advisability of discontinuing the premium stamps or of only sending them when the subscriber pays an additional amount to cover the transmission of the CIRCULAR by letter-postage. We shall be glad to know the wishes of subscribers on this matter. The rate of subscription including postage would be 1/2 (one shilling and twopence), or its equivalent, per annum. We have observed that the proportion of subscribers asking for the premium stamps has been almost at a standstill of late, despite a steady increase in our aggregate subscription-list,

ENDLE'S DIRECTORY.—The new (23rd) Edition of the Stamp Dealers' Directory is now in active preparation, and will, it is hoped, be ready by December 1st, or shortly afterwards. This new issue will contain a "record" number of alterations and corrections, though the number of additions—names of new dealers—appears to be slightly below those of recent years. The number of orders for copies booked is already in excess of previous editions, and the popularity of the book with advertisers is as great as ever. This is gratifying to us after all the thought and effort we have expended on this work. A special feature in the preparation of the 23rd Edition has been the kind assistance given by friends in the matter of revision. Amongst these we may mention Messrs. Campbell & Co., Stamp Dealers, Glasgow, and Mr. S. Utton, of Croydon. The latter has taken much trouble and has shown great interest in the work, and we have been considerably encouraged and helped thereby. When this issue of the CIRCULAR reaches the hands of many of its readers there will possibly still be time for corrections to be made to the new DIRECTORY, and we shall be very grateful for any further information or material that may be sent to us. The proportion of dealers returning our inquiry-forms has not shown much increase this season; forms are despatched to all the firms whose names appear in the last Edition, but only about 10 to 15 per cent. of them are returned.

CANADA.—The Dominion of Canada has been much in the public eye recently, on account of the General Election in that great country and its somewhat sensational result. We must not risk wounding the tender susceptibilities of certain of our readers by seeming to touch on politics; but it may safely be remarked that the voice of Canada, as expressed by her electors, is wholly satisfactory to those who love our Empire and who desire to see its constituent nations draw closer together and unite in effort for the promotion of peace and progress. And that the British Empire *does* wield a beneficent influence in the world is undeniable, even by its detractors. The Empire has its faults, but we believe that the more its governments and peoples can work together in mutual harmony and friendship, the more will its power for good be increased or developed. The result of the Canadian elections is further gratifying in that it retains the services (albeit in "opposition") of Sir Wilfrid Laurier, who is undoubtedly one of the greatest of Colonial statesmen, and whose experience is of value.

The immediate result, philatelically, of recent doings in Canada has been an increased interest in the stamps of the Dominion, many varieties of which have been found to be scarcer than the majority of collectors had supposed. The inevitable consequence of this state of affairs is a rise in prices, and Canadian stamps are going to appreciate in value pretty steadily in future. Philatelists in the United States have taken a good deal of interest in old Canadian stamps during recent years, and we hear that some of the larger American dealers have had their stocks of these depleted very considerably.

PORTUGUESE PROVISIONALS.—The following are amongst the surcharged stamps, bearing the overprint "Republica," and now obtainable:—Cape Verde Is., Congo, Guinea, India, St. Thomas and Prince Is. Separate issues for these colonies will probably appear before long.

SOLOMON ISLANDS.

ACCORDING to a recent article in a contemporary, the Solomon Islands offer the choicest land in unlimited quantities at an average price of 2/- per acre. The cost of clearing the land in the Solomons is about 36/- per acre. The land will produce all kinds of fruits and crops, but copra, rubber, cotton, sisal hemp, flax, sago, coffee, indigo, and sugar are indigenous, and offer sufficient scope for the planter. The fruits are oranges, pomeloes, paw-paws, bananas, pines, guavas, bread-fruit, cocoa-nut; and tomatoes, pumpkins, lettuce, and sweet potatoes grow luxuriantly.

The specially interesting features of the Solomon Islands are, that they are partly under German and partly under British protection. Thus, the largest island, Bougainville, 140 miles long by 35 miles broad, is German territory, as is also Buka. The rest are British. The British Solomon Islands have had but one issue of stamps so far, and these afford one of the most striking examples from a philatelic point of view of the value of *used* specimens over unused. The set issued in 1907 consists of 8 values, viz: ½d., 1d., 2d., 2½d., 4d., 5d., 6d., and 1/-. Unused, these curious and interesting stamps are of little philatelic value—say the usual 5 to 10 per cent. over face, but in the used condition they are very desirable indeed.

SIAM.—Collectors will learn with regret that the charming "boy and girl" stamps of Siam are to be superseded by a new issue of different design. The accession of a new King no doubt necessitated a change of stamps; but we think the rest of the design might have remained unaltered. We hear, too, that the values will be stated in different currency.

ESPERANTO.

Ŝajne la recenzoj pri la novaj anglaz poŝtmarkoj preskaŭ ĉesis, kaj efektive oni povas malmulte plendi pri la duonpenca kies desegno certe placas. Sendube oni povus plibonigi la presmanieron, ĉar sur sola folio de duonpencaj ofte troviĝas tre strangaj "duaklasaĵoj."

En la lasta tempo, ni vidis poŝtmarkon sur kiu la maldekstra okulo de la Reĝo estis tute fermita per ia kolormakulo.

Niaj diroj, sur la lasta Cirkulero pri la anonimeco de la markoj ŝajne ricevis la ĝeneralan aprobon de legantoj. Estas kelkaj kiuj malkonsentas, sed laŭ nia opinio ekzistas sufiĉe da kaŭzo por senkreditigi la poŝtmarkojn de la Brita Imperio inter tiuj de la aliaj landoj de la mondo.

Kun la rimarkindaj eldonaĵoj de la Portugala Respubliko supozeble ni devas baldaŭ kunciti novajn poŝtmarkojn de la "Respubliko de Hinujo." † La Filatelio estas intime ligita kun kurantaj okazaĵoj, kaj sendube la estontaj generacioj trovos multon interesan pri la markoj de 1911. Tre baldaŭ oni povas atendi la plenumon de la sendependeco de Irlando, ĉar estas evidente, ke la nuna Registaro havas la povon aranĝi ĉion laŭ sia propra plaĉo, kaj tion ĝi certe faros. Ne estas kredinde ke la Reĝkapo troviĝos sur la markoj de Irlando, portreto de S-ro Johano Redmond sendube estus kontraŭlega; do supozeble, simbola aŭ alegoria desegno estos elektita.

* "Minor varieties." † Republic of China.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, W.C.

UNUSED STAMP.

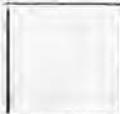
Subscribers who have asked for it will please find over this notice an unused S. Australia, 1911, 2½d., blue. *

The free stamps are not given away with back numbers.

NOTE!—This CIRCULAR is the ONLY publication in existence which gives away UNUSED stamps to its subscribers.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



* This stamp can be supplied separately at 3d. each (postage extra).

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"	" " 6d., green	3d.	1/6
"	" " 9d., lilac rose	6d.	—
"	" " 1/-, brown	6d.	—
Tasmania, 1905, wmk. A and Crown	1/-	6d.	—
Victoria, 1901, 9d., red		3d.	2/6
Queensland, 1881, 2/-, blue, fiscal (fine stamp)		6d.	—

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And at Stockwell, S.W. (The most central Stamp shop in the city of London).

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All information revised and corrected to November, 1911.

Price 6/-

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Packet A H :—

Contains 30 Stamps from British Colonies only; including Niger Coast, Gambia, Falkland Islands, Fiji, etc. Price 1/6.

Packet A J :—

Contains 40 Stamps from South and Central America; including Guatemala provisional, Paraguay, Ecuador, Uruguay, etc. Price 2/-.

Packet A K :—

Contains 25 Stamps from North America; including United States, British Honduras, Canada Registration, Newfoundland, etc. Price 2/-.

Packet A L :—

Contains 50 Stamps from the West Indies; including Barbados, Cuba (old issues), Curacao, Grenada, St. Lucia, etc. Price 2/6.

Packet A M :—

Contains 40 Stamps from Asia; including Hong Kong, Perak, Persia, Ceylon, etc. Price 2/6.

Packet A N :—

Contains 45 Stamps from Africa; including Soudan, Congo State, Orange Free State (and Colony), Portuguese Colonies, etc. Price 2/-.

Packet A O :—


Contains 50 Stamps from Australasia; including Niue Island, Samoa, Fiji, Tonga, etc. Price 2/6.

THE "WORLD" ALBUM.—Three Editions.—No. 1 in Cloth Boards, Ink Lettering and Ornaments.—Post free, 1/10. No. 2, Cloth Extra, Gilt Lettered.—Post free, 2/4. No. 3, Enlarged Edition, containing 208 pages, Extra Cloth, Gilt Lettering Back and Sides.—Post free, 2/10.

Space is provided in No. 1 for about 4,000 varieties, and in No. 3 for about 6,500. If more space is required, extra leaves can be supplied at 4d. per dozen.

CHAS. J. ENDLE & Co.,

Postage Stamp Importers, Philatelic Publishers, etc.,

 Boscombe, Bournemouth.

ADVERTISE YOUR WANTS AND OFFERS!

We insert advertisements of Stamps Wanted and Offered, in the PHILATELIC CIRCULAR, absolutely

FREE OF CHARGE

to Subscribers. The subscription to the CIRCULAR for one year (four issues) is 6d., or with unused stamp 1/-, payment of which entitles to four insertions not exceeding 20 words each inclusive of address. The offer of free advertising is open to all paid-up Subscribers, whether Dealers or Collectors. Matter for insertion should reach us by the last day of the month previous to publication.

Ordinary Rate: 5 words 1d. per insertion; minimum 4d.

Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

1,000 VARIETIES Foreign and Colonial Stamps, including 100 Unused, all neatly mounted in bound book; 8/6 post free.—H. THAIN, Attleborough. (94)

A APPROVAL Sheets in Countries. Unused, 50 per cent.; used, 60 per cent. below Gibbons.—WALTER HARDY, 114, High Street, Southampton. (94)

4 SETS Stamps, 4 Stamp Journals, 100 Stamps, Packet Stamp Mounts, Perforation Gauge, only 3d.; abroad, 6d.—CHEAP STAMP CO., Sawston, Cambridge, England. Mention paper. (94)

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR.

CHEAP SETS.—20 Indian States, 1/-; 10 Siam, 1/-; 20, 2/6; 30, 3/-; 5 Svenborg, 5d.—CROCKER, 156, Glenroy Street, Cardiff. (95)

FREE.—Set of 8 Costa Rica to applicants for Approval Sheets.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willesden Green, London. (95)

EXCHANGE Russian Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (96)

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30 QUEENSLAND, 2/-; 40 Victoria, 2/-; 26 South Australia, 2/-; 20 Western Australia, 2/-; 30 New Zealand, 2/6; 24 South Sea Is., 3/-.—WHITEHORN, Dealer, Toowoomba, Queensland. (96)

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FOREIGN and Colonial Stamps sold for missionaries, 25 for 3d., 50, 6d. Also sheets on approval at one-third catalogue; references required. JAMES MOSTYN, 84, Pembroke Road, Dublin. (97)

STAMPS.—Breaking up very fine general collection; many exceedingly scarce; all fine. discount, 8d. in 1/- Approval, references.—COLLECTOR, 25, Curzon Road, Muswell Hill, N. (97)

TO BEGINNERS.—British Colonials and Foreign Stamps, unused and used, 1d. each. Packets King's Heads, 25 for 9d. References.—K. FOSTER, 25, Greville Place, Brighton. (97)

ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 98.

[NINETEENTH YEAR OF PUBLICATION.]

JANUARY, 1912.

PRESENT-DAY PHILATELISTS.



MR. C. J. PHILLIPS.

FOR the eleventh in our series of portrait-sketches we have much pleasure in presenting the genial features of Mr. Cyril J. Phillips, of Westcliff-on-Sea, a very well-known philatelist who has been described as "a true hobbyist." Mr. Phillips is the Hon. Secretary of the King Edward VII. Philatelic Society, one of the leading Stamp Exchange Clubs in this country, which has been in existence some years and is run on the most approved lines.

Mr. Phillips is a native of New Zealand, and since his birth at Auckland he has travelled all over the world, his ordinary business having taken him into many different countries. He has thus enjoyed exceptional opportunities for collecting, and in addition to philately has devoted his spare time and cash to coins, china, postcards, etc., also to bird and dog breeding. His stamps are valued at £20,000; the collection includes some exceptionally fine specimens and very coveted rarities.

As an extensive buyer of stamps he has had some amusing, not to say irritating, experiences of persons sending him stamps worth next to nothing, yet asking absurd prices. He has also had some sensational "losses" of stamps, by theft and otherwise, sometimes with

and sometimes without the recovery of the missing treasures; and the recounting of his adventures in this line makes interesting "copy," for some of which we hope we may possibly find space in our CIRCULAR on a future occasion.

At present Mr. Phillips is a member of no less than ten philatelic societies, viz: The Junior, the Primrose Stamp Exchange Club, the Ideal, the Victoria, the Mutual, the Vincent, the Empire, the Hobby Club, the Royal Counties Exchange Club, and the Deal Philatelic Society.

He is anxious to find a partner who would join him in business as a stamp dealer, his own fine collection offering an excellent nucleus for this enterprise.

If you receive two copies of this Circular will you kindly pass on the extra one to a philatelic friend?

THE STAMP BUYER'S GUIDE.

[Reprinted from ENDLE'S DIRECTORY, *Twenty-third Edition.*]

UNDER this heading we give, for the guidance of our readers, brief notices of the principal specialities offered by some of the Advertisers in the present Edition of the DIRECTORY. We regret that, owing to space, it is not always possible to notice all the Advertisers, but every effort is made to include as many of them as possible. Owing to the number of Advertisers who have availed themselves of the DIRECTORY as a medium for their announcements this year, the advertisement pages will, we think, be found especially interesting.

Mr. W. Berry, 21, Rycroft Street, Parson's Green, London, S.W., issues a Wholesale Price List of Stamps, Sets, and Packets.

Mr. Leonard Brand, of Cricklewood, N.W., had a full-page announcement, similar to his present one, in our DIRECTORY last year. He was the subject of the portrait-sketch of a "Present Day Philatelist" in *Endle's Philatelic Circular* of July last. He is a large buyer of stamps, especially modern issues.

Mr. Edward Brashier is a specialist in cheap approval selections. He also offers this year a good line for dealers in the shape of wholesale offers.

Mr. W. E. Brashier has changed his postal address to Collingbourne Kingston, near Marlborough. He makes a speciality of approval sheets, arranged on an improved system.

The long-standing firm of Campbell & Co., of Glasgow, receive regular supplies of stamps direct from abroad, for which they will quote advantageous prices.

Messrs. Charles & Co. have removed from Jersey to 32, Whitworth Road, South Norwood, S.E. Their announcement this season is specially attractive. A remarkable bargain of theirs is "405 Entires," all unused, for one guinea, post free.

Messrs. Errington & Martin, a very old-established house, are regular advertisers in the DIRECTORY, and are very dependable. Their far-famed approval sheets have long been the delight of collectors of all ages.

"Stamps wanted" is the announcement of Mr. Leonard Fleming, who has changed his address from Graces Road, to 84, Shenley Road, Camberwell, London, S.E.

Mr. M. Giwelb, of 54, Strand, London, established close on twenty years, specialises in the stamps of the Nineteenth Century.

Messrs. Hadlow & Son, of Grove Park, Lee, Kent, are Stamp Commission Agents, dealers and experts. Mr. Hadlow, sen., has a long business experience acquired in London.

Messrs. Harmer, Rooke & Co., a leading firm of Stamp Auctioneers, have again broken their own "record" for number of Sales held and Lots offered during the past season. We can confidently recommend them to either buyers or sellers of stamps. They are exceptionally successful in the disposal of wholesale stocks, etc.

Mr. P. L. Jaques, a City dealer, is offering good approved selections. His speciality is South Africans.

A very old-established firm, Messrs. J. H. Lacy & Co., of Rotherhithe, S.E., offer an up-to-date Price List of bargains.

Mr. W. Lewthwaite, Egremont, Cumberland, is a well-known provider of all kinds of Philatelic Specialities, such as Mounts, etc.

Messrs. Lewis May & Co., have advertised in the DIRECTORY for several years past. They undertake all ordinary branches of Philatelic business.

Horace Miller & Co., Whitstable-on-Sea, offer to exchange wholesale lots of stamps with dealers in all parts of the world.

"The N.Z. Collectors' Exchange" is a monthly stamp paper hailing from the Dominion of New Zealand. We hope all our readers wishing to extend their Colonial relations will subscribe for this bright and newsy little magazine, which only costs 1/6 per annum.

Mr. C. F. Pearce, of Lincoln, offers cheap approval selections, and—for this season—a special bargain in Zululand.

"Stamps to Buy" are wanted by Mr. C. J. Phillips, of Preston House, Westcliff-on-Sea, who is also the Secretary of the "King Edward VII." Philatelic Society.

Messrs. Puttick & Simpson, Auctioneers, again provide our readers with a complete list of their dates of Stamp Sales for the year 1912. This first-class firm needs no recommendation at our hands. Their Catalogues are circulated in America, India, and the Continent of Europe.

Mr. W. H. Regan, of London, now publishes a "Postage Stamp Circular," which he sends gratis and post free.

Mr. Mark Rooke offers Approval Sheets at large discounts. Exceptional bargains in Siam are quoted by H. Ross Shiells & Co., of 4, Eldon Street, E.C. Their Wholesale List is sent free to any address.

The "Loose-Leaf" Stamp Albums are published by John Walker & Co., Limited. They are the only Albums from which a leaf can be removed or inserted without disturbing the others. Full List, with sample leaves, can be had on application to Messrs. Walker.

Mr. H. C. Watkins, Granville Road, High Barnet, is the patentee and sole manufacturer of the Patent "Strip" Mounts. We have used these Mounts and found them excellent, and we can warmly recommend them to the philatelic public. They are offered at extremely low prices.

The old-established William Stamp Co. are well-known for the good condition of their stamps. Their current Wholesale List is before us and contains a number of attractive lines.

WE STAND CORRECTED.

IN our last CIRCULAR we published a portrait-sketch of Mr. L. T. Brodstone, of Superior, Neb., U.S.A., and it appears that some incorrect statements were inadvertently made in our article. Mr. Brodstone writes, under the date October 22nd, saying that he "never was in Japan and China," and seeing that we stated that he had "travelled extensively" in those countries, there certainly would seem to be something wrong in our effusion! Further, our friend says he "does not hold office in the Southern Philatelic Association," but that his journal, the *West*, has been the official organ of that Association for several years.

Now, these misstatements are not due to mental aberration on our part, nor were they caused by culpable carelessness; but they are simply the outcome of our inability to decipher the typewritten notes kindly supplied to us by Mr. Brodstone for the purposes of the article. From them we certainly gathered—though not without difficulty—that the subject of our sketch had travelled in China and Japan, and that he now held office in the Southern Philatelic Association. Who Mr. Brodstone's typist may be, or whether the imperfections of his typescript are due to the operator, or the machine, or to both, we do not know; but certain it is that the notes he sent us were exceedingly illegible—many of the letters and words entirely missing, words joined, punctuation absent or misplaced, margins disregarded, etc.—and we had consequently very hard work to guess the meaning of what was written. Indeed had the notes been in legible German, French, or Latin, we think we could have understood them easier than the English of Mr. Brodstone's typist!

In his letter of October 22nd above-mentioned, Mr. Brodstone informs us that some members of his family visited China last year, also that his sister was at Hankow representing the Union Cold Storage Company. He himself also recently toured the United States, Canada, and Mexico. Regarding the Southern Philatelic Association, we gather that that Society "hopes to build a brick building" during 1912, and he wishes us to say that if any readers of our CIRCULAR happen to be visiting Nebraska, they will have a warm welcome, and doubtless enjoy true American hospitality. Mr. Brodstone is always glad (he says) to see and help collectors of all kinds in any possible way. We understand, further, that he suggests the formation of an English branch of the Southern Philatelic Association, concerning which we are writing him and may perhaps have something more to say in our next issue.

POSTCARDS.—Postcards with portrait of the Editor of ENDLE'S PHILATELIC CIRCULAR can be supplied at 1d. each, post free 1½d. Postcards of King George V., printed from the block appearing on the front page of CIRCULAR 92 (July, 1910), 1d. each, by post 1½d.; or 12 for 9d. post free. Correspondents in the Colonies and abroad, sending small remittances, are requested to do so by International Reply Coupons, not by stamps.

STAMP FRAUDS AT NOTTINGHAM.

ON November 15th last, Messrs. A. H. Rogers & Co., Stamp Dealers, of Upminster, Essex, wrote to us reporting that they had received on October 15th, an application from one "George B. Fraser," of 33, Talbot Street, Nottingham, stating that "having seen Messrs. Rogers' name in *Endle's Directory*, he would like to have a selection of stamps on approval." In response to this, a selection—fortunately small—was sent to the applicant, who described himself as an "electrical engineer." The selection was not returned, and a letter requesting a remittance for the stamps sent was returned by the Post Office marked "gone away." Messrs. Rogers naturally surmised that this person was "going through our Directory and writing to dealers wholesale."

We are, of course, not responsible for any wrong use which may be made of our Directory by individuals purchasing copies of it; but having an interest in the matter we sent to our Enquiry Agents, and received a confidential report from Nottingham, which seemed to show that "G. B. Fraser" was a temporary lodger at the address given, and had made use of it simply to obtain stamps, and possibly other goods, by fraud.

Messrs. Rogers & Co. wrote us on December 1st that the man had been arrested by the Nottingham police, charged with fraud, and sentenced to four months' imprisonment, afterwards to be deported as an undesirable alien. His real name was stated to be Herman Walter à Mortinsi. Our correspondents' approval sheet was found upon him, and was returned to them by the police, intact.

DIRECTORY OF STAMP COLLECTORS.

- Anderton, F., "Sunny Side," Broadway Hill, Ilminster.
 Beers, Mrs. M. A., "Valletta House," Constance Road, Edgbaston, Birmingham.
 Brown, M. W., 17, Herbert Street, Scotswood Road, Newcastle-on-Tyne.
 Browne, Miss E. C., "Derwent Cottage," Portinscale, Keswick.
 Burn, J. S., "Fern Lea," Aintree, Liverpool.
 Byron, Miss I., Castlerock, Londonderry.
 Carder, A. V., 22, Lauriston Road, South Hackney, London, S.E.
 Carter, William, Lincoln Street, Millom, Cumberland.
 Christie, Miss, Blair Lodge, Newport, Fife.
 Christie, R., 29, Waterloo Street, Glasgow.
 Clarke, W. H., 19, Rosslyn Street, St. Michael's, Liverpool.
 Cole, A., 21, Penge Road, South Norwood, London, S.E.
 Cooper, W. G., 466, Chester Road, Old Trafford, Manchester.
 Cullen, W. G., 60, De Burgh Street, Cardiff.
 Curtis, R. E., 282, Bramall Lane, Sheffield.
 Davis, C., Five Crosses, Frodsham.
 Davis, S. G., 12, Jasmine Grove, Anerley, London, S.E.
 Davey, T., 45, Milton Avenue, East Ham, Essex.
 Day, A. W., 69, Portman Road, Smithdown Road, Liverpool.
 Donald, Miss H., 355, Union Street, Aberdeen.
 Duthie, N. W., 112, Wellington Street, Glasgow.
 Evanson, W., Hill Crest, Nelson Road, Bournemouth.
 Macmillan, D., 15, Ranelagh Road, Belgravia, London, S.W.
 Miller, C. E., 5, Donnington Square, Newbury, Berkshire.
 Smith, Rev. W. Landon, Rickwing Vicarage, Newport, Essex.
 Tucker, J. E., 29, Bridgeland Street, Bideford.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89, 90 and 96, which are 3d. each. Up to this issue, 462 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

NOTES.

OUR PREMIUM STAMPS.—On another page in this issue we announce the discontinuance of our Unused Stamp Scheme. Subscriptions received at the shilling rate will be duly credited to those sending them, by extension of subscription or otherwise.

THE "PHILATELIC GAZETTE" is a high-class American magazine, which is published semi-monthly (*i.e.* twice a month) at 10 cents per issue, the postal subscription rate being \$1 a year. The *Gazette* is well got up and nicely illustrated, and contains much interesting matter. A series of valuable articles on "The Postal Issues of the Philippines," by Major F. L. Palmer, has been running for some time. The publishers of this fine journal are the Philatelic Publishing Company, of 99, Nassau Street, New York.

AN EXCUSE FOR DELAY.—A somewhat amusing protest appears in the *N.Z. Collectors' Exchange* from a correspondent in Chili, whose name, it seems, has been "pilloried" by that journal as one who fails to answer letters addressed to him enclosing stamps for exchange. His reply is that being a busy man, he has not sufficient time for answering all correspondence with promptitude, and he adds that "the letters sent by some would only occasion a loss of time on my part if I answered them, as the quality of stamps does not justify same . . . Since seeing your December number (he adds) all letters received up to this date have been answered, but in future only letters containing good stamps will be acknowledged."

There is no doubt a good deal of reason in the correspondent's argument, but the only unsatisfactory feature of it is that he becomes the judge as to what exchange stuff sent to him is worth acknowledging. It is conceivable that the people who send to him might sometimes hold other opinions on that point.

"THE FLYING ADVERTISER" is the title of an American monthly magazine. The guaranteed circulation, we understand, is 3,000 to 5,000 copies per month. It is "carefully mailed to all classes,"; but we thought that with our cousins of the U.S.A. there were no "classes"—everybody being as good as everybody else, theoretically, at all events! The *Flying Advertiser*, we gather, has nothing to do with aeroplanes. The public are invited to "send a trial ad. and watch results." Does this mean "Watch the money fly"?

ENDLÉ'S DIRECTORY contains registered Telegraphic Addresses of stamp dealers, with their telephone numbers. It is thus kept for reference instead of wading through the Post Office Directory, the Telephone books, etc. 23rd edition—Price 6d.

OUR ILLUSTRATIONS.

THE following is a complete list of illustrations which have appeared in ENDLÉ'S PHILATELIC CIRCULAR since we commenced publishing the portrait-sketches of Present Day Philatelists in January, 1909 (CIRCULAR No 86). Back numbers of all issues can be supplied at present at 1d. each, post free, except Nos 89, 90, and 96, which are 3d. each.

No.	Date.	Subject.
86.	January, 1909. ..	.. Mr. E. Abel-Aston.
87.	April, " ..	.. Mr. D. J. McIntyre.
88.	July, " ..	.. Mr. Lewis May.
89.	October, " ..	.. Mr. E. Harmer.
90.	January, 1910. ..	.. Mr. Victor Marsh.
91.	April, " ..	.. "Plate 70," 1d red English stamp.
92.	July, " ..	.. H.M. King George V.
93.	October, " ..	.. Mr. A. W. Tyrrell.
94.	January, 1911. ..	.. Mr. T. H. Hinton.
95.	April, " ..	.. Mr. H. E. Thain.
96.	July, " ..	.. Mr. Leonard Brand.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



ENGLISH STAMPS WITH CONTROL LETTERS.

IN consequence of recent inquiries we have gone through our stock of English stamps with control letters attached. We find we have the following varieties in quantity, specimens of which we shall be pleased to supply at the prices quoted below. All the stamps are unused, and in mint condition. We have single copies of other varieties, for which we will quote prices on application. Orders amounting to 2/- and over will be sent post free.

Queen's head,	½d.,	vermilion,	letter	O,	price	3d.
"	"	"	"	P,	"	4d.
"	"	"	"	Q,	"	6d.
"	¼d.,	green	"	R,	"	1/-.
King's head,	½d.,	dark green	"	A,	"	8d.
"	"	"	"	B,	"	2d.
"	"	"	"	C4,	"	3d.
"	"	"	"	D4,	"	1/-.
"	¼d.,	light green	"	D4,	"	10d.
"	"	"	"	E5,	"	3d.
"	"	"	"	F6,	"	4d.
"	"	"	"	F7,	"	10d.
Queen's head,	1d.,	lilac	"	V,	"	6d.
"	"	"	"	W,	"	4d.
"	"	"	"	X,	"	1/6
King's head,	1d.	red	"	A,	"	4d.
"	"	"	"	B,	"	3d.
"	"	"	"	D4,	"	9d.
"	"	"	"	D5,	"	8d.
"	"	"	"	E5,	"	9d.
"	"	"	"	F6,	"	4d.

Orders should be addressed to CHAS. J. ENDLÉ & Co., Boscombe, who also send Selections of Stamps on Approval against a cash deposit or satisfactory references.

ESPERANTO.

Ni ekscias, ke baldaŭ gravaj ŝanĝoj estos farataj pri la poŝtmarkoj de la Unuigitaj Statoj de Ameriyo. Anstataŭ la portreto de Franklin sur la unucenda poŝtmarko, kiel okazis dum multaj jaroj, la portreto de Washington aperos sur ĉiuj ses markoj de la pli malaltaj valoroj. La kvin plejaltaj valoroj, nome:—la 8, 10, 15, 50 cendaj kaj unudolara specoj portos la portreton de Franklin. La numeralo de la valoro aperos sur la unu-kaj du-cendaj markoj.

La grandega amaso de poŝta laboro farata de niaj Amerikaj amikoj estas rekonebla el la fakto, ke la Poŝtoŝticejo ordinare eldonas 25 milionojn de ducendaj markoj, kaj 12 milionojn de unucendaj markoj ĉiutage.

Ni esperas, ke oni diros nenion plu pri la malsaga agitado por meti la nomon de la lando de Ĵevano sur la poŝtmarkojn de la Unuigita Reĝlando. Kiel ni jam antaŭe rimarkigis, ĉar la naskiĝo, historio kaj estonteco de la Brita Imperio estas unikaj, estas ĝuste, ke la poŝtmarkoj de la Patrino lando restu sennomaj. Unu korespondanto de londona ĉiutaga ĵurnalo esprimis tre bone la sentonen letero al la redaktoro.

Li diris:—"Estas necese, ke la senloraj sin reklamu; la gloraj povas resti kontentaj en sia gloro."

Konsentite; kaj la sennomeco de l'anglaj poŝtmarkoj ĝuste akordiĝas kun la gloro de Granda Britujo.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, w.c.

NOTICE.**PREMIUM STAMPS DISCONTINUED.**

WE have decided, as foreshadowed in our last CIRCULAR, to discontinue the inclusion of unused stamps to subscribers paying the "shilling rate" of subscription. This decision, which will take effect, at all events, for a year, has been made in consequence of the falling-off in the proportion of subscribers asking for the premium stamps. Our subscription list has increased steadily of late and now stands at one of its highest figures; but the demand for the "premiums" has not increased, but rather the reverse. In a year's time, if we and our CIRCULAR are still in existence, we may resume the Premium Scheme, provided our subscribers evince a desire for it.

This Unused Stamp Premium has existed for long years, having been started with No. 38 of *The Monthly Post*, dated March, 1897. In our time we have distributed a large variety of stamps—sixty in number, whose value, at least 2d. or 3d. each at time of issue, has, in several cases, increased considerably.

Telegrams: "THAIN, ATTLEBORO'."

Established 1892.

H. E. THAIN,

Stamp Importer, Dealer in Philatelic Accessories,

Attleborough, Norfolk.

List of Variety Packets from 2d. to £16 10s. free on application.

WANTED:

Parcels of medium class Colonial Stamps. Send or call, stating lowest cash price.

ON SALE:

Cheap "mixed lots" of good saleable Stamps; also, Collections at "clear-out" prices.

A. W. TYRRELL,

30, KING STREET,
GUILDHALL, LONDON, E.C.

And at Stockwell, S.W. (The most central Stamp shop in the city of London).

AUSTRALIAN STAMPS.

We offer the following **Special Bargains** in Used Australian Stamps; all clean and in good condition. Terms, Cash with order; postage extra under 2/-

	each.	per 12.
South Australia, 1902 (large), 3d., green ..	1d. ..	9d.
" " " " 4d., orange ..	2d. ..	1/-
" " " " 6d., green ..	3d. ..	1/6
" " " " 9d., lilac rose ..	6d. ..	—
" " " " 1/-, brown ..	6d. ..	—
Tasmania, 1905, wmk. A and Crown 1/- ..	6d. ..	—
Victoria, 1901, 9d., red ..	3d. ..	2/6
Queensland, 1881, 2/-, blue, fiscal (fine stamp) ..	6d. ..	—

Address Orders to

CHAS. J. ENDLÉ & Co., Boscombe, Bournemouth.

28, DONOUGHMORE ROAD, BOSCOMBE, BOURNEMOUTH,

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FREE.—Set of 6 Bolivia to applicants for Approvals.—EDWARD BRASHIER (Dept. C), 57, St. Paul's Avenue, Willesden Green, London. (98)

"BBETTER QUEST" Post cards. For correspondence of all humanely disposed persons, home and foreign, Six, 2½d.—BOOKROOM, Ranelagh Road, Belgravia, S.W. (98)

ANGLO-ISRAELISM.—Those interested in British-Israelism are invited to apply for free literature to "VERITAS," c/o Endle's Philatelic Circular, Boscombe. (98)

SET of 6 Unused Swiss free to Approval applicants for Sheets; postage 1d., abroad 6d. CHEAP STAMP CO., Sawston, Cambridge. (98)

NEW ISSUES.—British Colonials and Foreign Stamps, unused and used, from 1d. each. Packets King's Heads, 25 for 9d. References.—K. FOSTER, 25, Grenville Place, Brighton. (98A)

ENDLE'S *Philatelic Circular*

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 99.

[NINETEENTH YEAR OF PUBLICATION.]

APRIL, 1912.

PRESENT-DAY PHILATELISTS.



MR. EDWARD H. BRASHIER.

ONE hears constantly in these days that this is an age of "young men," and in all departments of life it is remarked how young men are coming forward. The merits or demerits of this tendency are beyond the scope of our CIRCULAR, but the business world of philately is no exception to the rule, and in Mr. E. H. Brashier, whose portrait appears in this issue, we have a typical example of the rise of young men in the ranks of modern stamp dealers.

Mr. Brashier has been a stamp collector for 15 years past, and has been dealing in stamps since 1902—the year when "King's heads" began to appear in appreciable numbers, arousing, as we all know, greatly increased interest in philately generally.

The subject of our present sketch, like many another dealer, appears to have drifted by degrees into stamp-dealing. Having accumulated a large number of duplicates, and finding it difficult to add to his collection by exchanging with friends merely, he conceived the idea of selling off his duplicates, and with the proceeds purchasing further varieties for his collection. This plan proved so successful that, having disposed of most of his duplicates,

and discovering that he had established a small connection of buyers, Mr. Brashier continued to deal in his spare time; until he felt recently that in view of the steady expansion of his stamp business it would be advisable to devote his whole attention to it. Incidentally it may not be amiss to remark here, that for years past Mr. Brashier has been a regular advertiser in our CIRCULAR and DIRECTORY, and his name has become very familiar indeed to regular readers of those publications.

From a business standpoint Mr. Brashier, as might be expected for a somewhat "newly fledged" dealer, confesses to a strong predilection for the later issues of stamps. He considers that these more recent varieties will come to rank among the rarities of the future, thus corroborating the views expressed by Mr. Leonard Brand in our CIRCULAR of last July, which aroused a good deal of interest in the subject of modern stamps. At the same time Mr. Brashier observes a steadily-growing demand for the older British Colonials, many of which he thinks are decidedly under-priced in current catalogues.

In regard to the modern issues, Mr. Brashier notes one or two interesting cases of enhanced values, such as the first stamps of Papua, of which the complete set of eight

values could be obtained for about 7s. six or seven years ago, but are now worth well over £4. He also cites the first issues of the Gilbert and Ellice Islands (on Fiji), and the first issues of Tibet, as examples of remarkable advances in value.

Mr. Brashier is a member of several stamp clubs and philatelic societies, and also of the "Postage Stamp League"—the latter an organization formed for the purpose of banding together philatelists throughout the United Kingdom. He tells us that his favourite recreations are cycling and swimming.

We would direct our readers' attention to Mr. Brashier's advertisement on page 14 in this issue of the CIRCULAR.

NOTES.

STAMP FRAUDS AT NOTTINGHAM.—Our account in the January CIRCULAR of the Mortinsi, *alias* "Fraser," fraud has brought us reports from other correspondents of attempted unlawful acquisition of stamps by the same party. Fortunately, however, so far as we can gather, there does not seem to have been much harm done. We shall be ready to assist any of our readers at any time who may be in difficulties in regard to attempts to obtain stamps by fraud. As a rule it is unwise to send away good stamps to strangers without security; even so called "references"—as we know from our own bitter experience in the past—are sometimes far from what they appear to be.

A NOVEL EXCHANGE CLUB has been started by an experienced philatelist in Cornwall. It is called the Wholesale Stamp Exchange Club, and its objects are stated as—(1) "To enable the trade to have a medium of exchange based on business principles; (2) 'o dispose of those stamps which to an individual dealer would be a surplus, but which to another member would be an acquisition to his stock; and (3) to purchase from a more varied parcel than it would be possible to get from any one firm." These objects read excellently on paper, but we should be inclined to fear that in practice they might be apt to "gang agley." What is there to prevent some dishonest member from changing stamps in the various lots?—or from taking out "good copies" and replacing them by torn, dirty, or heavily-cancelled specimens of the same kind?

STAMPS WANTED.—A Glasgow correspondent writes to us asking for certain stamps which he wishes to purchase, and for which he will be glad to receive offers and quotations. They include the 1911 issue of Great Britain, $\frac{3}{4}$ d and 1d. with control letters—presumably either used or unused; 1911 India, 1, 2 and 3 anna values, with Delhi Durbar postmark; also any lots of Edward VII. stamps, single C.A. watermark. We shall be pleased to put any readers of the CIRCULAR into touch with our correspondent, provided they agree to pay postage.

Apropos of the current English stamps referred to above, it is interesting to note the various "minor varieties" which have been appearing during the past few months; quite a variety of shades of colour and of general appearance have come before the long-suffering British public. The designs have certainly gained something from the "re-touching" to which they have been treated, but even now the effect leaves a good deal to be desired. The "British Lion" on the penny stamp now looks much more imposing than he did on the earlier issue, and the King's portrait is also improved; but the features of His Majesty on the half-penny value are very peculiar. We do not like the half-penny "wrapper" stamps at all, the introduction of the twice-repeated *caduceus*—a heathenish emblem—is very unnecessary and unfortunate, in our opinion.

NOTICE.—Owing to unusual demands on our space by outside advertisers we have been compelled to curtail our literary matter in this issue. We hope to atone for this next July.

"ENDLE'S DIRECTORY," 23rd EDITION.

[From the PHILADELPHIA STAMP NEWS, February 3rd, 1912.]

"ENDLE'S DIRECTORY—The Stamp Dealers of Great Britain. Compiled and published by Chas. J. Endle & Co., Boscombe, Bournemouth, England. Twenty-third Edition, 1911-12, revised and corrected to November, 1911. Paper, 44 p.p. Price 15 cents.—Directories are very handy things for the stamp collector, dealer, or publisher. Here comes a list of the dealers of Great Britain which is apparently complete in every detail, the list including the names of dealers who replied to the publishers' query form, thereby insuring correct insertion of their proper names and addresses, and those dealers who were listed in former editions but who failed to reply to the query form. The type-setting is different for the two classes, although in alphabetical order together. Truly, a handy publication."

BEFORE THE DAYS OF STAMPS.

In these days any want of additional post office or telegraph accommodation in a town is a matter which is speedily brought before the notice of the Postmaster-General, frequently through the medium of representation made by the local Member of Parliament. Compared with present day postal facilities those of the earlier part of the last century stand out in strong contrast, as will be seen by the following extract from the "Recollections of Count Orsi," a French diplomat, when on a visit to London about that time: "In that year (1829) there were no adhesive postage stamps; no letter-boxes at the stationers' shops, no pillar posts in the street to accommodate the public. In the West End they must either have gone to the General Post Office or else (for foreign letters in particular) they had to wait for the postman, who at 5 p.m. came regularly at a quick pace through the main street ringing a bell to warn such of the inhabitants as had letters to post to come out and pop them into his bag, through an opening left for that purpose. One could see at almost every door and window a woman or man watching for the postman; and those who were too late were seen running after the red-coat, and returning home laughing and breathless from the fun of the chase."

OUR ILLUSTRATIONS.

The following is a complete list of illustrations which have appeared in ENDLÉ'S PHILATELIC CIRCULAR since we commenced publishing the portrait-sketches of Present Day Philatelists in January, 1909 (CIRCULAR No 86). Back numbers of all issues can be supplied at present at 1d. each, post free, except Nos 89, 90, and 96, which are 3d. each.

No.	Date.	Subject.
86.	January, 1909. ..	.. Mr. E. Abel-Aston.
87.	April, " ..	.. Mr. D. J. McIntyre.
88.	July, " ..	.. Mr. Lewis May.
89.	October, " ..	.. Mr. E. Harmer.
90.	January, 1910. ..	.. Mr. Victor Marsh.
91.	April, " ..	.. "Plate 70," 1d. red English stamp.
92.	July, " ..	.. H.M. King George V.
93.	October, " ..	.. Mr. A. W. Tyrrell.
94.	January, 1911. ..	.. Mr. T. H. Hinton.
95.	April, " ..	.. Mr. H. E. Thain.
96.	July " ..	.. Mr. Leonard Brand.
97.	October " ..	.. Mr. L. T. Brodstone (U.S.A.).
98.	January, 1912 ..	.. Mr. C. J. Phillips.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



STAMP PERFORATIONS.

THE following amusing paragraph appeared in a recent issue of Cassell's *Penny Magazine*—on the page devoted to the Editor's "Chats with his Readers."

"'Is there a firm that buys stamp perforations?' This is the rather strange query made by 'Ennovy' (Birmingham).—A perforation is, of course, a hole! If you mean gummed stamp edging, I am afraid there is no market for it, although some other reader may be able to give us some information. I believe medical authorities even condemn stamp edging for use as sticking-plaster, so the market in that direction is closed!"

DIRECTORY OF STAMP COLLECTORS.

- Kyle, J. W., 56, Seatown, Buckie, Banffshire.
 Keir, F., 88, Farleigh Road, Stoke Newington, London, N.
 Lacy, L., 289, Hither Green Lane, London, S.E.
 Moser, W. E., Dacre House, 5, Arundel Street, Strand, London, W.C.
 Mitchiner, L., 5, Epsom Road, West Croydon.
 Miller, F., 71, Canton Street, Upper North Street, London, E.
 Neave, W. E., 198, Cambridge Road, Kilburn, London, N.W.
 Page, A. B., Alveston Villa, Wolston, Nr. Coventry.
 Reid, A. T., Thornborough House, Clarendon Road, Watford.
 Sandford, C. V., Grove House West, Reading.
 Smith, R., The Parsonage, Atherton, Nr. Manchester.
 Schlesinger, J. B., 45, Leinster Square, Bayswater, London, W.
 Seed, J., 21, Broadgate, Preston, Lancashire.
 Sims, D., Exchange House, New Whittington, Nr. Chesterfield.
 Stephens, G. C., 60, Preston Street, Brighton.
 Stephens, C. J., 14, Theobald Road, Canton, Cardiff.
 Taylor, P., 17, Spencer Road, Mitcham, Surrey.
 Thompson, J., 16, Arundel Square, London, N.
 Uhlmann, C. O., 6, Aldermanbury Postern, Fore Street, London, E.C.
 Venn, J., York Road, Cheam, Surrey.
 Wilde, Horace, M., 17, Carshalton Road, Blackpool.
 Waters, M., Shaw Terrace, Barrhead, Scotland.
 Weston, H. E., 386, Brixton Road, London, S.W.
 Wade, C. F., 23, Bismarck Road, Highgate, London, N.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89, 90 and 96, which are 3d. each. Up to this issue, 486 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

NOTICE.

PREMIUM STAMPS DISCONTINUED.

WE have decided, as foreshadowed in our Oct. CIRCULAR, to discontinue the inclusion of unused stamps to subscribers paying the "shilling rate" of subscription. This decision, which will take effect, at all events, for a year, has been made in consequence of the falling-off in the proportion of subscribers asking for the premium stamps. Our subscription list has increased steadily of late and now stands at one of its highest figures; but the demand for the "premiums" has not increased, but rather the reverse. In a year's time, if we and our CIRCULAR are still in existence, we may resume the Premium Scheme, provided our subscribers evince a desire for it.

This Unused Stamp Premium has existed for long years, having been started with No. 38 of *The Monthly Post*, dated March, 1897. In our time we have distributed a large variety of stamps—sixty in number, whose value, at least 2d. or 3d. each at time of issue, has, in several cases, increased considerably.

ESPERANTO.

Oni diras, ke kreskaĉas la uzado de Esperanto kiel interkomunikilo inter universaciaj kolektistoj de poŝtmarkoj. La multaj "Korespondaj Kluboĵ," kiuj kondukas filatelian fakon trovas, ke Esperanto vigligas inter la membroj la studon de poŝtmarkoj.

Estas dirate, ke baldaŭ okazos kolorŝanĝoj sur la nunaj poŝtmarkoj de Kubo. Ili estos presitaj unukolore anstataŭ dukolore, kiel nuntempe. La markoj de la nuna serio ne estas tre oftaj, kaj se la ŝanĝo okazos, sendube ilia valoro multe pligrandiĝos.

Junaj kolektantoj, kiuj ŝatas hekkolorajn brilajn markojn, devos serĉi la novajn seriojn de Salvadoro baldaŭ aperontajn. Ili montras bele gravuritan bildon de la palaco de la prezidanto. Jen, vere luksa aro!

Granda nombro de interesaj novaj eldonoj de markoj espereble aperos dum la nuna aro. Multaj Britaj Kolonioj enkondukos la Reĝkapon por okupi la lokon de la antaŭaj desegnoj kaj bildoj.

Stamp Collectors should use **ESPERANTO** when arranging purchases or exchanges with foreign philatelists.

Send 6d. for a complete instruction book, with grammar and exercises, to **Esperanto Headquarters**, 133, High Holborn, London, w.c.

POSTCARDS.—Postcards with portrait of the Editor of **ENDLE'S PHILATELIC CIRCULAR** can be supplied at 1d. each, post free 1½d. Postcards of King George V., printed from the block appearing on the front page of **CIRCULAR** 92 (July, 1910), 1d. each, by post 1½d.; or 12 for 9d. post free. Correspondents in the Colonies and abroad, sending small remittances, are requested to do so by International Reply Coupons, not by stamps.

Telegrams: "THAIN, ATTLEBORO'."

Established 1892.

H. E. THAIN,

Stamp Importer, Dealer in Philatelic Accessories,

Attleborough, Norfolk.

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America's Greatest
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SUPERIOR, NEBRASKA, U.S.A.

The oldest, largest monthly collectors' paper published. Founded in 1895. 100 pages each issue, replete with interesting reading and advertising, illustrated, pertaining to Stamps, Coins, Postal Cards and Entire Covers, Minerals, Relics of all kinds, Old Weapons and Books, etc. Over 600 pages issued in two years.

An unimitated, expensive, meritorious feature is the publication in each number of illustrations of leading collectors and dealers of the World. A possessor of complete files has a valuable and interesting collection, worthy of preservation.

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12 Numbers, Canada and Foreign, \$1. or 4/-, and 20-word exchange notice free to yearly subscribers. Ads. pay big, 2 cents a word.

L. T. BRODSTONE, Publisher, SUPERIOR, NEB., U.S.A.

28, DONOUGHMORE ROAD, BOSCOMBE, PETERBOROUGH.

3 Mint TRIPOLI Free

To Applicants for my Cheap Approval Selections.

Some Special Offers—

		s.	d.
	Natal, King's H., 5d. mult .. .. .	..	5
	New Zealand, 1907, official .. .. .	..	1 0
	Tibet, 1911, ½ a. mint (obsolete and scarce) .. .. .	..	4
15	Austria, Jubilee, 1 b. to 2 kr. .. .. .	..	5
7	Bolivia, 1894, 1c. to 100c., complete .. .. .	..	6
6	Canada, 1903, 1c to 20c, complete .. .. .	..	3½
6	" 1912, " " (K. George) .. .. .	..	5
30	" all different, old and new .. .. .	..	1 3
500	Varieties, all different .. .. .	..	3 0
1000	" " .. .. .	..	8 0
100	British Colonials, all different .. .. .	..	1 6
250	" " " " .. .. .	..	6 0

All Post Free.

Wanted to Purchase, collections and loose lots of medium and better class Stamps. Submit on approval, with lowest price.

Special to Dealers. Write for my latest Wholesale List. It includes many cheap lines not obtainable elsewhere. *Wholesale Exchange Business solicited.*

EDWARD BRASIER,

57, St. Paul's Avenue, Willesden Green,
London, ENGLAND.

WANTED!

Parcels of medium class Colonial Stamps. Send or call, stating lowest cash price.

ON SALE!

Cheap "mixed lots" of good saleable Stamps; also, Collections at "clear-out" prices.

A. W. TYRRELL,

30, KING STREET,
GUILDHALL, LONDON, E.C.

And at Stockwell, S.W. (The most central Stamp shop in the city of London).

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Unique Work by HARRIET E. COLVILLE.

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CHAS. J. ENDLE & CO., Publishers. Boscombe.

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Chas. J. ENDLE & Co., Boscombe.

23rd
Edition.

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BOSCOMBE
BOURNEMOUTH.

Price
6d.

THE STAMP DEALERS OF GREAT BRITAIN.

'ENDLE'S DIRECTORY'

(Formerly "NUNN'S.")

The CONTENTS of this Standard Work include :

DIRECTORY of British Stamp Dealers, with Foreign & Colonial Appendix. Dealers in and Manufacturers of **Albums, Stamp Mounts, Approval Books,** and other Philatelic Specialities and Accessories.

PUBLISHERS of PHILATELIC WORKS. Philatelic Auctioneers. Dealers in Bric-à-Brac, Curios, etc.

REFERENCE LIST, giving names of Proprietors, Managers, &c., of Stamp Firms; their Capital, approximate Value of Stock; their Bankers, &c.

TOWNS LIST.—From this List philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

All information revised and corrected to November, 1911. Price 6d.

To be obtained of principal Stamp Dealers, Newsagents, &c., or from the Publishers, CHAS. J. ENDLÉ & Co., Boscombe, Bournemouth. Telephone No. 956.

MIXED STAMPS.

For Exchange Club Members, or DEALERS' APPROVAL SHEETS.

This mixture will compare favourably with those offered by Wholesale Dealers at much higher rates.

	Per 12.	Per 50.	Per 100.
Stamps to sell at 1d. each ..	3d. ..	1/- ..	1/10
" " " " 2d. " ..	8d. ..	2/6 ..	4/9

Postage extra in all cases.

Address:—CHAS J. ENDLÉ & Co., BOSCOMBE.

ADVERTISE YOUR WANTS AND OFFERS

Ordinary Rate: 5 words 1d. per insertion; minimum 4d.

Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

APPROVAL Sheets in Countries. Unused, 50 per cent.; used, 60 per cent. below Gibbons.—WALTER HARDY, 114, High Street, Southampton. (98)

4 SETS Stamps, 4 Stamp Journals, 100 Stamps, Packet Stamp Mounts, Perforation Gauge, only 3d.; abroad, 6d.—CHEAP STAMP CO., Sawston, Cambridge, England. Mention paper. (98)

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR.

EXCHANGE Russian Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (96)

200 DIFFERENT Foreign Stamps, 7d., to all applicants for Approval Sheets, stating what countries preferred.—PEARCE, Prior Street, Lincoln. (96)

30 QUEENSLAND, 2/-; 40 Victoria, 2/- 26 South Australia, 2/-; 20 Western Australia, 2/-; 30 New Zealand, 2/6; 24 South Sea Is., 3/-.—WHITEHORN, Dealer, Toowoomba, Queensland. (96)

COLLECTOR'S DUPLICATES, 500 different, 3/-; 600, 4/6. 1,000 mixed, 4d. post free. Exchange wanted, medium. CHEESMAN, Junction Road, Burgess Hill, Sussex. (97)

FOREIGN and Colonial Stamps sold for missionaries, 25 for 3d., 50, 6d. Also sheets on approval at one-third catalogue; references required. JAMES MOSTYN, 84, Pembroke Road, Dublin. (97)

STAMPS.—Breaking up very fine general collection; many exceedingly scarce; all fine discount, 8d. in 1/- Approval, references.—COLLECTOR, 25, Cuzon Road, Muswell Hill, N. (97)

TO BEGINNERS.—British Colonials and Foreign Stamps, unused and used, 1d. each. Packets King's Heads, 25 for 9d. References—K. FOSTER, 25, Grenville Place, Brighton. (97)

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ANGLO-ISRAELISM.—Those interested in British-Israelism are invited to apply for free literature to "VERITAS," c/o Endle's Philatelic Circular, Boscombe. (98)

SEND stamp for my Cheap Approval Sheets and particulars of Genuine Gifts to Purchasers.—W. SUGDEN, 42, Hotblack Road, Norwich. (99)

PLEASANT PASTIMES.—Specimen Copy 1½d. 24 words 6d. 1/6 for 12 Numbers, with 36 word Advt. free once. Send now.—CHEAP STAMP CO., Sawston, Cambridge (99)

SET of 3 Tripoli free to applicants for Approval Selections.—EDWARD BRASHIER, 57, St. Paul's Avenue, Willesden Green, London. (98)

POST CARDS of JAPAN.—Set of 6 Japanese Picture Post Cards (original G. W. W. series) very choice, 3d. per set.—"JAPAN," c/o Endle's Philatelic Circular, Boscombe. (99)

EXCHANGE WANTED with all Countries per Gibbons', Senf's and Yvert's Catalogues.—FRED. OSBORNE, 640, Sixth Avenue, Rosemount, Hochelaga, Montreal, Canada (99)

ENDLE'S

Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 100.

[NINETEENTH YEAR OF PUBLICATION.]

JULY, 1912.

PRESENT-DAY PHILATELISTS.



MR. H. ROSS SHIELLS.

In this—our "Century" Issue—we have much pleasure in presenting a portrait of a Scottish stamp dealer carrying on business in London. Mr. H. Ross Shiells came from Edinburgh in 1893—the year our CIRCULAR was founded—and started business in that handsome commercial thoroughfare known as High Holborn. Four years later he purchased the goodwill of Messrs. Hope & Co., stamp dealers, of 75, Little Britain, London, E.C., where he successfully carried on business until 1902, when he again made a move—this time to Cophall Avenue. After six years at that address Mr. Shiells—possibly feeling somewhat tired of removals—took a 21 years' lease, dating from 1908, of his present convenient premises at 4, Eldon Street, London, E.C. It will thus be seen that he has acquired considerable experience of the business world of London from various standpoints.

As a stamp dealer Mr. Ross Shiells goes in principally for large wholesale lots, in preference to retail trade. He is specially interested in the stamps of Siam, of which in addition to his unique stock he possesses also a probably unique private collection, including many un-catalogued varieties of the Siamese surcharges. He anticipates an early advance in the prices

of Siamese stamps, because in most cases the numbers issued were very small compared with those of other countries whose stamps are catalogued much higher. Mr. Ross Shiells points out that an increasing interest is being taken in Siamese stamps of late.

In his intervals of leisure after business hours Mr. Shiells indulges in motor-cycling, fishing, and natural history.

PREMIUM STAMPS DISCONTINUED.

We have discontinued the inclusion of unused stamps to subscribers paying the "shilling rate" of subscription. This decision, which will take effect, at all events, for a year, has been made in consequence of the falling-off in the proportion of subscribers asking for the premium stamps.

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OUR "CENTURY." SOME REMINISCENCES.

WITH this present issue our CIRCULAR reaches its Hundredth Number. The occasion is, we think, sufficiently noteworthy to warrant special recognition; and we doubt not that some of our older clients and friends—whether subscribers or customers—will feel a natural interest in it. ENDLE'S PHILATELIC CIRCULAR has attained the respectable age of one hundred issues! True, it has not always been "Endle's" in name; yet the fact is that the same personality has been privileged to guide the editorial destinies of this publication all through the past eighteen years and ten months—in other words, since the inception of THE MONTHLY POST and STAMP WORLD in the autumn of 1893. Our little magazine has had its "ups and downs"; it has seen its dark days and its bright days; it has experienced the vicissitudes inevitable to all human endeavour; still, the work of producing it has been enjoyable, instructive, and beneficial, considering all in all. Certainly it has enabled us to form many friendships and to enjoy various pleasant experiences in connection with our business relationships, in every quarter of the globe.

In the early days of the MONTHLY POST a spirit of adventure was abroad in the philatelic world. This found expression in various different ways; one was the "City of London Philatelic Club," which had a brilliant but brief career. The American Philatelic Association made a grand effort and got up a splendid Stamp Exhibition in connection with the "World's Fair" at Chicago. In October, 1893, the London Philatelic Society organised a unique Exhibition of West Indian Stamps. A remarkable number of new dealers commenced trading in stamps, and a large crop of new philatelic journals were floated. Alas! where are they now?

Philatelic Journalism of the "nineties" is, indeed, a fascinating subject, on which we must for the present resist the temptation to enlarge. The *Philatelic Record* and the *Philatelic Journal of Great Britain* were "going strong"; and *Stanley Gibbons' Monthly Journal* was appearing with its "portrait gallery" cover. Mr. Nunn's old *Stamp Collectors' Journal* was read chiefly for its advertisements, and the Birmingham *Philatelic Chronicle* was a popular paper. Other clever but short-lived magazines were the *Philatelic Monthly News* and the *Stamp Chronicle*.

America gave the MONTHLY POST a warm welcome; and our journal received most kind and encouraging notice from the *Philatelic Journal of America*, the *Philatelic Era*, the *Philatelic Californian*, the *Postal Card*, *The Stamp*, the *Golden Star*, and others. *Rogers' American Philatelic Blue-Book* was a unique publication from the States, which caused quite a sensation on its appearance.

In those days—the autumn of 1893—Australian philately was represented by the *Australian Stamp News*, of Queensland, not long since defunct. A Mr. Vindin came to England from Australia and started business in London, including the publication of a lavishly printed but short-lived stamp journal.

Speaking generally it may be remarked that in those days Stamp Exhibitions were beginning to be widely recognised as a valuable agency for spreading philatelic knowledge and drawing recruits into the ranks of collectors. There was not the organisation of forces to which we have grown accustomed to-day; such magnificent institutions as the Junior Philatelic Society, for example, were unknown—at all events in Britain; but the young collector was becoming more appreciated and his philatelic education received increasing attention; and it must be remembered that the juvenile collector of 1893 has become the adult philatelist of 1912.

KANGAROO VERSUS KING.

THE Government of the Australian Commonwealth has adopted a design for the twopenny stamp—the inter-colonial rate of postage—for use all over Australia. Various designs were submitted in open competition, and the choice of Mr. W. Frazer, the Postmaster-General, has fallen upon a rather curious drawing, representing, in effect, Australia dominated by a Kangaroo! The stamp is a "vertical" one, very plain and quite devoid of adornment, artistic or otherwise. The outline map of Australia has "His Kangarooship" standing facing westwards, with his nose in the north of Western

Australia, the hump of his back in Queensland, his legs in South Australia and his tail in New South Wales and Victoria! Truly, a remarkable "colossus" of a Kangaroo! For the rest, the stamp simply has the word "Australia" at the top, and "two pence" at the bottom; with "2d." in a circle at the left top corner. The general effect, though certainly curious, is far from beautiful.

The Australians do not seem particularly enraptured with their new stamp; the press, in fact, has expressed its disapproval in pretty strong terms. Thus, the *Melbourne Argus* says; "It is very annoying to find that our country is to be represented in the eyes of the world by a grotesque and ridiculous symbol, and that she will be a laughing-stock even to childish stamp-collectors of every nation. Mr. Frazer had no good reason for departing from Imperial usage in this matter; Australia should do as the rest of the Dominions; we should all alike have the King's head printed on our stamps, because it is the most obvious and unmistakable symbol of the constitutional bond between the various members of our far-scattered Empire."

To which we would add, "Hear, Hear!" The *Argus* is right; and we hope the Australian Postmaster-General will be influenced by the voice of public opinion to withdraw this unlovely and undesirable design for one more worthy of the great country it represents. If a kangaroo is wanted on the stamps—as the characteristic animal of Australia—why not combine it with the Sovereign's head, as on the 1899 2½d. of South Australia?

THE AMERICAN COLLECTORS' COMPANY.

THE co-operative stamp-dealing concern known as the American Collectors' Company was founded in 1898, "incorporated under the laws of the State of New Jersey," with a capital of \$100,000, in shares of \$1 each. The Company, in common with many other trading concerns—especially those dealing with "luxuries," such as postage stamps—has had a chequered history. For some little time the shareholders received a dividend of 10 per cent per annum, but the business declined and the stock was converted. About the same time the Company acquired the businesses of the Scott Stamp & Coin Co., and the New England Stamp Co., of New York and Philadelphia.

In the year 1906 the value of the A.C.Co's. shares had declined to such an extent that certain aggrieved shareholders—notably a Mr. C. F. Rothfuchs, of Roxbury, Massachusetts—brought charges of mismanagement against the Company. This matter was dealt with in our CIRCULARS of July, 1906, and January, 1907. Mr. Rothfuchs stated that he had for sale shares of the par value of £225, but he found that their market price was only £18. So far as we know, the shares of the Company have been a drug on the market for years past, but now there appears to be a revival of interest in them. During the past month we have received enquiries from American business men asking whether we have any of the shares for disposal, in some cases offering definite prices. Also, we hear rumours of a projected "deal" in connection with the business of the Company.

PHILATELIC HELP FROM "OUTSIDE."

THE French Minister of Finance has authorised the issue of a tricolor stamp which is sold at a halfpenny for the benefit of the French Society for Helping Wounded Soldiers. Three hundred thousand of these stamps were sold on the day of issue, bringing in £600, which will be spent on clothes and wine and delicacies for French soldiers wounded in action in Morocco and elsewhere. The idea is becoming popular, and many of the letters one receives now bear one or more of the halfpenny tricolor stamps in addition to the ordinary postage.

On the other hand, a goodly number of people who take the trouble to think are protesting that it is hardly the business of the public to provide for France's wounded soldiers when the upkeep of the army is already paid for by taxation. There is a feeling that these appeals to charity in normal times should be restrained a little.

The Italian postal authorities issued special postage stamps at Venice to commemorate the inauguration of the new Campanile in St. Mark's Square, Venice, on April 25th.

A QUIET MEETING.

THE Stamp Trade Protection Association, Limited, was founded in 1900 with the object of protecting stamp dealers against fraud. It was floated as a Limited Liability Company with a share capital of £1050, divided into 1000 shares of £1 1s. each.

The Association has done much good work during the twelve years or so of its existence, and the last Report, to October 31st, 1911, shows a balance carried forward of £36 2s. 5d., against £8 14s. 7d. at the corresponding date of the previous year. The item "Members' Subscriptions" shows the substantial sum of £57 15s. od. during the year, but as we believe the annual subscription per member is £1 1s. od. it would appear that the total amount of subscriptions ought to be some multiple of the "guinea."

The proprietor of ENDLE'S PHILATELIC CIRCULAR is a shareholder in the Association, and as such he received in January last a notice of the Annual General Meeting to be held on February 8th at the Registered Offices of the Association in London. His personal attendance being impossible, and feeling an interest in the matter, he wrote to the hon. secretary afterwards asking if any report of the meeting had appeared in the press. To his surprise, however, the secretary replied (on April 30th) that "No report was published of the meeting held on the 8th February."

There would seem to be something strange here. The law of Limited Liability Companies requires that a general meeting of the shareholders shall be held annually, and it is only right and reasonable that shareholders who are unable to be present should have some means of knowing what transpires at such meeting. Indeed, the fullest possible publicity is usually given to the report of an annual meeting, if only that it may serve as an advertisement for the Company's business.

We believe that no report of the annual meetings of the Stamp Trade Protection Association has in fact been available for some years past; and we think that the directors might at least cause an account of the proceedings—say a copy of the minutes—to be circulated privately amongst the shareholders.

THE WHOLESALE STAMP EXCHANGE.

THE Secretary of the Wholesale Stamp Exchange Club takes exception to our remarks in the April CIRCULAR respecting the working of the rules of his Club. He writes: "I beg to say that the Club possesses close upon 40 members; it was started in January, and not a single complaint of any tampering has occurred to date (July 1st), every care having been taken in the admission of members. I think your comments rather unfair, as a philatelist of no experience of Club matters would gather that dangers exist in this Exchange which are not shared by the ordinary retail Club, but this is not so; if dishonest persons get in the other class of club they can tamper quite as much as in mine. Moreover, I have an infallible remedy, if these dangers matured to any extent."

We are sorry our esteemed friend should have considered our criticisms unfair; they were not so meant, but were merely the outcome of an ordinary spirit of caution. He has, however, as he rightly asserts, a "certain cure" for irregularities on the part of members: and we wish the Club every success and a long career of usefulness.

ENDLE'S DIRECTORY, 1911-12.—C. J. Endle & Co., Boscombe, 44pp., 6d.—The twenty-third Edition of this useful little Directory of the Stamp Dealers of Great Britain is now in our hands. It contains about 450 names and addresses of dealers in stamps in the United Kingdom, arranged alphabetically and according to towns, etc.; List of Philatelic Auctioneers, Publishers of Philatelic Works and Albums, Makers of Philatelic Specialities, Stamp Buyer's Guide, etc. The book will be of great use as a reference list.—*The British Guiana Philatelic Journal*.

We regret that our usual Esperanto article is crowded out of this issue, but will appear in the October CIRCULAR.

"COUNTRIES AND STAMPS."

Unique Work by HARRIET E. COLVILLE.

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CHAS. J. ENDLE & CO., Publishers. Boscombe.

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PHILATELISTS' PARLIAMENT.

Stamp collectors representing forty philatelic societies of the United Kingdom met at the Queen's Highcliffe Hotel, Margate, on May 1st, for the fourth Philatelic Congress of Great Britain.

One of the many subjects of supreme importance to stamp collectors discussed at their parliament was the danger to philately arising from the extended use of automatic franking machines.

A souvenir stamp was prepared in connection with the Congress, the design of which is triangular and reminiscent of the scarce three-cornered issues of the Cape of Good Hope.

A single complete sheet of these stamps, expressly printed in purple and gold, was forwarded to the King for his acceptance, and a second sheet in silver and blue was presented to Lord Crawford.

On the third day of the Congress, the Chairman (Mr. A. Leon Adutt) read the following acknowledgment from the King :

Buckingham Palace, May 2nd,

"I am commanded by the King to thank the fourth Philatelic Congress of Great Britain, now assembled at Margate, for proofs from the plate of the special stamp issued in connection with the Congress, which you have been good enough to forward for his Majesty's acceptance. I am further to express his Majesty's thanks to the delegates attending the Congress for their kind message and expressions of loyalty, which the King much appreciates."

"F. M. PONSONBY."

A resolution was passed expressing alarm at the great number of forged and faked stamps placed on the market, and the question of obtaining convictions of the guilty persons was referred to the Forgery Committee. The concluding address of the Congress was delivered by Major E. B. Banks, and in the evening the annual banquet took place at the Queen's Highcliffe Hotel, Mr. Adutt presiding. In the afternoon the delegates motored to Canterbury.

DIRECTORY OF STAMP COLLECTORS.

- Adamson, C. F., Clifton Wood, St. Helen's Crescent, Hastings.
 Campbell, J. E., 58, Upper Sackville Street, Dublin.
 Cox, Alfred H., 1, St. Mary Street, Weymouth.
 Daw, Alexander, 2, Church Place, Greenock.
 Dickenson, Miss, "Littleworth," Green's Norton, Towcester.
 Eden, Miss F., Ticehurst Vicarage, Hawkhurst, Kent.
 Finch-Noyes, Colonel, Carlton Lodge, Exmouth, Devon.
 Gwillem, E. L. C., "Manton Grange," Marlborough.
 Heather, C., 59, Campden Buildings, Hampstead, London, N.W.
 Horsey, H. Vaughan, 6a, Bedford Place, Southampton.
 Morley, William, 62, Highdown Road, Hove, Brighton.
 Oswald, W., "Carn Brea," Pembroke Road, Bournemouth.
 Ponder, J. R., St. John's Road, Bungay, Suffolk.
 Rawlinson, Rev. H. A., Alton, Hants.
 Webb, Fred., "Penwortham," Nr. Preston.
 Yates, L., 67, Houston Road, Forest Hill, London, S.E.

NOTE.—This Directory was commenced in CIRCULAR No. 83 (April, 1908). Back numbers can be supplied at 1d. each, post free, except Nos. 89, 90 and 96, which are 3d. each. Up to this issue, 502 different names and addresses of collectors in the United Kingdom have been published. No charge is made for insertion of names.

TO OUR SUBSCRIBERS.

If you see a blue "X" in the adjoining square it signifies that your subscription expires with this number. The favour of a prompt renewal is requested.



OUR ILLUSTRATIONS.

THE following is a complete list of illustrations which have appeared in ENDLE'S PHILATELIC CIRCULAR since we commenced publishing the portrait-sketches of Present Day Philatelists in January, 1909 (CIRCULAR No 86). Back numbers of all issues can be supplied at present at 1d. each, post free, except Nos 89, 90, and 96, which are 3d. each.

No.	Date.	Subject.	No.	Date.	Subject.
86	Jan., 1909	Mr. E. Abel-Aston.	92	July, 1910	H.M. King George V.
87	April, "	Mr. D. J. McIntyre.	93	Oct., "	Mr. A. W. Tyrrell.
88	July, "	Mr. Lewis May.	94	Jan., 1911	Mr. T. H. Hinton.
89	Oct., "	Mr. E. Harmer.	95	April, "	Mr. H. E. Thain.
90	Jan., 1910	Mr. Victor Marsh.	96	July, "	Mr. Leonard Brand.
91	April, "	"Plate 70," 1d. red English stamp.	97	Oct., "	Mr. L. T. Brodstone (U.S.A.).
			98	Jan., 1912	Mr. C. J. Phillips.
			99	April, "	Mr. E. H. Brashier.

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Siam, well assorted	3/6 per 100.
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.. 20 different	10/- per 10 sets
.. 30 "	20/- " " "
.. 40 "	37/6 " " "
.. 50 "	55/- " " "
Dominican Republic, assorted 5 or 6 sorts	2/6 per 100.
Netherland Indies, many sorts	..	..	..	1/- " "
Malay States (Tiger) 1c. and 3c.	..	..	..	1/- " "
13 Nyassa 1901 complete, used	8/- per 10 sets.
China, fine mixture	1/6 per 100.
French Colonials, good mixture, all used	2/- " "

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PUBLISHERS of PHILATELIC WORKS.
Dealers in Bric-a-Brac, Curios, etc.

REFERENCE LIST.

All information revised and corrected
to November, 1911.

TOWNS LIST.—From this List Philatelists, when travelling, can ascertain what dealers there are in a particular town or locality.

In the Directory portion Registered Telegraphic Addresses and Telephone Numbers are inserted.

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Tibet, 1911, ½ a mint (obsolete and scarce)	4	500 Varieties, all different...	3 0
15 Austria, Jubilee, 1 h. to 2 kr.	5	1000 " " " "	8 0
7 Bolivia, 1894, 1c. to 100c., complete	6	100 British Colonials, all different	1 6
6 Canada, 1903, 1c. to 20c., complete	3 ½	250 " " " "	6 0

Wanted to Purchase, collections and loose lots of medium and better class Stamps. Submit on approval, with lowest price.

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Address all advertisements to The Manager, ENDLE'S CIRCULAR, Donoughmore Road, Boscombe, Bournemouth.

APPROVAL Sheets in Countries. Unused, 50 per cent.; used, 60 per cent. below Gibbons.—WALTER HARDY, 114, High Street, Southampton. (98)

SOCIETIES' REPORTS.—The attention of Secretaries of Philatelic Societies is directed to the Report Form enclosed with the CIRCULAR.

EXCHANGE Russian Postage and Fiscal Stamps with all countries.—MICHAEL M. SARAGIN, P.O. Box 1277, Odessa, Russia. (96)

COLLECTOR'S DUPLICATES, 500 different, 3/-; 600, 4/6. 1,000 mixed, 4d. post free Exchange wanted, medium. CHEESMAN, Junction Road, Burgess Hill, Sussex. (97)

FOREIGN and Colonial Stamps sold for missionaries, 25 for 3d., 50, 6d. Also sheets on approval at one-third catalogue; references required. JAMES MOSTYN, 84, Pembroke Road, Dublin. (97)

STAMPS.—Breaking up very fine general collection; many exceedingly scarce; all fine discount, 8d. in 1/- Approval, references.—COLLECTOR, 25, Curzon Road, Muswell Hill, N. (97)

TO BEGINNERS.—British Colonials and Foreign Stamps, unused and used, 1d. each Packets King's Heads, 25 for 9d. References.—K. FOSTER, 25, Grenville Place, Brighton. (97)

FREE.—Set of 6 Bolivia to applicants for Approvals.—EDWARD BRASHIER (Dept. C), 57, St. Paul's Avenue, Willesden Green, London. (98)

"BBETTER QUEST" Post cards. For correspondence of all humanely disposed persons home and foreign, Six, 2½d.—BOOKROOM, Ranelagh Road, Belgravia, S.W. (98)

ANGLO-ISRAELISM.—Those interested in British-Israelism are invited to apply for free literature to "VERITAS," c/o Endle's Philatelic Circular, Boscombe. (98)

SEND stamp for my Cheap Approval Sheets and particulars of Genuine Gifts to Purchasers.—W. SUGDEN, 42, Hotblack Road, Norwich. (99)

PLEASANT PASTIMES.—Specimen Copy 1½d. 24 words 6d. 1/6 for 12 Numbers, with 36 word Advt. free once. Send now.—CHEAP STAMP CO., Sawston, Cambridge (99)

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EXCHANGE WANTED with all Countries per Gibbons', Senf's and Yvert's Catalogues.—FRED. OSBORNE, 640, Sixth Avenue, Rosemount, Hochelaga, Montreal, Canada (99)

PAPUA, Gilberts, New Hebrides cheap. Private list of 1,000 Collectors in the Antipodes for Sale. COURTIENAY SMITH, Roseville, Sydney, Australia. (100)

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ENTIRES.—For any different set of cards, envelopes, etc., I offer same value in Holland or Dutch-Colonial stamps or entires.—VAN SANTEN, 124, Brederodestraat, Amsterdam, Holland. (100)

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[After this number incorporated
with "The Philatelic Exchange & Mart"]
April 1913

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ENDLE'S Philatelic Circular

(ORIGINALLY KNOWN AS "THE MONTHLY POST.")

No. 101.

[NINETEENTH YEAR OF PUBLICATION.]

OCTOBER, 1912.

PRESENT-DAY PHILATELISTS.



MR. RALPH WEDMORE.

THE subject of our fourteenth portrait sketch is Mr. Ralph Wedmore, the Hon. General Secretary of the Junior Philatelic Society of London— which Society is very much to the fore just now owing to the Jubilee Exhibition held during the present month. Mr. Wedmore has been a philatelist from his earliest days, his father having started collecting in the year 1862. As a young man Mr. Wedmore spent several years on the Continent, residing successively in Paris, Berlin, and Brussels, and also visiting Vienna, St. Petersburg, Moscow, Budapest, and Milan. He thus enjoyed exceptional facilities for getting together a good collection of stamps, though the postal issues of Prussia have exercised a special fascination over him. He has, however, in the past made a favourite study of the stamps of Great Britain and the United States; but at the Jubilee Exhibition he is exhibiting a very fine specialized collection of Prussia.

Mr. Wedmore possesses considerable literary ability, and he has already done philately good service in that direction, his knowledge of the French and German languages being, of course, of great assistance to him. He compiled for the *Stamp Lover* a history of the various French issues of stamps, based on M. Maury's celebrated work on that subject.

As Secretary of the Junior Philatelic Society, Mr. Wedmore is undoubtedly the right man in the right place. He has the requisite knowledge and ability, and an enthusiasm in the cause of philately which will enable him to benefit the Society substantially by his services. We understand he is a great believer in the influence of societies as a means of assisting collectors, drawing them together, and encouraging beginners.

Next to stamps we learn that Mr. Wedmore's favourite indoor recreation is billiards, and his outdoor hobby tennis. We hope he may long be found in the secretarial chair of the Junior Philatelic Society.

"ENDLE'S DIRECTORY" of Stamp Dealers. 24th Edition (1912-13). Ready
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THE AMERICAN COLLECTORS' COMPANY.

IN our last issue we passed some observations on the present affairs of the American Collectors' Company, concluding with a hint respecting a projected "deal" in connection with the Company's business. This anticipation materialised in a circular dated July 22nd last, whereby a special meeting of the shareholders was called for the 1st of August at Jersey City, N.J.

This meeting had under consideration the offer of an American philatelist to purchase 320 shares in the company of a par value of \$25 each (£1,600), representing the capital stock of the New England Stamp Company of Philadelphia, acquired several years ago by the A.C.Co. This amount the speculator in question proposed to pay for by 900 Preferred Shares (par value \$90,000 or £18,000), and 18,000 Common or "Ordinary" Shares (par value \$18,000 or £3,600).

The explanation of this interesting offer is that the "New England Stamp Co." has, in fact, retained its separate existence and identity since its nominal absorption by the American Collectors' Company in 1901, and the gentleman who wished to purchase it has all along been manager of the business. Probably nothing quite like this novel proposition has ever before been heard of in the philatelic world. The pity is that we are as yet without definite information as to its result!

OUR HUNDREDTH ISSUE.

THE "Century" Number of ENDLE'S PHILATELIC CIRCULAR received a very kind welcome from many friends, to whom we return our cordial thanks for their interest and encouraging messages. Perhaps we ought in fairness to say that owing to pressing claims on our time and an increasing volume of business we are at the present moment somewhat doubtful of the possibility of continuing the publication of the CIRCULAR. Further, a heavy family bereavement has befallen us since our last issue, which will explain the late appearance of the present one; philatelic matters have had to give place to affairs of other import; and much as we enjoy publishing the CIRCULAR, and greatly as we should regret its discontinuance, we cannot pledge ourselves to keep it going during 1913. A considerable number of subscriptions fall due for renewal at the end of the year; and we would ask our friends *not* to refrain from renewing on account of these remarks, because, in any case, if the journal should cease publication full credit will be given for every subscription unexpired.

In connection with our "Century" Issue, our bright contemporary, the *Stamp Lover*, reproduced in its September number our portrait of Mr. H. Ross Shiells, under the heading of "The J.P.S. in its Athletic Days." Regarding ourselves in particular the *S.L.* says:—

"Originally entitled *The Monthly Post* our little contemporary *Endle's Philatelic Circular*, now a quarterly, has just attained its hundredth number. The knocking-up of a century, whether it be at Lord's, Fleet Street, or Boscombe, is a matter for congratulation, and I congratulate our fellow-member, Mr. Endle. In the hundredth number our contemporary indulges in a little reminiscence of its early days."

OBITUARY.

WE learn with extreme regret of the death, which occurred at Reading on October 1st, of Mr. Herbert L'Estrange Ewen, the proprietor of Ewen's Colonial Stamp Market, Limited of Norwood. Mr. Ewen's name was one of the best known in British philatelic circles, and he has been for years one of our most courteous and considerate correspondents. From a small beginning, at the early age of 13, he built up a very large business, and his journal, *Ewen's Weekly Stamp News*, was widely read all over the world. This loss will be keenly felt in the stamp collecting world.

"COUNTRIES AND STAMPS."

Unique Work by HARRIET E. COLVILLE.

Price, 1/6 complete, post free.

CHAS. J. ENDLE

28, DONOUGHMORE ROAD R.

"LOGIC" FROM IPSWICH.

WE have more than once had occasion to remark on the extraordinarily unbusiness-like methods adopted by some stamp dealers in the conduct of their business. These curious practices have been especially conspicuous in their dealings with us in the matter of the Stamp Dealers' Directory which we publish annually. Each year we send out Correction Forms to all the dealers known to us, requesting that they will return them with particulars for insertion in the forthcoming new Edition. In response to this Form we received the following remarkable communication on a postcard, dated September 25th last, from a stamp-dealing firm at Ipswich:—

"In reply to the printed circular which you have sent to us, the particulars you ask for will be the same as last year. It is quite unnecessary to send us these circulars, as there is not likely to be any change."

The utter absurdity of this most illogical message will be apparent when we mention that this very "firm" actually "lectured" us—by post—a few years ago on the "incorrectness" of the contents of the Directory! Yet when they have proof of our efforts to ensure correctness we are loftily told that "it is quite unnecessary" to send a Correction Form to this firm! Apparently the inference is that we must, by some occult process of divination, refrain from sending Forms to certain dealers and send them to others. If that were possible there would be no need to send out any Forms at all.

Another curious point in this particular case is, that this very Ipswich firm has quite recently sent us its Price List, addressed to "The Smyth Stamp Co."—a style which we have discontinued for several years! Evidently, therefore, their own knowledge is not very up-to-date; but we understand the "firm" in question is merely a "one-man concern," and its opinions, though amusing, are hardly to be regarded as of overwhelming weight. But the postcard above-mentioned is certainly a diverting example of pompous ignorance.

THE JUBILEE INTERNATIONAL STAMP EXHIBITION.

THIS Exhibition, which was held under the auspices of the Junior Philatelic Society of London, at the Royal Horticultural Hall, Westminster, proved to be one of the most interesting and important in the history of philately. The number of entries in the different classes exceeded 300. Collectors from all parts of the world joined in the competitions, and hundreds of others were interested spectators. The total value of the exhibits was estimated to be not less than £250,000 to £300,000.

It was difficult, among so many fine exhibits, to single out any for special mention, and not a few are familiar to philatelists. Mr. H. L. Crocker's "Hawaii," which included no fewer than seventeen copies of the rare first issue, the most valuable of which is worth nearly £1,000; Mr. Sydney Loder's magnificent collection of Great Britain, Baron Anthony de Worms' famous "Ceylons," Mr. C. Lathrop Pack's "Brazils," and Mr. Harvey Clarke's beautiful range of "Sydney Views" (the first issue of New South Wales) are typical of dozens of collections which aroused the enthusiastic admiration of visitors. Particulars of all these were given in the ample catalogue. A model stamp factory was installed, where stamps of a special design were printed and perforated, showing all the different and interesting processes necessary to produce the modern stamp.

Most curious of all the exhibits, perhaps, was the original copper plate from which the famous "Post Office" Mauritius stamps were printed. This plate has been quietly reposing in the strong room of a London bank for many years, from where it recently passed into the hands of Mr. Sydney Loder. The history of this interesting discovery is narrated at length elsewhere in this CIRCULAR. Admission to the Exhibition was free.

The Opening Ceremony on October 14th was performed by the Postmaster-General, and other events of the Exhibition included a Banquet on the 16th, Ball and Supper on the 18th. A special Post Office was established on the Exchange premises and a commemorative postmark affixed to letters posted there. The postmark read: "Jubilee International Stamp Exhibition, 1912, Royal Horticultural Hall, S.W."—with the hour and date of despatch.

"POST OFFICE" MAURITIUS STAMPS.

ORIGINAL PLATE FOUND.

A remarkable discovery was made in connection with the Stamp Exhibition held at the Horticultural Hall, Westminster, from October 14th. It concerned those rare postage stamps known to collectors and to the public as the "Post Office" Mauritius. Stored away among the almost forgotten possessions of a gentleman long since dead, there was found, and was exhibited on the Monday for the first time, the actual copper plate on which both these celebrated stamps were engraved in 1847.

To estimate the importance of this find collectors have only to be reminded that a pair of the stamps printed from this one plate realise on the market to-day a sum of £3,000. The plate was engraved for the Colonial Government in Mauritius by a local watchmaker, and, having no facilities in the colony for an extensive manufacture of stamps, he had to engrave both his 1d. and 2d. stamp designs on one small piece of copper the size of a lady's visiting-card. From this he produced the whole edition of the 1d. red and the 2d. blue "Post Office" Mauritius stamps. There were but 500 of each, and of these only 26 copies have survived and come down into the possession of collectors. King George, who has a fine collection of Mauritius stamps, has both the 1d. and 2d. stamps printed from this plate. The plates of a later issue of stamps of this colony were recently brought over by the Governor, who presented them to his Majesty. They have since been defaced.

It is fortunate that the newly discovered plate has never got into the hands of unscrupulous persons. It was acquired from the son of a former resident in Mauritius by Mr. D. Field, a London philatelist, and is now permanently deposited in the collection of Mr. Sydney Loder, who has kindly lent it for exhibition. The value of this small copper plate, which weighs but 102.9½ dwt troy, as a philatelic possession, is said to be not less than £5,000, and it was doubtless one of the most valuable single items in the Stamp Exhibition, the total value of which, instead of being a quarter of a million, as originally estimated, probably exceeded £300,000.

WAR ON THE "CHANGER."

MR. F. HUGH VALLANCEY, of 89, Farringdon Street, London, E.C., wrote us in August last that a meeting of stamp club secretaries would be held in London, on Saturday, September 7th, to consider how best to form a Protection Association which will be able to stop changers from joining clubs. The "changer"—or to give him another name, the "substitutor"—is unquestionably the greatest nuisance known to the club secretary, as we know from several years' personal experience of secretarial duties; and the news that a concerted attack was to be organised against him aroused our liveliest interest and sympathy.

The meeting of Club Secretaries, we learn, was held at 374, Oxford Street, London—on the premises of the Ideal Club—and we gather that it was well attended, it being computed that the ladies and gentlemen present represented over 2,000 members of Exchange Clubs in all parts of the United Kingdom. Mr. P. C. Bishop, an experienced philatelist, presided, and at his invitation Mr. Vallancey addressed the gathering on the subject of "protection"—as applied to the members of Exchange Clubs and their particular interests. He told his audience that, so far as he had been able to ascertain from correspondence, the majority of Club Secretaries in the United Kingdom were in favour of action being taken to protect clubs from the depredations of "changers" and other prevalent abuses.

Mr. Vallancey suggested that a committee should be formed to give his proposals definite shape, and this was accordingly done, Mr. F. A. Wickhart, the former Secretary of the Stamp Exchange Protection Society, being elected President. In fact, the practical outcome of the meeting was the resuscitation of the S.E.P.S., on new lines and, we should think, with considerably increased powers of usefulness.

We hope a very successful work may be carried on by the Protection Society. While it is, of course, unfortunate that such work should be necessary, it is in the highest degree essential that it should be carried out efficiently. The Hon. Secretary, *pro tem*, is Mr. F. H. Vallancey, at the address given above.

AUSTRALIAN HINTS.

A charming little book has been written by an Australian Philatelist, Mr. Courtenay Smith of Sydney. It is entitled *Stamp Hints*, and is described as "A Guide for Beginners and of interest to all Collectors." The book consists of some 60 pages, and deals in an altogether novel manner with various aspects of philately. Mr. Courtenay Smith gives his readers "A Philatelic Nights' Entertainment," designed primarily to gain new adherents to the "cause"; and right well is his plan carried out! There are six "nights" or chapters, in which are recorded the same number of suppositious "talks" with a Mr. Derwent, who, we are told, is "an old friend just beginning to take a budding interest in stamp-collecting."

This Mr. Derwent is supposed to have found all his philatelic friends too busy hitherto, to teach him the ABC of the hobby. He accordingly asks our author to coach him up. Mr. Courtenay Smith says his *Hints* are written, naturally, from an Australian standpoint, but he hopes they may be found of service "wherever Philately dwells in the English speaking world."

This delightful little book has been very well received by the press and collectors in all countries. We are pleased to say that we have a few copies for disposal, which we shall be happy to supply to readers of the CIRCULAR at the published price, viz. 1/-, post paid.

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88	July, "	Mr. Lewis May.	95	April, "	Mr. H. E. Thain.
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90	Jan., 1910	Mr. Victor Marsh.	97	Oct., "	Mr. L. T. Brodstone (U.S.A.)
91	April, "	"Plate 70," id. red English stamp	98	Jan., 1912	Mr. C. J. Phillips.
92	July, 1910	H. M. King George V.	99	April, "	Mr. E. H. Brashier.
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