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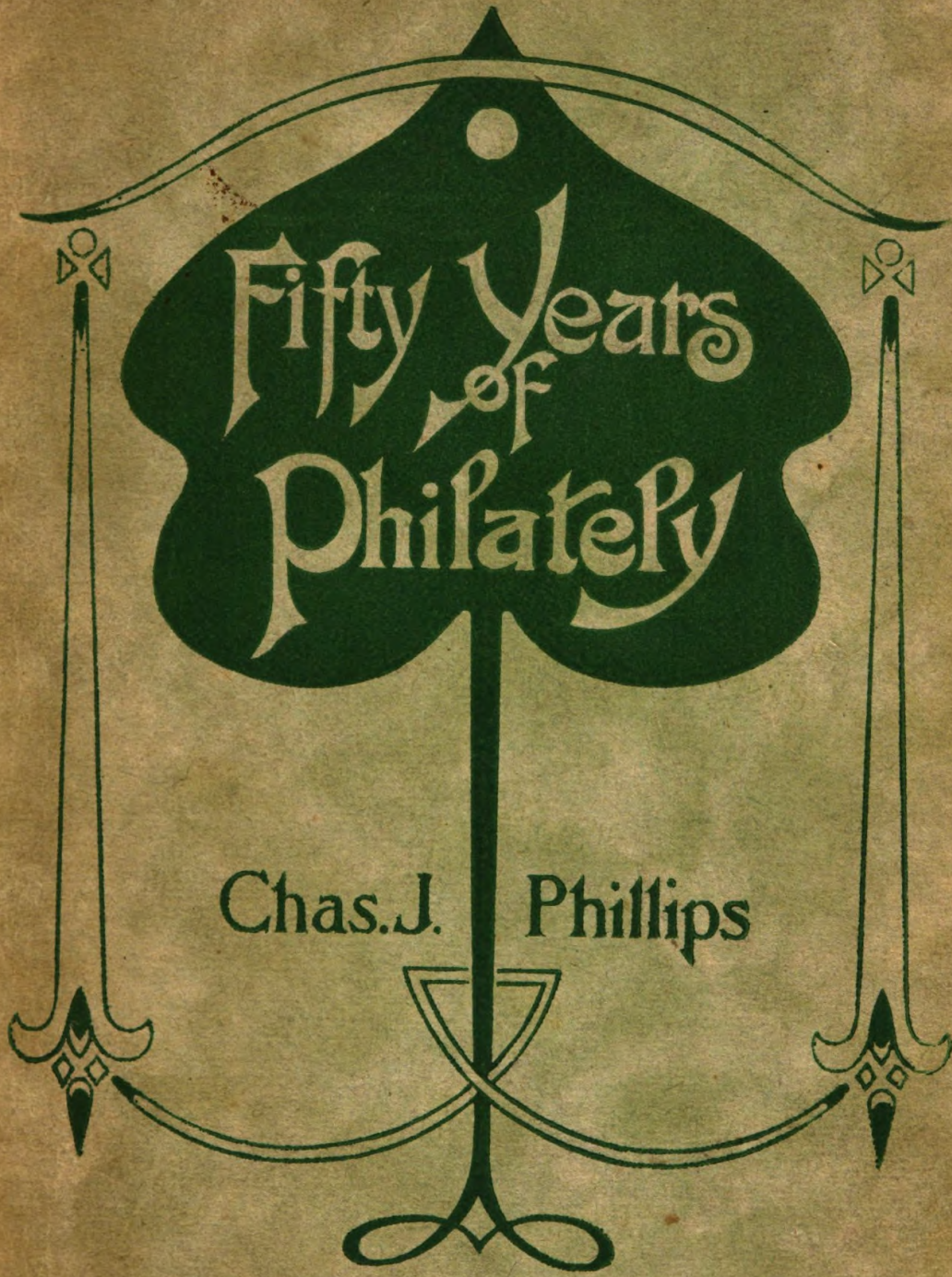








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FIFTY YEARS  
OF  
PHILATELY

THE HISTORY OF STANLEY GIBBONS, LTD.

TO WHICH IS ADDED A CHAPTER ON  
STAMP COLLECTING AS AN INVESTMENT

BY  
CHARLES J. PHILLIPS

**London**  
STANLEY GIBBONS, LTD., 391 STRAND, W.C.  
**New York**  
STANLEY GIBBONS, INC., 198 BROADWAY





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# Fifty Years of Philately

THE HISTORY OF STANLEY GIBBONS, LTD.

## INTRODUCTION

IN 1893, on the occasion of moving from No. 8 Gower Street to our new premises at 391 Strand, I published a short sketch in the *Monthly Journal* of the history of our firm, in which I stated that the business was started in 1854. This I have since discovered was not quite correct, as Mr. Gibbons tells me that he started selling stamps when he was sixteen years old, which was in 1856, therefore 1906 is really our jubilee year.

In looking back over the old books, catalogues, and albums of my firm, I am much impressed by the enormous strides that have been made in stamp collecting during the past fifty years, and I think that perhaps many of my younger readers may be interested in a short sketch of the history of our business and in some particulars of those who have helped to build it up to its present proportions.

I have thought it best from a business point of view to run "Fifty Years of Philately" on the right-hand pages, the pages on the left hand being reserved for advertisements of our publishers.

*May, 1906*



E. STANLEY GIBBONS  
From a photo taken about 1870

## CHAPTER I

### THE FOUNDER OF THE FIRM

**M**R. EDWARD STANLEY GIBBONS was born at No. 13 Treville Street, Plymouth, in 1840, the same year that saw the introduction of Rowland Hill's scheme of prepaying postage by means of an adhesive label.

His father was Mr. William Gibbons, a pharmaceutical chemist at the above address.

Mr. Gibbons was educated at Messrs. Hallorans' Collegiate Establishment in Torrington Place, Plymouth, where there were about a hundred pupils. He tells me that his earliest recollection of postage stamps was about 1854, when, as a youth of fourteen, he remembers possessing a little book about 5 × 3 inches in size, with perhaps twenty stamps in it for the purpose of exchange. Amongst these was the newly issued 1d., black, Western Australia, then current, and also a 1d. Sydney View. About 1855 Mr. Gibbons was taken from school and was given the position of junior clerk in the well-known Naval Bank, Plymouth; but he had not been there much over a fortnight when the sudden death of his eldest brother (William P. L. Gibbons) entirely altered his prospects, and he was taken from the bank and placed in his father's shop at 13 Treville Street, Plymouth, as a compounder of pills and powders.

The fact that young Gibbons had plenty of spare time while he was an apprentice to the business permitted him to indulge in stamps, and his father, finding that it was a lucrative pursuit, allowed him a desk on the left-hand counter as one entered the shop, to accommodate his treasures and correspondence. This was in 1856, when our hero was but sixteen years of age, this small start being the foundation of what has become the largest business in the world in this branch of

## Notice to Collectors.

---

WE are often asked to advise clients who are about to start collecting as to the most advantageous method of starting, and how to obtain the best value at the commencement:

If a client starts a collection by ordering even the cheapest stamps from our Catalogue, the cost soon runs to an appreciable amount, as our lowest unit for a single stamp is one penny, whereas it is only a fraction of that amount if he starts with the cheaper packets.

We therefore recommend beginners to start with a good *packet*; the larger and greater number of stamps that it contains, the better will be the value he will get for his money.

When the contents of the packet have been arranged in his album, the collector will then be able to see in which countries he is weakest, and can then with great advantage turn to the *Set List*, in which we quote nearly 2000 different sets of stamps, at prices from 20 per cent. to 50 per cent. less than our retail Catalogue prices. He can there select just those sets that will help to make a good display in his album; and eventually, when he has filled up his pet country or group in this manner, can then turn to the retail Catalogue and order any particular variety he may be short of in his collection.

---

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

commerce, and it is from this period that we date the foundation of the firm which this year celebrates its jubilee.

Mr. Gibbons tells me that he first traded as E. S. Gibbons, but soon merged this into the more euphonious E. Stanley Gibbons. Shortly afterwards he dropped the E. and altered



E. STANLEY GIBBONS

Present Day

to Stanley, Gibbons, and Co., inserting a comma between the Stanley and Gibbons to increase the importance of the firm.

As a young man Mr. Gibbons took a leading part in various social organizations of his native town, and as I write I

# Approval Sheets and Collections of Stamps.

---

## NEW SHEETS OF STAMPS FOR BEGINNERS AND MEDIUM COLLECTORS.

---

**WE** have just been arranging our **Approval Sheets of Stamps** on an entirely new and much simpler plan than formerly. The Stamps are mounted on Sheets, containing an average of **100 Stamps per Sheet**. They are all arranged in the order of our New Catalogue. First, Great Britain and the Colonies, then all Foreign Countries. These Sheets contain about **6000 different Stamps**, and a Sheet of any particular country will be sent on demand. The Sheets arranged to date are over sixty in number, and contain all **Great Britain and the Colonies**, and all **Foreign Countries**.

**TO ADVANCED COLLECTORS.**—For Collectors more advanced we have an assortment of many hundreds of small books of **Choice picked Stamps of every Country or District in the World**. Most of these special books contain twenty pages ( $5 \times 3\frac{1}{2}$  inches), and can be sent by post in an ordinary registered envelope to all parts of the world. These books, as a rule, include **Used and Unused Stamps**, but **Special Approval Books** will be made up to suit individual requirements. Collectors writing for such should state if they wish for **Used or Unused Stamps**; if singles, pairs, or blocks of 4 are required; also, in **Used Stamps**, if special Postmarks are sought for. In all cases, in these books, we shall lay ourselves out to meet the special requirements of each individual client, whether the amount required be large or small.

**Great Rarities are our Speciality.** We have a large number of Stamps on hand from £100 to £750 each, and shall be pleased to give prices and particulars to advanced Philatelists.

**We purchase really Rare Stamps** at a much higher Cash Price than that paid by any other Stamp Merchant.

---

STANLEY GIBBONS, LIMITED,  
39<sup>t</sup>, STRAND (Opposite Hotel Cecil), LONDON, W.C.

have before me a number of circulars to which his name is attached.

One of the earliest of these reads as follows :—

THE AMATEUR  
COLOSSEUM OF SCIENCE AND ART  
PLYMOUTH

Gentlemen are informed that the above Company has accommodation for a select number of members, situated at 15 Treville Street.

The above room is fitted up with Curiosities from all parts of the World, a Library, Museum, and Philosophical Apparatus.

We beg to inform you that the above room is intended for Useful Knowledge and Amusement, during the evenings, from 6 p.m. to 10 p.m.

Terms may be known on application to

E. S. GIBBONS,  
Manager.

Another concern with which Mr. Gibbons was prominently associated was the Plymouth Mutual Improvement Association, which was established in 1858, and in the prospectus for the season 1862-3, which I have before me, the president is given as Mr. E. Stanley Gibbons.

The lectures of this Association were all given at the Colosseum, Plymouth, and on 6 May, 1860, Mr. Gibbons gave a lecture, entitled "The History of Cortes and the Conquest of Mexico," which he followed up with many others on various subjects.

In 1866 Mr. Gibbons was elected President of the Plymouth Literary Association, and I have before me a copy of the address he delivered to the members on the occasion of the Annual *Conversazione* on 19 January, 1866.



**GRAND . . .**  
**COLLECTION**  
**PACKETS. . .**



**New and Greatly  
 Reduced Prices  
 for 1906.**

**No. 64 CONTAINS 100 VARIETIES,**

Including used and unused. Price 6d. ; post-free, 7d.

**No. 65 CONTAINS 250 DIFFERENT VARIETIES,**

Both used and unused Stamps, Envelopes  and Post Cards , and is well recommended as a capital start for a collector. Price 2/- ; post-free, 2/1.

**No. 66, 500 VARIETIES,**

Is strongly recommended as the cheapest collection of 500 different Stamps ever offered—the Stamps could not be bought separately for three times the marvellously low price at which it is now offered. The Stamps, etc., are clean, picked specimens, fit for any collection. The best 500 varieties in the trade. Price 4/- ; post-free, 4/1.

**No. 67, 1000 VARIETIES.**

This packet contains 1000 different Stamps (and no Envelopes, Bands, and Cards), and is the **cheapest packet** ever offered by S. G., Ltd., satisfaction being absolutely guaranteed. The price it is offered at is the lowest ever quoted for such a collection, embracing as it does scores of scarce varieties, provisionals, new issues, and many very fine and obsolete varieties.

Price 15/- ; post-free and registered.

**No. 68, 1500 VARIETIES.**

Each specimen is in perfect condition, and the 1500 different Stamps form a noble start for any one. A large number of really rare and valuable Stamps are contained in this collection ; but it is impossible to enumerate them, as we are constantly adding New Issues and older Stamps when we purchase such. Satisfaction is guaranteed. Price £1 15s., post-free and registered.

**No. 69, 2000 VARIETIES.**

A grand packet for a dealer or collector, every Stamp being different and genuine, and thus forming a choice collection in itself or a stock to make up sheets or for exchange purposes.

Price £3, post-free and registered.

**No. 69a, 3000 VARIETIES.**

A very fine packet, containing many rare Stamps, all arranged in order, and mounted ready to price or remove to a collection. Price £8 10s., post-free and registered.

**No. 69b, 4000 VARIETIES.**

A valuable collection, all mounted on sheets in order. Really good value, being sold by us to collectors at less than the price usually charged in the trade. Price £14, post-free and registered.

**STANLEY GIBBONS, LIMITED,**  
 391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

## CHAPTER II

PLYMOUTH, 1856 TO 1874

ABOUT 1858 or 1859 the increase of the business necessitated an extension from the desk in the shop to a room on the second floor, where Mr. Gibbons installed his first clerk, a lady named Miss Cummings, with whom Mr. Gibbons suffered the same disappointment that has befallen us on numberless occasions since—Miss Cummings got married, and preferred to be a clergyman's wife to learning the rudiments of what was then the start of a new business.

So the business grew and grew, and eventually the receipts exceeded those of the drug business, to which Mr. Gibbons succeeded on the death of his father.

With the aid of a manager he then endeavoured to carry on both businesses at once ; but a pharmaceutical business, as is well known, needs personal supervision, and as Mr. Gibbons preferred stamps to drugs, the latter was neglected and eventually sold.

This enabled our pioneer to give his whole attention to stamps, and he very distinctly recalls the astonishment of his friends and their dismal prognostications on his foolishness in giving up a certainty for an uncertainty ; but Mr. Gibbons had his heart in the stamp business and quickly built up a foreign connexion of some magnitude.

In 1863 Mr. Gibbons had one of the best transactions of his life, and the following are exact particulars I have got from him.

One morning two sailors passing by the chemist's shop noticed the sheets of stamps in one of the windows, and went inside and said, "Do you buy used postage stamps?" On Mr. Gibbons replying in the affirmative, they said they had some on their ship and would bring them in.

## **CONCERNING PRICES.**

**F**EW Collectors understand the method by which we arrive at the prices quoted in Parts I and II of our Catalogue, and we shall therefore proceed to explain the method we follow.

When a new Catalogue is being prepared we go through each of our two hundred Stock Books and see exactly what varieties are on hand, what we have been able to purchase during the year at a substantial decrease in price from former wholesale quotations, and what replacements have cost us more than formerly. We then adjust our prices to the Market.

*Not a single price is quoted on any stamp which we have not in stock at the time we go to press.* This means we price only such stamps as we may have **FOR SALE**, and consequently have justly earned the reputation of being

### **THE PEOPLE WITH THE GOODS.**

It is quite useless to try to fool the Collector with estimated, averaged, or copied prices. He has had the "out of stock" racket worked upon him until it will work no more. Time, temper, and trouble can be saved by writing to

### **THE PEOPLE WITH THE GOODS,**

OTHERWISE

**STANLEY GIBBONS, Ltd.**

HEAD OFFICE:

391, STRAND, LONDON, W.C.

Sure enough next day the men turned up, and one of them carried a kit-bag full of stamps over his shoulder.

They were asked into the back parlour, and turned out the contents of the bag on a large round table.

The stamps were all *triangular Capes*, thousands and thousands of them, many in large strips and blocks of eight or more—Perkins Bacon and Co.'s printings and woodblocks mixed up anyhow.

Mr. Gibbons, even in those early days, could not imagine how two sailors could have got a *sackful of triangular Capes*, and asked them for particulars.

One of the men said :—

“ When our boat got to Cape Town we had leave, and some of us went on shore for a spree, and me and my mate here happened to go in a show we found folks crowding into and found a bazaar going on. Some ladies persuaded us to take a shilling ticket in a raffle, and we won this here bag of stamps which the ladies had begged all round Cape Town for this bazaar.”

Well, the men were delighted to take a five-pound note for the lot, and departed highly pleased.

Mr. Gibbons cannot say what he made out of this haul, but he thinks fully £500, and perhaps more ; and if we think of the prices at which he sold these stamps we can only wonder what that bag would be worth now ! A large fortune, beyond a doubt.

I have before me at the moment of writing the letter copy-book from March, 1864, and I think it is of great interest to quote extracts from some of the letters of that period, showing at what low rates the stamps were sold.

LETTER TO MR. ALEX. ROSENBERG. 16 *March*, 1864.

[The letter starts about some exchange, and goes on to say :—]

“ If you will send me a good lot, I can supply you in *any quantity* 1d., 4d., and 6d. Cape of Good Hope, 10d. a doz. ; genuine old woodblocks, Cape of Good Hope, 3s. doz.”

# Where do

---

# you

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# Buy

---

# your

---

# Stamps?

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If you buy your Stamps here, there, everywhere, and anywhere, you must take your chances whether you get reprints, forgeries, or genuine Stamps. Many sell unsorted rubbish as they buy it. They are themselves incapable of sorting forgeries from genuine Stamps, and any Collection made out of Stamps bought in such a haphazard fashion can scarcely fail to be largely made up of fakes.

Therefore be careful to buy your Stamps of responsible dealers with a reputation to lose.

STANLEY GIBBONS, LTD., have expended over £3000 on a Collection of Forgeries and Reprints, solely for the purpose of enabling them to weed out fakes and frauds from their stock. In this way they protect themselves *and you* from being taken in by forgeries.

STANLEY GIBBONS' prices compare favourably with those of any other responsible dealer in the world, but even if they were the dearest in the trade, it would still pay you to be sure of your Stamps.

Fine Sheets of Stamps of all Countries of the World sent on approval.

Prospectus of Packets and Sets sent post-free on application to

***Stanley Gibbons, Ltd.,  
391, Strand, London, W.C.***

---

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

M. BROWN.

24 *March*, 1864.

“ I have much pleasure in acceding to your wishes by enclosing the 3 doz. Blocks, at 10s. doz., for which post office order 30s., per return, will oblige.”

J. PAUWELS.

24 *March*, 1864.

“ If I send you any more 1d. *blue* and 4d. *red* woodblocks they will be 4s. each, as I am offered that by several dealers. I enclose  $\frac{1}{2}$  doz. 1s. Capes, at 1s. 6d. per dozen.”

STAFFORD SMITH AND SMITH.

24 *March*, 1864.

“ In reply to yours of the 19th in reference to Cape stamps, I have a few left, viz. 1d., 4d., and 6d. Capes, at 8s. gross, and Blocks at 10s. dozen. These prices are nett cash.”

HAMILTON, ROSS, AND Co., Cape Town. 6 *April*, 1864.

[Letter ordering some stamps, and saying at the end:—]

“ Please not to send me 1d. triangular, unused, as they are no good to me.”

In the same letter Mr. Gibbons offers to pay 1s. per dozen for used *square* 1d., 4d., 6d., and 1s., which were then just issued, but offers only 3d. per dozen for mixed 1d., 4d., 6d., and 1s. triangular.

On 23 June, 1864, the price of the Cape *Errors* had gone up, as there is a letter to Mr. E. H. C. Harley offering him a 1d., blue, at 15s.

*First Removal.*—About 1870 Mr. Gibbons removed from Treville Street to Lockyer Street, near the Hoe, Plymouth, and during his residence there had the pleasure of making the acquaintance of Lieutenant E. B. Evans, R.A., who at that time was stationed at Bovisand, one of the forts commanding the entrance to Plymouth Sound.

During his residence in Lockyer Street Mr. Gibbons brought out the *V.R. Album*, which was the pioneer of the *Imperial Album*, and the following year he placed the first edition of the *Improved Album* upon the market.

The *Imperial*, Mr. Gibbons informs me, was the first album to have entirely detached squares for the reception of stamps,

B

## Transparent Envelopes.

**MADE OF BEST TOUGH WHITE PAPER,  
STRONGLY GUMMED ON FLAP AND AT THE JOINTS.**

*Invaluable to the Collector for keeping Duplicates, and to the Dealer for use in sending Selections on Approval, as well as for use in his own Stock.*

### SUPPLIED IN FOUR SIZES:

	INCHES.					PER 100.	PER 1000
A.	2 $\frac{3}{4}$ by 1 $\frac{1}{2}$ .	.	.	.	.	5d.	3/6
B.	3 $\frac{3}{4}$ „ 2 $\frac{1}{4}$ .	.	.	.	.	6d.	4/6
C.	4 $\frac{3}{4}$ „ 3 $\frac{1}{4}$ .	.	.	.	.	8d.	5/9
D.	6 $\frac{1}{4}$ „ 5.	.	.	.	.	1/2	10/-

### Postage extra for Great Britain—

**A and B**, 1d. per 100; 3d. per 1000.

**C**, 1 $\frac{1}{2}$ d. per 100; 5d. per 1000.

**D**, 2 $\frac{1}{2}$ d. per 100; 7d. per 1000.

Abroad by Parcel Post or Express at actual cost.

## Exchange Circular.

ENLARGED TO TWENTY-FOUR PAGES.

**Showing prices we allow for Current and Obsolete Stamps by the 100 or 1000 for common varieties, and singly for Rarer ones.**

In many cases our offers are increased to double or treble those of our previous edition.

*N.B.—The prices quoted in this circular are those given in exchange in stamps of a similar quality, common stamps for common, rare for rare, but are not cash prices.*

**Price SIXPENCE post-free.**

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

an arrangement which added much to their appearance and to the popularity of this album.

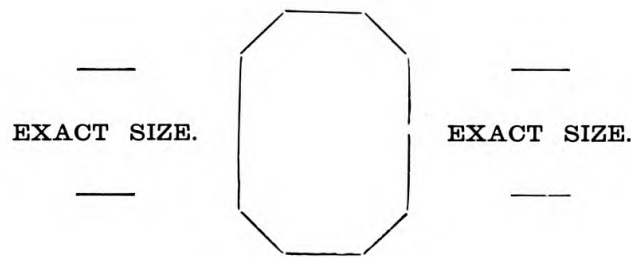
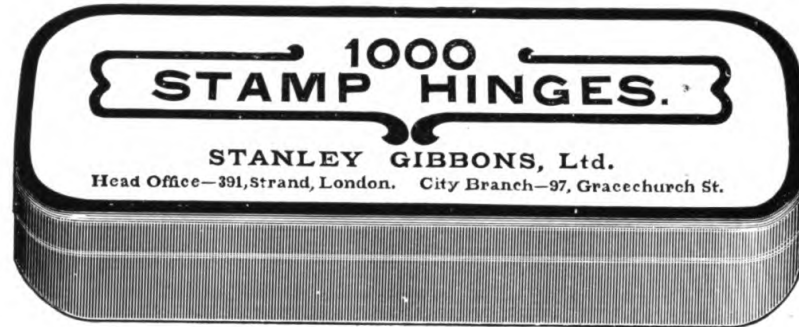
The publication of these works, when in their first editions, created considerable opposition from other philatelic publishers, resulting in legal actions in the Chancery Court, in all of which a satisfactory settlement was arrived at.

Eventually Mr. Gibbons decided that Plymouth was too far west for the successful carrying on of the business, and in 1874 he decided to move to the Metropolis.





# THE "S. G." Stamp Hinges.



WE have prepared a NEW STAMP HINGE, size as above, put up in *air-tight tin boxes*, each containing 1000 hinges of good tough paper, doubly gummed, and thus easily peelable.

**Price 6d., post-free 7d., per Box.**

ABROAD, POSTAGE EXTRA.

5000, price 2/3; 10,000, price 4/3; 50,000, 20/-. Postage extra.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

## CHAPTER III

LONDON, 1874 TO 1890

WHEN Mr. Gibbons first came to London in 1874, he settled in a road leading from Clapham Common, and there the business was carried on in a private house for about two years.

I am told that Mr. Gibbons had to leave because he could not convince his landlord that he was not conducting a girls' school: the lady clerks coming and going at about regular school hours were looked upon as schoolgirls, and no schools were desired in that exclusive street.

The business continuing on the up grade, Mr. Gibbons thought it would be more convenient to live in town, and in 1876 moved to 8 Gower Street, London, W.C., where he remained for fourteen years, and it was in that house that he made his greatest successes, confining himself entirely to a correspondence business, and, as he states, he offended many by declining personal interviews. To this, however, he made a few exceptions, amongst whom I may mention the late Mr. Gilbert Lockyer and my friend Mr. M. P. Castle, both of whom have told me of the good times they had hunting through mixed parcels of old stamps and picking out scarce minor varieties, which Mr. Gibbons used to let them have for a trifle as long as they did not want to take up any of his valuable time.

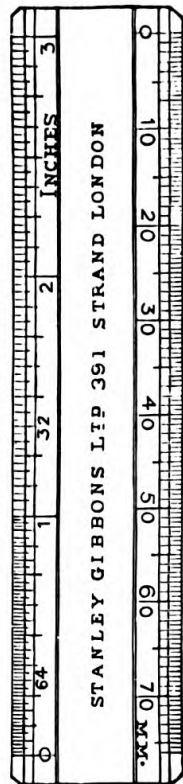
As a matter of fact, Mr. Gibbons had his hands more than full; he used personally to edit all his albums and catalogues, and in the busy seasons received from two to three hundred letters a day, all of which, with a very few exceptions, were answered the same day as received.

During these years Mr. Gibbons had several offers from philatelists who were desirous of entering the business and were

# IVORY POCKET RULE.

For Measuring Stamps, Surcharges, &c.

Most useful for detecting Forged Surcharges.



IVORY RULE.  
(Actual Size.)

\* \*  
One side divided  
into inches,  
and subdivided  
up to  $\frac{1}{64}$  inches.

The other side  
divided  
into Millimetres  
and  
Centimetres.

\* \*  
Price  
**3/6.**

Post-free, penny extra.  
Abroad, fourpence extra.

*Supplied in  
Neat Case for Pocket.*

\* \*



CASE TO CARRY RULE  
IN WAISTCOAT POCKET.  
(Actual Size.)

**Photographs of the Two Rarest Stamps in the World, the  
1d. and 2d. "Post Office" Mauritius of 1847.**

This pair was purchased by STANLEY GIBBONS, Ltd., for £680 cash.

Price 1/- post-free, on neat gilt and black card mount.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

willing to introduce large sums into the concern, but these he always declined, as he preferred to work alone and unfettered.

Mr. Gibbons has been frequently asked from what sources he obtained stamps in his early days, and has kindly looked up a few examples for which he can vouch.

From a M. Georges Nunes he obtained many valuable supplies of old South Americans : one lot in particular, consisting of *many* thousands of the small italic figure Brazils, included some *hundred* of the 180, 300, and 600 reis ! !

From a student in Stonyhurst College Mr. Gibbons had literally scores of thousands of the Bolivia eagle series, especially of the 10 c., brown, of which he estimates he had at least *five thousand*.

Another remarkable lot was from Georgetown, British Guiana, and consisted of some three to four hundred circular (1850 issue) ; the bulk of these were the 12 c., blue, but there were amongst them some scores of 4 c., orange, and a smaller number of 8 c., green, but no copy at all of the rare 2 c., rose.

Mr. Gibbons obtained many of his earliest supplies of stamps from Continental sources ; amongst these, he bought most largely from Messrs. Zochiesche and Koder, of Leipzig ; from *Der Literarisches Museum*, of Dresden. From Signor Caldalli Curadassi he had fine selections of the old Italian States at nearly nominal prices.

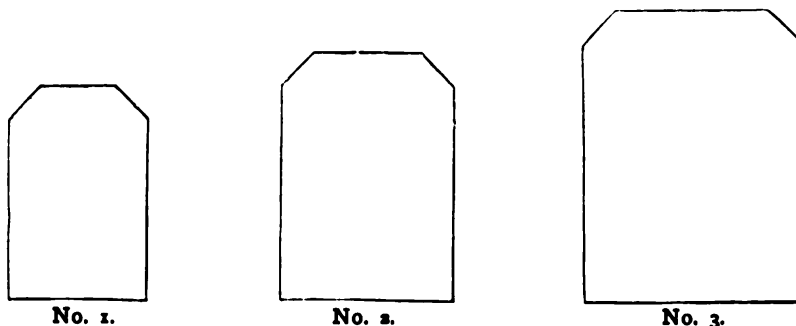
Mr. Gibbons' brother, who was a commander in the Royal Navy (and I am glad to say is still alive, well and hearty, and aged 76), was of great use in securing useful stock, and bought many large parcels for the Plymouth firm, on his trips all over the world. One good lot he bought up was the balance of the stock of *The Fiji Times Express*—the *originals*, not the imitations which were made some years later.

About 1862 or 1863 Mr. Gibbons commenced importing unused stamps direct from the various countries, among the earliest being Newfoundland, Bermuda, West Australia, British Columbia, and Ceylon.

Some of his earliest experiences with colonial postmasters were very funny. For instance, a West Indian Post Office returned his money order with the remark that the stamp ordered

# PREPARED STAMP MOUNTS.

ACTUAL SIZE AND SHAPE.

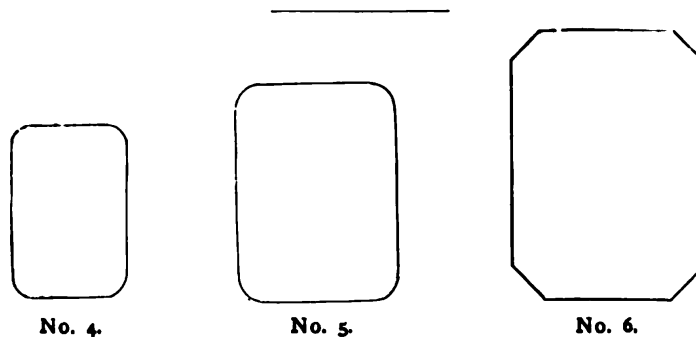


FOR affixing Stamps in Collections neatly and expeditiously. Far superior to the old plan of gumming the Stamps, and inserting them so that it is only with great difficulty they can be withdrawn. These Mounts are made of a thin strong white paper, and are ready gummed. By their use, Stamps can be removed at any time without injuring them, or in any way disfiguring the Collection. They are invaluable to those who collect watermarks. They should be used on the hinge system; thus, Moisten the Stamp, attaching the back of it to one third of the mount, the other two thirds being fastened to the Album. The Stamp will then be facing the page; but do not turn it over until perfectly dry. A Collection with the Stamps mounted in this manner is far more valuable, if at any time a sale is desired. Three sizes are kept in stock: No. 2, medium size, suitable for ordinary-sized adhesives; No. 1, smaller size; No. 3, large size—for such Stamps as old Portuguese, or for cut Envelopes.

### PRICES:

No. 1, 2, or 3 size, 3d. per 100; 1/6 per 1000, post-free; 5000, 6/6; 10,000, 12/-.

*The Prepared Paper can be supplied in Large Sheets, ready Gummed, at 3d. per Sheet, post-free.*



**NEW CHEAP MOUNTS.** AT the request of many clients we have prepared a **New Cheap Mount**, made from a thicker paper; a gum is employed that permits the Mount to be removed from a book or sheet without damage to the paper, or tearing the Mount, which can thus be used several times over, such Mounts being particularly serviceable for exchange clubs, or for use in dealers' stock books, &c. The Mounts are put up in neat glazed card boxes, 1000 of a size in a box, and are sold in sets of three sizes, viz. three boxes and 3000 Mounts for 2/6; 9000, price 6/6; or *separately, any size*, at 1/- per 1000, post-free.

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391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

did not exist, whereas the letter was actually prepaid with a copy of the very stamp in question.

The Postmaster at Albany, West Australia, in a letter enclosing £20 worth of unused values, remarked that he had taken the liberty of sending half a sheet (120 stamps) of 2d. printed in the colour of the 6d., and apologized for charging the last-named price, as he had been charged that by the authorities. This 2d. proved to be the rare 2d., mauve (1879), and they were sent out at 5s. each, and gradually raised to 40s., at which price they were practically cleared out. Nowadays a good unused mint copy fetches about £24, and is not easily to be obtained at that rate.

Such things as Turks Islands provisionals of  $\frac{1}{2}$ d.,  $2\frac{1}{2}$ d., and 4d., Nevis 4d. and 6d., lithographed, etc. etc., were imported in hundreds, and sold at double face value.

\* \* \* \* \*

Among the noteworthy collections purchased between 1874 and 1890 Mr. Gibbons quotes that of Mr. B. P. Rodd. A superb collection was that of Mr. J. D. Beveridge, of Glasgow, especially rich in Confederate Locals. Mr. M. P. Castle's was a grand general collection in between twenty and thirty volumes.

Mr. C. T. Reid's collection was noteworthy, as it consisted solely of *errors*, including most of the rarities, such as U.S. 1869 15, 24, and 30, inverted centres.

The collection of Major Evans was a remarkably fine one, wonderfully strong in "native" Mauritius, including a number of reconstructed plates.

Another great purchase was that of the magnificent Australian collection of Mr. Van Dyck, including probably the most superb accumulation of "Sydneys" and "Laureated" that has ever been seen.

## TWEEZERS FOR HANDLING STAMPS.

These are invaluable to every Philatelist.

They are of the best obtainable quality, with points very slightly milled, so as not to damage the Stamps.

They can be put into water without rusting, and can therefore be used in soaking Stamps.

No. 1.—LARGE SIZE, blunt ends, 5 inches long. Price 2/6; post-free, 2/7; abroad, 2/11.

No. 2.—SMALL SIZE, 4½ inches long. Newest size, rounded ends. Price 2/-; post-free, 2/1; abroad, 2/5.



No. 3.—SMALL SIZE, 4½ inches. Newest size, pointed ends. *Highly recommended.* Price 2/- post-free, 2/1; abroad, 2/5.



Now Ready, an entirely New and Complete Series of

## TITLES OF COUNTRIES, For Blank Albums.

THIS series consists of 250 names of countries, including all the most recent additions, and including as it does every country issuing Postage Stamps, is adaptable for any kind of blank Philatelic Album. Price 1/-, post free.

An entirely New Series of

## PHILATELIC MAPS:

Europe, Asia, Africa, North America, South  
America, and Oceania.

THESE Maps have been specially engraved for the exclusive use of Stamp Collectors, and are beautifully printed in colours. They give the names of all stamp-issuing countries, including locals, and will be found thoroughly well adapted for instant and easy reference. Size, 7 inches by 10 inches. Set of seven. Price 1/6; post-free, 1/7.

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## CHAPTER IV

### RETIREMENT OF MR. GIBBONS AND CONVERSION OF THE BUSINESS INTO A LIMITED COMPANY

IN 1890 Mr. Gibbons found that his health was not so good as he could wish, his occupation being of a very sedentary nature, and having accumulated a sufficient fortune for his requirements during the thirty-six years he had been in business, he decided that he would retire and live at his villa in Richmond. This, however, was easier said than done. The stock he had accumulated was so enormous that it filled the house in Gower Street from attic to basement, and when I visited Mr. Gibbons in 1889, we, after some search, found a stock of 2½d., 4d., and 6d. Cyprus in his wife's wardrobe!

After various consultations a group of four or five well-known collectors thought they might purchase the business, and Mr. Gibbons called me in to make a rough and independent valuation. This occupied about six weeks' hard work, and, after all, the proposed arrangements came to naught.

I then talked the matter over with Mr. Gibbons, and offered to purchase the entire business myself if a satisfactory mode of deferred payments could be arranged.

The purchase price was fixed at £25,000, and the business was thereupon turned into a private limited company, 6% debentures for the amount of the purchase price being issued to Mr. Gibbons, of which a certain amount was to be paid off each year.

The first directors of the company were :—

E. Stanley Gibbons, Twickenham, Chairman.

J. O. C. Phillips, Birmingham.

Commander A. F. Gibbons, R.N., Southampton.

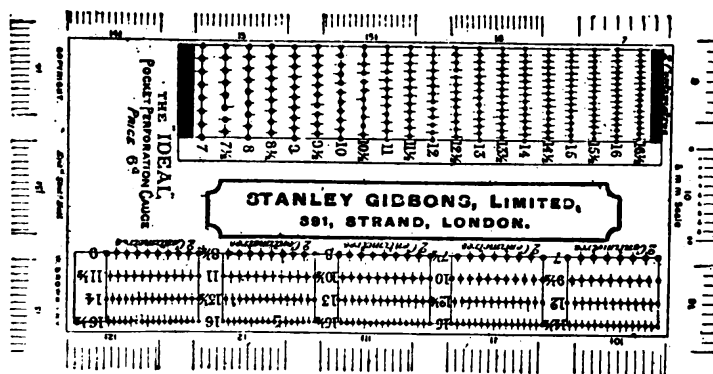
Charles J. Phillips, Managing Director.

The whole of the ordinary share capital was held by me,



## The "Ideal" Perforation Gauge.

The Best, Most Reliable, and in every way the most convenient Perforation Gauge ever invented.



The Publishers claim for this Gauge many advantages which the present gauges do not possess.

It is portable, being of a convenient size to be carried in the breast pocket.

It is accurate, every gauge having been carefully measured, and the Gauge itself is printed from an engraved copper plate.

It has *three* sets of gauges (vertical and horizontal) on the same card, by which plan the perforations of stamps arranged in Albums on the hinge system can be measured without taking them from the book; also stamps gummed down can be accurately tested without removal from the book. These are advantages that can be claimed by few, and being printed on stout cardboard, they will not easily crack. In this respect it is superior to those printed on thin paper or any transparent substance. It will not cockle, and damp has but little effect on it.

It has twenty different gauges, from 7 to 16½, and includes 7½, 8, and 8½, not often found in gauges now before the Philatelic public, but which are required more especially for some of the Japanese and Turkish Stamps.

Each dot is bisected by a small vertical line, thus ● ● By this arrangement accurate measurement is guaranteed.

In conclusion, we venture to assert that it is the best Perforation Gauge ever placed before the Philatelic public, and is in every respect as its name implies—

### AN "IDEAL" PERFORATION GAUGE.

Price Sixpence; post-free, Sevenpence.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

with the exception of seven shares held by various friends in order to have a quorum to form a limited liability company.

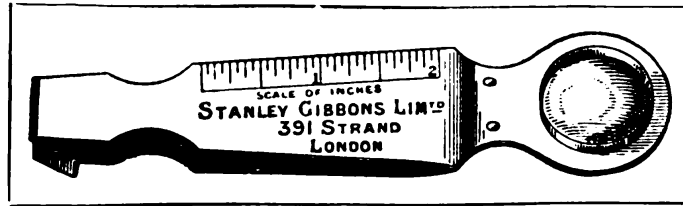
I brought into the business a stock of choice stamps of the value of close on £5000, and these were added to the stock of the new company.

Under the new management the business of the company largely increased, and at the end of the first year's trading it was found that the returns were practically double those of the preceding year.

One of the first undertakings of the company was to establish a house organ under the name of the *Monthly Journal*, the aim of which was to publish correct and complete lists of all new issues and discoveries, and original articles by the best philatelic writers of the day.

For a short time I edited the *Monthly Journal*, but the pressure of other business compelled me to hand it over in September, 1890, to our friend Major E. B. Evans, and under his kindly auspices it has flourished apace; and I sincerely hope and trust that Major Evans may live to see the jubilee of the *Monthly Journal* as well as the jubilee of our publishers.





## THE "PHILATELISTS' VADE MEGUM"

(SECURED BY LETTERS PATENT)

Is an entirely New and Original Invention for enabling Collectors to Mount Stamps without handling them, and is a *multum in parvo* of Philatelic requisites.

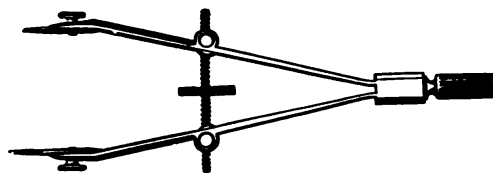
IT consists of a pair of broad-headed flat metal tongs, one of which is fitted with a solid wedge. The object of this is to permit the free end of a mount held by the tongs to be bent over, moistened, applied to the back of the stamp, and pressed down, and the mount can then be released, the stamp lifted, the other end of the mount moistened, and the stamp fastened thereby on the page. In the handle is inserted a glass of high magnifying power. On one side of the middle part is a millimetre scale (divided to half millimetres), and on the other a two-inch scale (divided to sixteenths), both accurately marked off. The stamp can be firmly held along either scale by the tongs. The tongs are made of solid nickel, polished, and fit into a handsome velvet-lined case, the size of which, when closed, is slightly less than 6 inches long,  $1\frac{1}{2}$  inches wide, and only  $\frac{1}{8}$  inch thick.

PRICE, with case complete, 2/6; post-free, 2/7; abroad, 3/9.

## POCKET MAGNIFYING GLASSES.

AFTER examining some scores of different sorts, we have been able to get one combining the greatest power with the largest field obtainable for pocket use. These glasses are mounted in handsome vulcanite frames, and are very compact. There are two lenses in each, which may be used singly, or if a very strong power is desired, may be combined. Price 7/6; post-free, 7/7; abroad, 8/4.

## SURCHARGE MEASURER.



THE accompanying illustration will give the best idea of what this is. It consists of a pair of needle-pointed spring compasses, capable, by means of an adjusting screw, of measuring with the greatest accuracy all surcharges up to 40 millimetres in length. In addition to the measure a millimetre gauge is obtained by running the head of the screw along a piece of paper, a series of lines exactly a millimetre apart being thus indented in the paper. For measuring surcharges on such stamps as Natal, Straits Settlements, &c., this will be found invaluable, and also in the detection of forgeries—a forgery or forged surcharge very seldom being *exactly* the same size as the original. Price 7/6; post-free, 7/7; abroad, 7/11.

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## CHAPTER V

### OUR CHAIRMAN

**Y**OURS truly, Charles James Phillips, was born in Cherry Street, Birmingham, on 15 May, 1863, and, as a youth, I lived for some years at Castle Bromwich, attending the preparatory school of the Rev. — Bevan.

About 1874, our family moved to Edge Hill, Sutton Coldfield, and while living there I passed, by examination, into King Edward's Grammar School, New Street, Birmingham, remaining there until about the year 1878, when I left school and entered the offices of Messrs. Bayfield and Bayfield, Chartered Accountants, Temple Row, Birmingham, as junior clerk. In the course of time I worked my way up until I was entrusted with important audits, not only in Birmingham and neighbourhood, but in Gloucester, Bristol, Cardiff, Derby, etc.

Owing to the personal friendship of the late Mr. Henry Buckley, I was, in 1884, offered a good position in the Assay Office, of which office Mr. Buckley was Chief Warden. Here I entirely remodelled the system of book-keeping. I also had charge of the Record Rooms, and rearranged the records of the office, extending back to about 1780. In the course of this work I found from the old minute books of the office that the late Sir Rowland Hill (whose father was a schoolmaster in the Hagley Road, Birmingham) when a boy had been employed at the Assay Office as errand boy at a salary of six shillings per week, and, as was shown by another resolution, this salary had to be paid direct to Rowland Hill's father, and not to the boy himself!

My first recollection of stamp collecting was when a youth of about ten years of age my father bought one of Stanley Gibbons' celebrated guinea packets (still No. 11). This was hung on a Christmas tree, and divided between my brother William and myself. I started a collection and kept it until

# New Stamp Catalogue

POCKET SIZE, IN TWO VOLUMES. NEW EDITION.

VOL. I CONTAINS ALL

## Postage Stamps of Great Britain and the British Colonies.

NOW READY. Price 2/6; post-free, 2/9.

VOL. II CONTAINS THE

## Postage Stamps of the Rest of the World.

NOW READY. Price 2/6; post-free, 2/9.

NOTE.—The collector will find in this Catalogue a mass of useful information given by no other Catalogue known to us. We divide and price separately all minor varieties of perforation, watermark, and type, and thus enable the collector to discover the value of rare varieties he may possess, and which are not given in any other Catalogue.

In issuing the New Edition of our Priced Catalogue, we wish to draw attention to the chief alterations made therein.

After a trial for some years of small illustrations, we have come to the conclusion that they are not suitable for the *leading Stamp Catalogue*, chiefly from the fact that when they have been used in printing two or three large editions of this work all the fine lines wear out, with the result that, in many cases, the young collector has had great difficulty in identifying varieties. We therefore decided to go to the great expense of inserting new and exact-sized illustrations throughout our Catalogue. The cost has been close upon £800, and we leave our readers to judge whether the result is not greatly superior to any that has hitherto been attained by similar trade lists. A comparison of this new edition with any other catalogue will, we venture to think, conclusively prove that for general get-up and for beauty and clearness it far excels any previously published.

We are rather sorry to say that in order to place the large illustrations in double column it has been necessary to enlarge the Catalogues by about an inch, both in width and length.

In this edition also a more expensive paper is used, which being thinner than that in former use, is better adapted for bringing out the type and illustrations more clearly.

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1885, when, on the occasion of my marriage, the collection was sold to Mr. H. Buckley and the proceeds turned into furniture.

Whilst at the Assay Office I had plenty of spare time (the office did not open on Saturdays), and started to *deal* in stamps,



C. J. PHILLIPS

and so quickly did the business of stamp dealing grow that in May, 1890, I finally left my comfortable position at the Assay Office, and on 30 June, 1890, moved to London and purchased the entire business of Stanley, Gibbons, & Co.

c

**NOW READY.**

*Entirely Revised and Greatly Enlarged.*

**THE FIRST VOLUME (COUNTRIES A to L)**

OF THE

**Third Edition**

OF

**Album Weeds**

**By the Rev. R. B. EARÉE.**

*Vol. I. Afghanistan to Luxemburg. About 580 pages, demy 8vo.*

THIS Work is an absolute necessity to the careful Philatelist, who is naturally anxious to ensure the absence of forgeries from his collection. As a work of reference, in this particular respect, it stands entirely unrivalled, being compiled by one who has acquired a world-wide repute, and whose speciality has for many years been the description of forgeries. An immense amount of labour has been bestowed on this New Edition, so as to still further increase its usefulness. Every endeavour has been made by the Author, in the description of new and dangerous forgeries, etc., to bring the work fully up to date. Amongst the numerous additions may be noted an elaborate description of technical terms met with in the course of collecting. This section will be found especially useful for the guidance of the novice or young collector. The illustrations have been considerably augmented, and a large and most interesting series of postmarks, specially drawn, together with an index for reference, will be found included. Altogether the Publishers have no hesitation in recommending this publication as a most valuable adjunct to a Philatelic Library, and useful alike to Collector and Dealer.

**VOL. I.—Price, bound in embossed gilt cloth, 7/6; post-free, 8/-**

**VOL. II.—In the press, ready shortly, price 8/-, post-free. (Orders, PREPAID, can now be booked.)**

STANLEY GIBBONS, LIMITED,  
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About 1886 I started the first Philatelic Society in Birmingham, which met once or twice a month at the rooms of my father in Colmore Row.

Mr. James Bottley—then the third most important collector in Great Britain—was chairman, and amongst regular members were Messrs. Edward Nettlefold, Henry Buckley, W. B. Avery, Edmund Shorthouse, Richard Hollick, T. D. F. Evans, and many others, most of whom are still ardent collectors.

I acted as Hon. Secretary of this Society until I left Birmingham.

In 1891 I formed "The Philatelic Protection Association," and acted for some years as secretary. During this time a number of persons were prosecuted for dealing in, and making imitations of, postage stamps, and convictions were obtained in several cases, with sentences varying from three months' to three years' imprisonment. For many years this purged the English trade, but the Association should now be revived in order to take proceedings against certain persons well known, and about whose doings a considerable amount of evidence is being secured in preparation for future action.

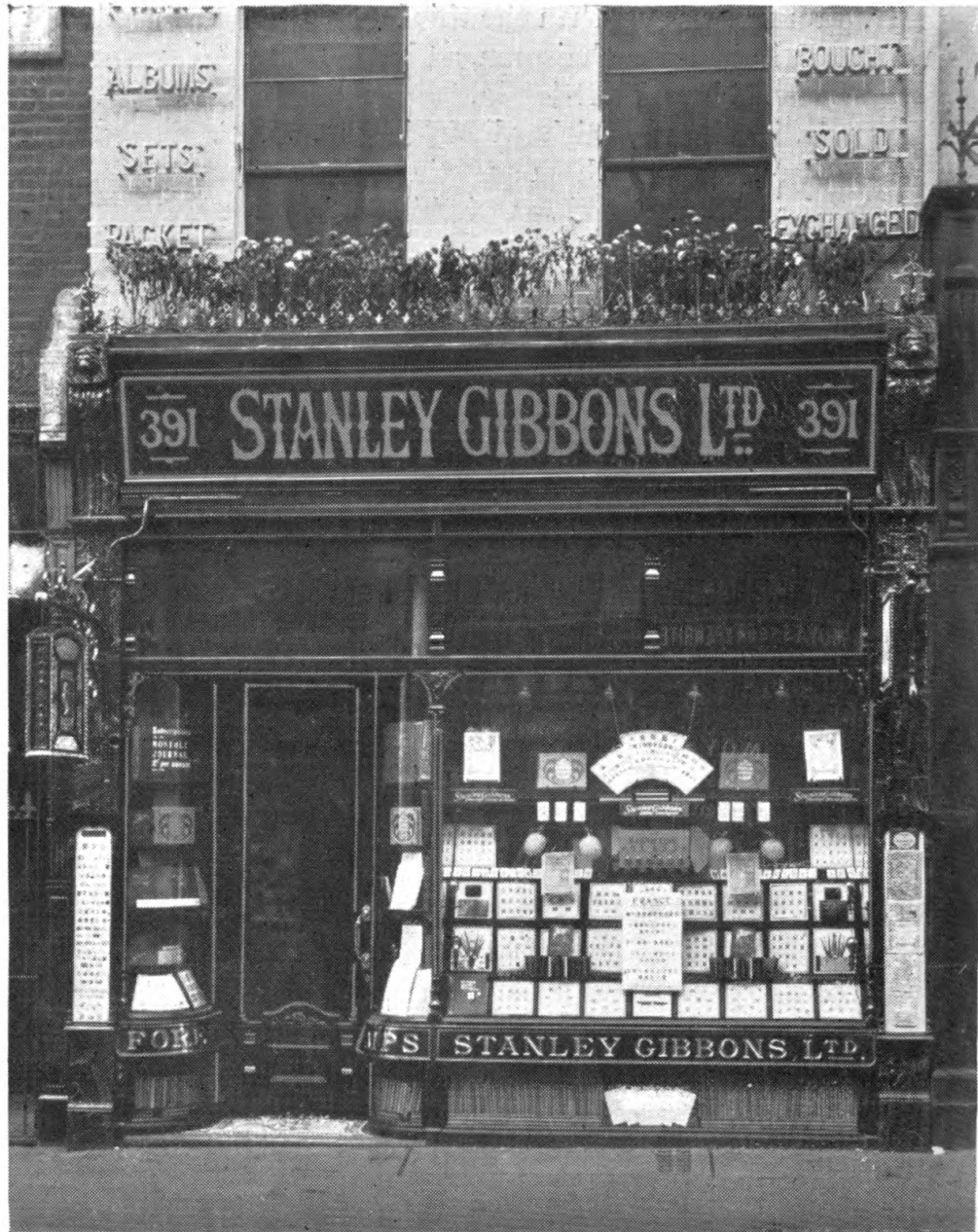
In December, 1889, I started a monthly paper under the title of *The Stamp Advertiser and Auction Record*, and edited it myself until it was merged into the *Monthly Journal* when I moved to London.

An important feature of this paper—and one that brought it a large subscription list—was a carefully compiled list of Australian stamps, with the correct prices of the day; this was the first attempt to accurately appraise the many scarce things in this interesting group of stamps.

In July, 1890, the *Monthly Journal* was started, and I acted as editor for a few months.

I have two sons, Frank, who entered the firm in January, 1905, and Ernest, now in Germany, who will probably enter the firm in the course of the year 1907.





HEAD OFFICE, 391 STRAND, LONDON

## CHAPTER VI

### REMOVAL TO THE STRAND

AFTER a good deal of consideration it was decided that a private house did not afford sufficient facilities for the reception of clients who wished to make their purchases in person, and it was thought best that a small shop should be opened as a kind of feeler to see if new business could be obtained in sufficient quantity to pay for the extra expense.

A good deal of trouble was taken to find the right location, and I well remember inspecting premises in Piccadilly, Regent Street, and Cheapside, but each of these streets presented some disadvantages, and eventually we decided to settle in the Strand, and events have proved this to have been the right spot.

Our first venture was in a small half-shop at No. 435 Strand, three doors from the Lowther Arcade—the site now merged into Coutts' Bank.

This branch was opened on 6 March, 1891, and was from the commencement under the management of our good friend Mr. J. W. Jones, a philatelist of acknowledged acumen.

Those were the days of bargains, and no mistake. One exceptional one occurs to my mind. One day a dear old lady came in with a dilapidated old Lallier Album. She did not like the dirty old stamps in her book, but wanted a nice lot of bright and many-coloured Russian locals. We let her have all she wanted—a modest list of cheap stamps, coming to £10 in all.

In that old album, amongst all the trash and rubbish, we found a fine United States, 1869, 30 cents, carmine and blue, *centre inverted*, and *unused*. This passed at once into the collection of Sir W. B. Avery, Bart., where I suppose it still remains. I know only two other copies in the world in an unused condition.

# THE STAMP COLLECTOR.

By HARDY and BACON.

THIS well-known and most interesting handbook was published in 1898 by Mr. George Redway in his *Collector Series*. On the failure of this publisher, we purchased the balance of the edition — about 1200 copies — and are now able to offer the work at a great reduction on its original price.

*The chief contents are as follows:*

<p>The Issue of Postage Stamps. Collecting—Its Origin and Development. Stamps made for Collectors. Art in Postage Stamps. Stamps with Stories.</p>	<p>History in Postage Stamps. Local Stamps. The Stamp Market. Post Cards. Famous Collections. List of Philatelic Societies.</p>
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Well bound in art cloth, gilt lettered, 247 illustrations, 294 pages. Price 4/6; post-free, 4/10; abroad, 5/1.

## THE MULREADY ENVELOPE and its Caricatures.

By MAJOR EDWARD B. EVANS.

THIS Work is a reprint in book-form, with a few alterations and additions, of a series of papers that have appeared in "The Monthly Journal." The book consists of 240 pages and some 45 full-page illustrations of the most curious varieties of these interesting Caricatures. This New Work will be of interest, not only to Stamp Collectors, but also to those interested in Engravings—especially in the works of LEECH, MULREADY, CRUIKSHANK, DOYLE, PHIZ (H. K. BROWNE), THEO. HOOK, etc. etc. The Work has been produced in a very superior manner, and is printed on special paper with extra large margins; and by the kind permission of the Board of Inland Revenue an illustration of the original Mulready is also included.

No. 1.—Strongly bound in extra cloth, gilt lettering, marbled burnished edges, etc., 6/-; post-free, 6/4; abroad, 6/8.

No. 2.—*Edition de Luxe*, handsomely bound, extra gilt, hand-made paper, with uncut edges, 10/-; post-free, 10/4; abroad, 10/8.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

In 1893 business had increased so much that it was decided to combine the shop and offices, and for this purpose we took our present premises on a lease for twenty-eight years.

In 1900 more room was required, and we were luckily able to secure the upper three floors of adjoining premises at 390 Strand, and to open communication with 391 on the first and second floors.



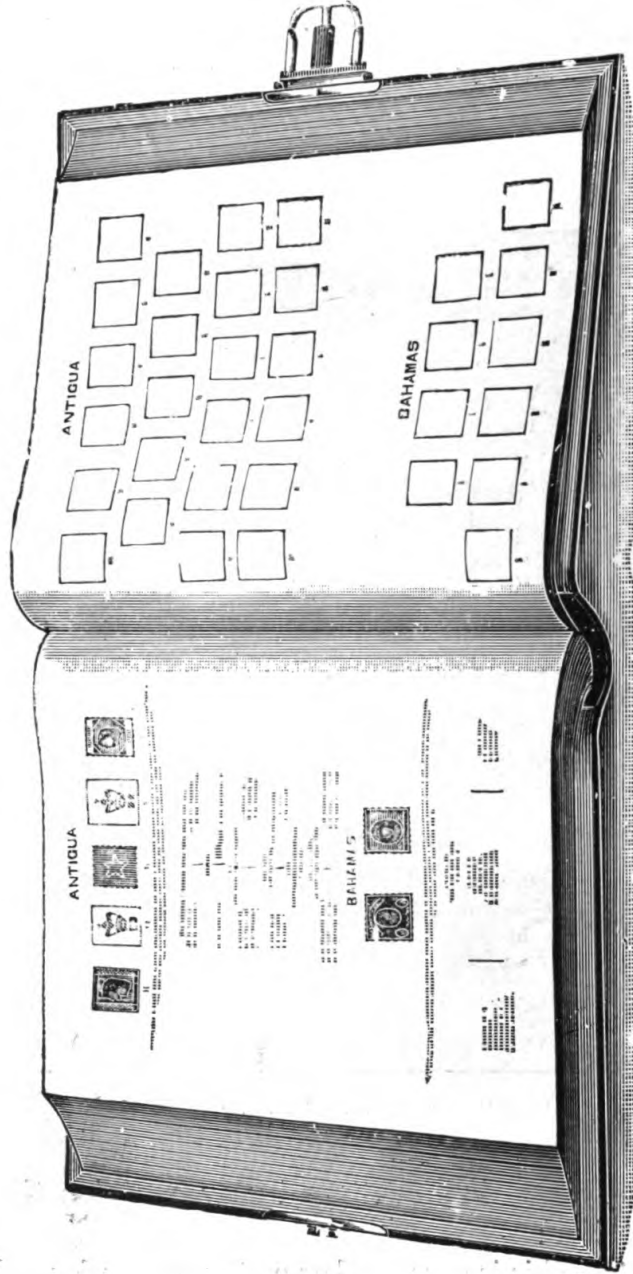
SHOP AT 391 STRAND, LONDON

Our Head Office in the Strand now contains the following accommodation :—

*Basement.*—This is arranged as a store-room for publications ; the floor and walls are solidly concreted. Here we have boiler and hot-water pipes circulating hot air not only through the basement, but all over the ground floor, shop, etc.

*Ground Floor.*—The shop is handsomely decorated with

# THE IMPERIAL ALBUM



(open), showing general arrangements.

STANLEY GIBBONS, LIMITED  
 391, STRAND (Opposite Hotel Cecil), LONDON W.C.



solid mahogany fittings, and in cases round the walls there are artistic displays of the publications of the firm, and also sample sets and packets of stamps. The window is one of the most attractive in the Strand, judging by the number of people who stop to look in. The contents of the window are changed once a month, and special attention is paid to artistic and attractive arrangements of the goods for sale.



... ORDER DEPARTMENT

Behind the shop is a long, broad passage leading to the Order Department. In this passage on the right is the strong-room of the firm. This is built on a solid stone and brick foundation extending right through the basement into the solid earth. The strong-room is protected by one of the best steel doors six inches thick, then there is an air space of fourteen inches,

# THE IMPERIAL ALBUM



10/- to 50/- each.



## BLANK LEAVES FOR THE 8th, 9th, or 10th EDITION OF THE IMPERIAL ALBUM,

Can be supplied at the following prices, *all post-free*:—

For Nos. 6 or 66	.	.	8d. per dozen	...	4/6 per 100.
„ „ 7 or 67	.	.	9d.	„	... 5/- „
„ „ 8, 9, 68, or 69	.	.	1/-	„	... 7/- „

***Customers should state which Edition and quality when ordering.***

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and this is followed by a pair of steel doors, so that even if the first door got red-hot the heat could not penetrate to the contents of the strong-room.

Next to the strong-room is the Packing Department, where parcels are all made up, letters copied, entered, and dispatched.

At the end of the packing counter is a large Milner safe six



MANAGER'S PRIVATE OFFICE

feet high, and in this is stored the stock of sets and approval books and sheets.

We now come to the main office in the building, which is used as an Order Department, and also as cash and book-keeping office. This room is excellently lighted by a large glass dome; from the floor to the top of the dome there is a space of 24 feet 6 inches. At one end of the room is a very large Milner safe;



# IMPERIAL ALBUM.

TENTH EDITION.

SIZE OF PAGES,  $8\frac{3}{4} \times 11\frac{1}{2}$  INCHES.

THE present edition is arranged in *three* volumes. Two causes have acted to bring about this result. First, the ever-increasing number of new issues, for which accommodation must be provided; and secondly, the demand by collectors that space shall be found for varieties of perforation and shade, errors, etc., to conform as closely as possible to the lists given in the Publishers' Catalogue.

## Vol. I. THE STAMPS OF THE BRITISH EMPIRE

remains as before, with the latest additions and corrections.

After careful consideration of the best method of dividing the stamps of Foreign Countries, it was thought that the following arrangement would meet with wider approval than any other which could be suggested.

## Vol. II. THE STAMPS OF EUROPE, AND THE COLONIES AND POSSESSIONS OF EUROPEAN STATES.

## Vol. III. FOREIGN COUNTRIES, Except Europe and Possessions.

This division has the advantage of suitability for the collector who collects any particular country with its colonies, as well as the practical advantage of making three volumes of very nearly equal bulk.

# GREAT BRITAIN AND COLONIES.

526 PAGES. ABOUT 1800 ILLUSTRATIONS.

New issues appearing after the date of this edition are best collated and arranged in blank albums, preferably with movable leaves, such as our ORIEL or PHILATELIC ALBUMS, or in the special BLANK ALBUM, No. 32 (see page 48).

*This Album is issued in FOUR qualities only of paper, binding, etc.*

- No. 5.—On extra stout paper, bound in embossed cloth, gilt lettering, as illustrated, sprinkled edges.  
*Marone-colour covers.*  
Price without postage, 10/-; post-free in Great Britain, 10/9.
- No. 7.—On extra stout paper, handsomely half bound, gold lines and lettering, gilt edges. *Dark green covers.*  
Price without postage, 15/-; post-free in Great Britain, 15/9.
- No. 8.—On highly rolled plate paper, extra strongly bound in half green morocco, lettered on back, cloth sides, gilt edges.  
Price without postage, 25/-; post-free in Great Britain, 26/-.
- No. 9.—On highly rolled plate paper, magnificently bound in finest green Levant morocco, rounded corners, with gold line round the bevelled edges, lettered on back, gilt edges, patent expanding lock.  
Price without postage, 50/-; post-free in Great Britain, 51/-.

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in this the retail order stock is placed every evening. The room is fitted with two very long counters and several smaller desks. The longest desk is used on both sides by the girls who execute the retail orders. The other long desk is used for the book-keeping.

*First Floor.*—On the first floor there are four rooms, two looking on to the Strand and the other two facing our large back office.

On the Strand front I have my private office, where I receive clients and show the choicest rarities and collections in the firm's possession.

In this room there are two very strong Milner safes, one to contain reserve stock, special collections, etc., and the other, and larger one, is used to hold our unique Reference Collection, of which I shall speak later on. In this room will be found the portion of our collection of philatelic literature that is printed in the English language.

Leading out of this room is another on the Strand front used as editor's room, and in this room we do practically all the work on our albums, catalogues, etc. Here also we keep a reserve set of original clichés of stamps used to illustrate our various publications. In this room we keep the portion of our philatelic library that is printed in foreign languages.

The two other rooms on this floor are used entirely by our Approval Department, one of the most important branches of the business, and one to which special attention is now being devoted.

*Second Floor.*—This floor consists also of four rooms: one room is used entirely for work in connexion with the *Monthly Journal* and *Gibbons Stamp Weekly*. The addressing of the wrappers used to send out these papers is done by a treadle machine operating an endless band, on which are set up the names and addresses of subscribers in metal type. Wrappers which were formerly addressed by hand at the rate of, perhaps, forty or fifty per hour are now addressed at the rate of 1000 to 1200 per hour.

Opposite this room is one general correspondence-room, used exclusively by our shorthand and typewriting staff. The typewriters in use are all "Yosts," which after a good trial

# IMPERIAL ALBUM.

TENTH EDITION.

## Vol. II. THE STAMPS OF EUROPE, AND THE COLONIES AND POSSESSIONS OF THE EUROPEAN STATES.

544 PAGES. 1700 ILLUSTRATIONS.

- No. 65.—On extra stout paper, bound in embossed cloth, gilt lettering, sprinkled edges, as illustrated. *Marone-colour covers.* Price without postage, 12/-; post-free in Great Britain, 12/9.
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## Vol. III. THE STAMPS OF FOREIGN COUNTRIES, EXCEPT EUROPE AND POSSESSIONS.

412 PAGES. 1600 ILLUSTRATIONS.

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- No. 97.—On extra stout paper, handsomely half bound, gold lines and lettering, gilt edges. *Dark green covers.* Price without postage, 15/-; post-free in Great Britain, 15/9.
- No. 98.—On highly rolled plate paper, extra strongly bound in half green morocco, lettered on back, cloth sides, gilt edges. Price without postage, 22/6; post-free in Great Britain, 23/3.
- No. 99.—On highly rolled plate paper, magnificently bound in finest green Levant morocco, rounded corners, with gold line round the bevelled edges, lettered on back, gilt edges, patent expanding lock. Price without postage, 45/-; post-free in Great Britain, 45/9.

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of several other makes are found to be the most satisfactory of any that we have tried.

Leading out of this room is another room, also used for correspondence and as a filing-room for letters. We rather pride ourselves on our method of filing and handling some three to four hundred letters a day. The letters are all filed on the card-index system, and each letter has a "flimsy" copy of the reply attached to it. Any letter of the previous five years, with our reply to it, can be found within a couple of minutes.

Opposite the second correspondence-room is a room which is now entirely given up to the "New Issue" Department. Along one side we have a nest of drawers divided into six hundred compartments, one for each subscriber to this New Issue service; two sides are fitted up with wide desks for the use of the clerks; and the whole room is found necessary for this rapidly growing branch of our business.

*Fourth Floor.*—On this floor there are five rooms. The largest one is used for making up packets and sets, sorting common stamps, etc. etc., and next to this is a private room for the female staff. The other rooms on this floor are used by the caretaker and his family, who live on the premises, and look after the cleaning, etc.

The whole of the offices are amply protected against fire. Some years ago we called in Messrs. Merryweather and Sons, the well-known experts, and on their advice fitted each floor with fire-bells, buckets of water, etc., and to each floor on the back we fixed up outside iron fire-escapes, giving access to premises behind ours.

We have also a perfect system of office telephones, each room being able to call up any other room, a method that saves an immense amount of running about.

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**SUPPLEMENT**  
TO THE  
**IMPERIAL ALBUM.**

---

**BLANK ALBUM, No. 32.**

---

IN response to inquiry for a book to hold stamps issued since the publication of the Imperial Album, we have brought out one of the same size, but without illustrations. It contains leaves of

**Heavy White Plate Paper**

with a neat border of neutral grey, with a quadrillé background inside the grey border, and name space at top of each page, printed on one side of leaf only.

---

Bound in dark green or marone. When ordering mention  
colour desired.

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**No. 32.**—150 leaves bound in cloth, bevelled boards, gold lines on front of cover, lettered on back "Postage Stamps," with blank panel above and below in which particulars of contents can be inserted, gilt edges.

**Price 10/6; post-free, 11/3; abroad, 12/3.**

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## CHAPTER VII

### SOME COLLECTIONS WE HAVE PURCHASED

A SHORT account of a few of the more important collections purchased since the incorporation of our company may prove of interest.

Of small collections, both general and specialized, we have bought many hundreds. Very often we buy a collection to obtain a few stamps we require, and we then hand over the balance to our Auction Department, to sell them without reserve for what they will bring.

The first collection worthy of note that we purchased in 1891 was a superb one of the Philippine Islands, costing us £550.

This contained complete reconstructed plates of the first issue 5 and 10 cuartos and 1 and 2 reales.

A little later we bought the late Mr. G. T. Köster's collection of Mexicans, mostly obtained during his annual visits to that country. This included over 100 Guadalajaras.

In February we purchased Mr. Charles Colman's British Colonials for nearly £2000.

In this there were Canada 12d., used ; British Guiana, 1856, 4 c., blue, oblong ; Cape, woodblock errors ; Nova Scotia, New Brunswick, and Newfoundland shillings, unused, in shades, etc.

In May we purchased a fine general collection formed by the French Ambassador in China.

In April, 1893, we bought the superb collection of Indian stamps formed by the late Mr. D. Garth, which was justly considered to be the finest collection of these stamps in existence.

In 1894 we purchased, for £3000, the fine general collection of Mr. Ernst Winzer, of Dresden ; this was really a double collection, as Mr. Winzer collected all the stamps he could obtain, both used and unused.

THE  
**ENVELOPES, WRAPPERS, &c.,**  
 OF THE WORLD.

IMPERIAL ALBUM (8th Edition).

303 pages. 8 $\frac{1}{2}$  by 11 $\frac{1}{4}$  inches

THE PRESENT VOLUME has been prepared for the reception of the Stamps cut from Envelopes, Registration Envelopes, Wrappers, etc., for which in previous Editions provision was made after the Adhesive Stamps of the respective countries to which they belong.

In the collection of this class of Philatelic matter the general collector will find his occupation only second in interest to that of the gathering together Postage Stamps proper; and while the difficulty of filling the spaces will be much smaller than in the case of Adhesive Stamps, these excised Stamps, nevertheless, exist in sufficient numbers to add a zest to his labours. The material advantages which he has in his favour are—(1) a far smaller number of spaces to fill; (2) a larger proportion of unused specimens obtainable; and (3) last, but not least, he will find that, by a very moderate outlay, he will be able to build up a much more advanced state towards completion than would be necessary in the case of Postage Stamps.

The spaces provided do not coincide with the sizes of the Stamps, but allow for fair margins on all sides of the designs.

It is hoped that the blank spaces distributed throughout the volume will be sufficient for some time to come, the creation of new issues in this branch being (with the exception of a few of the American countries) strictly limited in frequency and number of values to actual postal requirements.

No. 85.—Medium 4to, on Extra Stout Paper, bound in embossed cloth, gilt lettering, plain edges, marone-colour covers.

Price without postage, 10/6; post-free in Great Britain, 11/1.

No. 88.—Medium 4to, on Extra Fine Heavy Paper, extra strongly bound in half morocco, lettered on back, but sides plain, gilt edges, no locks or clasps.

Price without postage, 22/6; post-free in Great Britain, 23/3.

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In October, 1894, we purchased, for £10,000 net, the celebrated collection of Australian stamps formed by Mr. M. P. Castle.

Later in the same year we purchased the remarkably fine collection of unused British stamps, consisting of postage and telegraph stamps, proofs, and essays, formed by His Honour Judge Philbrick, K.C. This collection cost nearly £2000.

In 1895, on the occasion of my first visit to the United States, I bought the old collection of Mr. Charles T. Harbeck for the sum of £3000. This collection was interesting, as it contained two stamps issued later than 1870.

Owing to the death of Mr. Gilbert Harrison, his executors placed his collections in our hands for sale. They were all highly specialized, and consisted of Portuguese India, Cashmere, Afghanistan, Japan, etc. We first sold the stamps on commission, but eventually bought the whole balance, paying about £6000 in all for these grand collections.

About 1895 we bought the very old collection of Mr. W. Cooper, of Pembroke Square, W. The price was a large one, but I am unable to find a record of the exact figure paid. This collection was a very old one, and contained some remarkable proofs and essays, and even a number of proofs of forgeries.

In June, 1895, we bought the large collection of Mr. J. E. Wilbey, contained in thirty large volumes, and consisting of used stamps only, in which this gentleman specialized. This contained many great rarities, such as superb circular and large oblong British Guiana, Moldavia first issue, etc.

Early in 1896 we gave £3000 for the collection of Mr. W. Hughes-Hughes, of the Inner Temple. This was commenced in 1859 and closed in 1874! But it did contain some gems. Amongst them I remember Cape of Good Hope, woodblock error 4d., *red, unused*; British Guiana, large oblong 4 c., blue, on sugar paper; Great Britain, 1d., plate 77, unused; Moldavia, 8r paras, etc.

Later in the same year we gave Mr. R. Ehrenbach £6000 for his superb collection of German stamps, one of the finest specialized collections we ever handled, strong in old stamps, unused, mint, in singles and blocks.



THE

# Local Postage Stamps OF THE WORLD.

---

**IMPERIAL ALBUM (8th Edition).**

---

279 pages. 8½ by 11½ inches.

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**THIS VOLUME**—which is an entirely new departure, being the first of its kind ever published—provides **Spaces for all Local Postage Stamps**—with the exception of those issued by the Government of a State—such as Madrid, Stockholm, etc., and those issued by Postmasters provisionally, as in the case of the Confederate Locals, etc.

**The Railway Letter Fee Stamps of Great Britain** have also been provided for.

**RUSSIAN LOCAL STAMPS** have received special attention, and the introduction to their study and collection will enable the collector not only to understand the stamps, but assist him to arrive at a closer approach to the true pronunciation of the names of the various districts, as well as to their consistent spelling according to the English language.

---

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Price without postage, 22/6; post-free in Great Britain, 23/2.

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In November, 1896, we (in conjunction with a friend) bought the collection of British stamps formed by the late Earl of Kingston, the cost price being £1800. To give an idea of the strength of this collection, I may mention that it contained no less than fifty-six unused copies of the 6d., 10d., and 1s. octagonal stamps.

In 1897, Mr. F. W. Ayer, of Bangor, Maine, U.S.A., placed his collection in our hands for sale. This collection contained the finest lot of the great rarities that we have ever had in our possession at one time, and we sold the finest stamps to the amount of £21,000 in a very short time. Space will allow mention of only a few things we had in this collection, but amongst them I remember—

Hawaiian Islands. First issue, eighteen copies, including two of the very rare 2 c.

Ceylon. Imperf. 4d., 8d., 9d., 1s., and 2s., mint set.

Cape. Woodblocks. Five errors, including the blue in a pair.

Buenos Ayres. Five copies each of the red and yellow.

United States. Baltimore, 10 c., buff, envelope, only copy known; Millbury, two copies; Brattleboro', used on letter.

Confederate Locals. Most of the rarities, including Madison, 3 c.; Uniontown, 2 c.; Grove Hill, 5 c.; Rheatown, 5 c., used.

Western Australia. 4d., blue, frame inverted.

North Americans were the strongest lot ever on sale, and included all known shades, used, unused, and on letters, etc. etc.

In 1898 we bought the general collection of Mr. H. L. Hayman for £4000. This collection was in twelve volumes, with Africa highly specialized and very fine. If I remember rightly, there were over *seventy* copies of the Cape of Good Hope *woodblocks*, including several unused.

In 1899 we bought one of the most interesting collections of stamps we have ever handled, that of the late Mr. J. Pauwels, of Torquay. This collection contained stamps from 1840 to 1870. Amongst them I note—

British Guiana, 1856, large oblong 4 c., blue, on sugar paper.

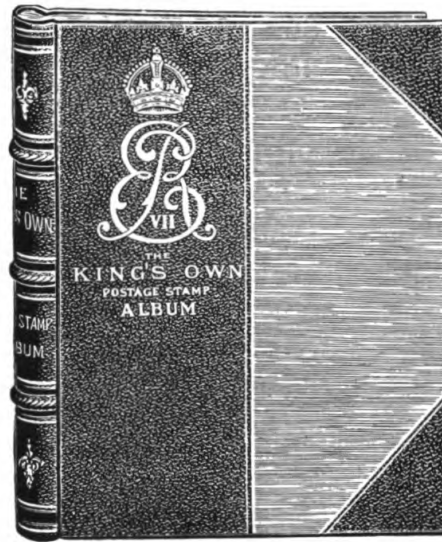
# THE KING'S OWN

## Postage Stamp Album.

THIS Album has been specially designed for those Collectors who either commence a collection with the **Postage Stamps of King Edward VII.**, or who collect these Stamps as a Supplement to a General Collection.

THE KING'S OWN ALBUM contains 100 pages of heavy white plate paper outlined with a neat border of neutral grey, with quadrillé background inside the grey border, and name space at the top of each page.

Exact size of Leaves from the outer edge,  
 $7\frac{1}{2} \times 9\frac{1}{4}$ ;  
 available for mounting Stamps,  
 $6\frac{1}{4} \times 8\frac{1}{4}$ .



The Title Page is printed in the  
 ROYAL COLOURS, with the  
 KING'S CYPHER MONOGRAM AND CROWN.

### PRICES.

**K.O.I.**—Strongly bound in cloth, bevelled boards, with the Official Cypher Monogram and Crown in gold on cover. Price 7/6; post-free, 8/-; abroad, 8/9.

**K.O.II.**—Handsomely bound in three-quarter Levant morocco, art vellum sides, bevelled boards, with Official Cypher Monogram and Crown in gold on cover, extra gilt back and edges.

Price 21/-; post-free, 21/8; abroad, 22/6.

*Either quality can be supplied in Royal Red or Royal Blue, and the colour desired should be stated when ordering.*

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Cape of Good Hope. Both woodblock errors and several blocks unused.

New South Wales. Twelve unused Sydneys, etc.

Moldavia. 81 p., unused.

Réunion. 15 c. and 30 c., etc.

The cost of this collection, which was contained in two small books, was £4000.

In 1901 we bought Mr. W. T. Willett's superb collection of unused British stamps, containing nearly all the rarities in mint condition, and many of them in pairs and blocks,

From the same gentleman we had also a pretty lot of Nevis in whole sheets, the two collections costing us nearly £2000.

A little later on we bought from a well-known collector on the Continent a specialized collection of Philippines, the early issues plated and in fine condition.

About the same time we bought a fine lot of New South Wales, a collection formed by a well-known amateur in Sydney, and at about the same period we got a set of plates of Sydneys in London; this little lot ran to four hundred Sydneys and a great mass of laureated, the two collections costing close on £4500.

Later on we bought a specialized collection of Hawaiian Islands, including three of the first issue and most of the numerals, plated.

At the end of 1901 we paid nearly £3000 for two collections formed by an amateur of Genoa, the one a superb lot of the Italian States, wonderfully strong in old stamps on original letters. The other collection was one of Swiss stamps, and it contained the following:—

Zurich. 4 rp., eighteen copies; 6 rp., 103 copies.

Geneva. 5+5 c., four copies.

Basle. Twelve copies.

Vaud. 4 c., pair and two singles, etc.

In 1902 we bought the South African collection of Mr. C. Hollander for about £1500, also the very fine specialized collection of New Zealand formed by Mr. Bate; and later in the same year Mr. Ehrenbach's Dominican Republic and a great collection of used English from a Scotch amateur.

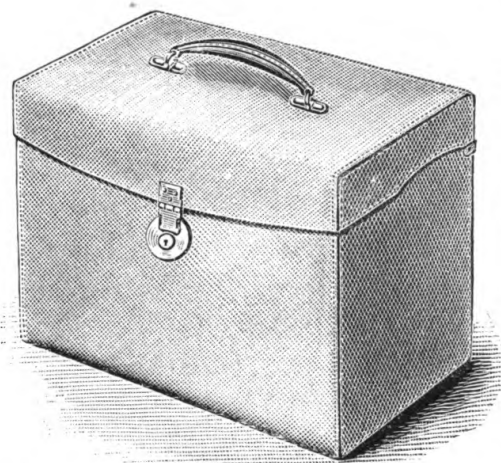
In 1903 we bought the superb collection of Transvaals in

# PORTABLE CASES

To hold the Set of  
**THREE VOLUMES** of

## IMPERIAL STAMP ALBUMS.

SIZE, 12×7½×10½ Inches.



which cannot be attained with ordinary locks fastened on the books themselves.

**I**N response to the request for a strong Case in which to keep the Set of Three Volumes of **IMPERIAL STAMP ALBUMS**, we have introduced the above. It is made of best solid hide, lined with baize, with handle for carrying. It will be found indispensable, both for preserving the covers of the Albums and keeping dust from the Stamps, also for carrying one's collection to Philatelic Meetings and friends' houses. Space is allowed for Vols. I. and II. Stamp Catalogue. It has a double-action Lever Lock fastening, and affords that absolute privacy

**Price 30/-.** Carriage Extra.

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seven volumes, formed by Mr. E. J. Nankivell during the preceding twenty-three years, the price paid being close on £3000.

Later in the same year we bought from a collector in Port Louis, Mauritius, a choice collection of these popular old stamps.

A little later on we bought a fine Australian collection containing no stamps later than 1885.

And the end of the same year we bought a fine collection of British Guiana, nothing later than the issue of 1882, including a superb lot of the circular, 1850, the rare oblong, 1856, etc.

In 1904 we purchased a selection of *great rarities* to the amount of £4700 from a well-known titled collector.

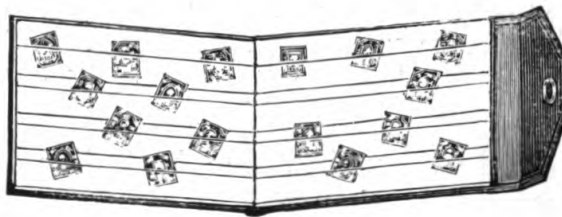
In 1905 we bought the second collection of Australian stamps formed by Mr. M. P. Castle, paying £5750 for it, a grand lot of the most saleable stamps in the world—amongst them twenty-five unused and 341 used Sydney Views.

Later in the same year we bought a superb collection of Tasmanians, the 1d., and 4d. first issue, plated and nearly complete.

A little later we purchased Mr. T. W. Hall's very nice collection of Fiji Islands.

In February, 1906, we purchased the celebrated collection of European stamps formed by Mr. W. W. Mann for the record price of £30,000, the largest amount that has ever been paid for a postage stamp collection. This collection is contained in about *eighty* Oriel Albums, packed full. Every country of Europe is highly specialized, and here we have even the rarities in rows of singles, pairs, blocks, and sometimes in panes and sheets. A detailed account of this great collection will be found in another portion of this book.

Such is, indeed, only a brief outline of the many fine collections that have passed through our hands during the last few years. We have had many others—some of great importance, about which the owners do not want any facts published—and many indeed of smaller importance · but I think it is of interest to put on record this brief summary of some of the most interesting collections we have handled.



## THE PHILATELIST'S COLLECTING BOOK.

FOR THE COAT POCKET.

With Patent Fastening to Flap.

Size,  $6\frac{1}{2}$  by  $4\frac{1}{4}$  inches. Handsomely bound in Art Cloth.

**E**ACH book contains 12 pages, having four strips of linen,  $\frac{3}{4}$ -inch wide, arranged horizontally, glued at the bottom edge and with the upper one open, for the safe retention and preservation of recent purchases or duplicates. A large pocket is also provided at the back for Envelopes or Stamps in bulk. In daily use by leading London Collectors.

No. 17.—As illustrated. Price 2/6; post-free, 2/7

No. 18.—Oblong, twenty-four pages, six strips on each page, interleaved with strong glazed paper to prevent rubbing. Price 5/-; post-free, 5/4; abroad, 5/6.

## THE MONTHLY JOURNAL.

EDITED BY MAJOR E. B. EVANS.

Published on the last day of each month, and chiefly noted for—

1st.—**Reports** of all Law Cases of Interest to Philatelists.

2nd.—**Earliest Information** on New Issues.

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**SUBSCRIPTION**—2/- per annum, or 5/- for three years.

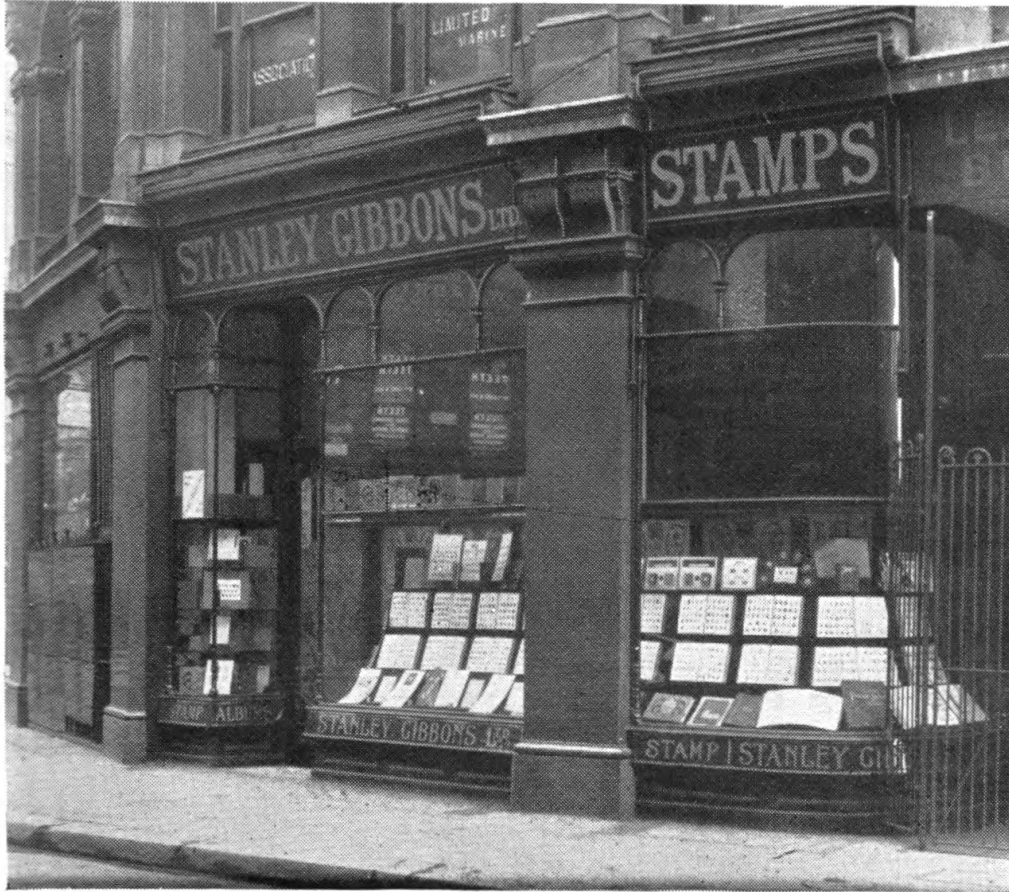
*Sample Copy sent gratis and post-free on application.*

All Subscriptions must be prepaid, and commence with the JULY Number. The Prices for Back Numbers will be found in the current number of the *Journal*. There is no discount to the Trade.

*We STRONGLY RECOMMEND all purchasers of the Catalogue to SUBSCRIBE TO "THE MONTHLY JOURNAL"—forming, as it does, a continuation of the Catalogue up to date.*

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97 GRACECHURCH STREET

## CHAPTER VIII

### PURCHASE OF THE BUSINESS OF MESSRS. G. HAMILTON-SMITH & CO.

**I**N the autumn of 1904 we felt there was scope for a really good and well-appointed shop in the best portion of the City.

Many busy City men have no time to come up West during the day : they arrive in the City at Cannon Street, Liverpool Street, Fenchurch Street, London Bridge, etc., and after business hours return home as soon as possible. Lots of men have a spare half-hour or so in the day, and we thought a nice bright shop with a private room where a gentleman could sit down



# Gibbons Stamp Weekly

*Edited by Mr. E. J. NANKIVELL.*

Prepaid subscriptions must commence with the current number, and can be for 3, 6, or 12 months, but for not less than 3 months, at the following rates, post-free:—

	<i>Gt. Britain and Colonies.</i>	<i>U.S.A. and Canada.</i>	<i>France, Italy, or Spain.</i>	<i>Germany.</i>
3 months . . .	1s. 8d.	40 c.	fc. 2.00	m. 1.70
6 ,, . . .	3s. 3d.	80 c.	fc. 4.00	m. 3.25
12 ,, . . .	6s. 6d.	\$1.60	fc. 8.00	m. 6.50

Numbers 1 to 5 inclusive are out of print.

Remittances should be made by Cheque or Money Orders payable in London and to the order of Stanley Gibbons, Ltd.

Specimen Copy, 1½d. post-free.

In Great Britain it will be cheaper for our readers to order *Gibbons Stamp Weekly* from their nearest Newsagent or Stationer, or from the Railway Bookstall. This will save postage, and the paper will be delivered flat, instead of folded as it would be if posted.

*Gibbons Stamp Weekly* is produced in order to help and encourage those who are either now forming a collection or are about to start the most fascinating and fashionable hobby of **Stamp Collecting**.

The aim of *Gibbons Stamp Weekly* will be to help young collectors by publishing series of articles on all matters that may be of use to them.

Articles will in due course appear on such subjects as:—

**How to choose a Stamp Album, with descriptions of the leading kinds.**

**On buying Packets and Sets.**

**On Exchange Clubs: how to Start and how to Conduct them, with a Model Set of Rules.**

**How to Mount Stamps.**

**On Measuring Perforations, and how to detect Watermarks.**

**On what to avoid in Stamps.**

**Advice as to what Stamps to Purchase, so as to have a good, sound investment.**

**On Historical Facts of the past Sixty-five Years that may be learnt from our Stamps.**

**On the Geographical Interest of Stamp Collecting.**

**Humorous Incidents connected with Stamps.**

**Stamps as Works of Art.**

**How to Collect, and what to Collect.**

*Etc., etc., etc.*

A correspondence column will be opened, and we shall endeavour to reply fully to all questions sent to us.

Twice a month we propose to **give away** to every subscriber to *Gibbons Stamp Weekly* a genuine postage stamp.

Another feature that we intend to take up is a series of Stamp Competitions—about one a month.

A very valuable lot of large packets and sets of stamps, albums, etc., will be given as prizes in these competitions.

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comfortably, have a smoke, and look at good stamps in fine condition, would prove an attraction, and after nearly a year's trial we are pleased to find that this has proved to be the case.

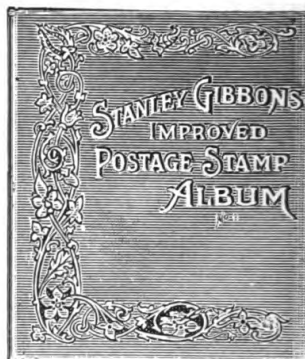


G HAMILTON-SMITH

In looking round I happened to mention the matter to my friend Mr. Hamilton-Smith, and a suggestion was made that a combination might be of use to both firms.

Matters were gone into, and it transpired that both partners

THE EIGHTH EDITION OF  
***The Improved =  
 Postage Stamp  
 Album, No. O =***



ONE HUNDRED AND TENTH THOUSAND.

**The Best and Largest Album ever Published at the Price.**

**176 LARGE PAGES.** Spaces for 4700 Stamps.

48 extra pages added in this Edition without extra charge.

***This Album is now selling at the rate of over 1000 copies a month.***

THE demand for this Album has simply been phenomenal, and it gives universal satisfaction—not a single complaint has been received. The last Edition had nearly **20 extra pages added**, and now **another 48 pages have been added**, and all the Geographical and Historical Notes brought up fully to date.

All the newest stamp-issuing countries, such as Bussahir, Canton, Cayman Isles, Hoi-hao, Dahomey, etc. etc., have been added.

At the top of each page there is the name of the country, and a mass of valuable information, including date when Stamps were issued, population, area, reigning sovereign, capital, etc. Spaces of proper sizes are provided for all Stamps, and the book is bound in a superior manner in art cloth. The Album contains a pocket to hold duplicate Stamps, **and Fifty Stamps will be presented gratis with each Album.** There is also an Illustrated Frontispiece of the Rarest Stamps, with prices attached that we pay for each.

**Price, bound in handsome art cloth, 1/6, or post-free, 1/3.**

E. S. says: "I asked a friend where the best place was to buy a Stamp Album cheap. He referred me to you, saying that he had bought one and sold it next day for 1/6, after keeping the stamps."

A. A. writes: "I received your Stamp Album on Thursday, and I wonder how you can sell it so cheap; for as soon as a friend saw it he offered me 2/- for it. Please send me another."

C. A. W. writes: "Please send me one of your marvellous 1/- Albums, with packet of stamps, in order that I may convince my incredulous friends that such a thing is possible."

Miss M. R. writes from Piccadilly: "I was greatly pleased with the Album I received this morning, which all my friends admired, and thought it very cheap."

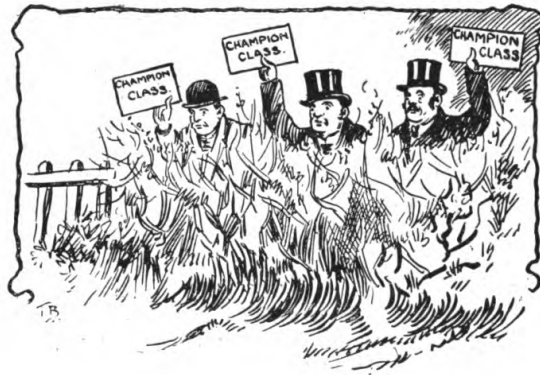
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in Hamilton-Smith & Co. were also partners in the auction business of Glendining & Co., and eventually it was decided to purchase both businesses and enlarge the capital and scope of the firm.

The new capital was fixed at £91,500, and was all taken up by the directors and one or two friends, and an issue of debentures was made which is also held privately, and no shares or debentures were offered to the public. It is advisable to mention this, as I often receive inquiries for shares in our company and have to explain that there are none on the market.

Messrs. G. Hamilton-Smith & Co. had a good general stock of stamps, specially strong in British Colonials, and I was agreeably surprised to find how well their stock amalgamated with our own, and filled up many gaps. This stock was taken over at a valuation, and even now is not all merged into our general stock.

The two partners in Hamilton-Smith & Co. joined the Board of Directors, and Mr. G. Hamilton-Smith has taken charge of the new City branch, and Mr. S. E. Gwyer remains in the auction business.



**100 POSTAGE STAMPS, all genuine and different, and of a catalogue value of over 8/-, are presented with each Strand Album.**

# THE STRAND POSTAGE STAMP ALBUM



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STANLEY GIBBONS, LIMITED,  
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## CHAPTER IX

### OUR CITY BRANCH

ON 21 February, 1905, we opened a branch of our business in the City at 97 Gracechurch Street, E.C., almost facing Cornhill, and between the corner of Leadenhall Street and Leadenhall Market.

At this branch we have three large windows, which are fairly well shown in the foregoing sketch.

These windows contain an artistically arranged display of stamps and publications, and one generally sees a crowd of people looking in.

Inside there is a well-fitted shop in which every inch has been utilized. Leading out of the shop is the private room of the Manager and Mr. Stanley Mann, and in this room the better stamps are shown, and purchases are made, often running into very large figures.

Underneath is a very large basement, used as a packing room and storeroom for publications.

Leading out of the basement we have constructed a very strong and fireproof *strong-room*. The walls are nearly two feet thick, and the entrance is protected with a Milner's steel door six inches thick ; and inside this is a very tough teak door, as an extra precaution against fire and water.

The strong-room is twenty-two feet long, and in the interior we have fitted up sixteen steel lockers, each with its own key. Some of these lockers are used for reserve stock, private books and papers, etc., but ten of them are at liberty, and are at the disposal of clients of the firm who for any reason may wish to deposit their collections with us during their absence from town. No charge is made for such accommodation, and a client has the only key of his locker and can take it away with him.



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Re-written.Size of Page,  
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*One Hundred Stamps, all differ-  
ent, are presented with each  
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COVER OF NO. 3.

**T**HIS new Edition is printed on a *superior* quality paper, especially made for it, and is now illustrated for the first time. About 600 full-sized types of stamps are shown, which will be of great use to the collector in correctly placing the stamps.

The shape is oblong, and spaces are provided according to the different requirements of the various countries.

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The Album is divided into Continents, and the name of the country only is given at the head of each section.

Eighty different watermarks are illustrated in actual size, and lists are given of the various watermarks of the different countries.

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A full line of publications can be seen here at the regular list prices.

The City branch is prepared to purchase at liberal rates from any one in the City old general or specialized collections, single rarities, and especially the higher values of current used stamps, for which we have a great demand, and for which we therefore can pay much higher prices than have been obtained previously in the City.

Mr. George Hamilton-Smith, manager of our City branch and a director of Stanley Gibbons, Ltd., and Glendining & Co., Ltd., was born on 30 January, 1870, at Clifton, near Bristol, and was educated privately.

He first started collecting in 1882 while a schoolboy, but not in a serious manner. He left Bristol about 1890 and removed to London, and there commenced dealing in stamps, and shortly afterwards joined Mr. T. W. Cheveley to manage his stamp-dealing department, as Mr. Cheveley found all his time occupied with the stamp auctions.

After about seven months at this work Mr. Hamilton-Smith thought he could do better on his own account, and in 1894 took an office in London Street, off Fenchurch Street, where he was in business for about six months, and left there on meeting Mr. S. E. Gwyer, when they decided to go into partnership, and took premises in the name of G. Hamilton-Smith & Co., at 158 Regent Street, W., and remained there, doing good business, for some time, but eventually found that they were not able to buy in that quarter, and so removed to the City, to 10 Bishopsgate Street Within, in 1895, and remained there until they sold their business to Stanley Gibbons, Ltd., in January, 1905.



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## CHAPTER X

THE AUCTION DEPARTMENT, GLENDINING & CO., LTD.,  
7 ARGYLL STREET, REGENT STREET, LONDON, W.

THE auction business of Glendining & Co. was established in the year 1901, at 14 King William Street, Strand, the first sale being held on 22 January of that year. The catalogue included a number of interesting war medals and decorations, and the auction proved a very successful one, owing to the support given to the new venture by personal friends. The first lot to be offered was a Waterloo medal, which in friendly competition brought three or four times the normal price usually paid for such a decoration, and the afternoon's sale realized about £500. Within a few months sales of coins were introduced, and from that time forward the monthly sales of medals and coins have been one of the principal features of the business. This specialism in the auction business had hitherto been confined to two or three well-known firms, whose houses have been established a hundred years or more, but the success which has attended the new venture proves conclusively that there was room in London for auction business of this kind, if conducted on proper lines. Messrs. Glendining & Co. have always made prompt settlements with their clients a first principle, and frequently all vendors' accounts for sales have been paid within a week of the auction, and never has the full settlement been delayed beyond the twelve days which they pledge themselves to their clients. Possibly this feature has brought the business together, vendors naturally preferring to receive a prompt settlement of their accounts, rather than a polite intimation that their goods have been sold and that payment will be made in a month's time or later. After a time philatelic sales were introduced, but here there were so many established businesses already in the field that progress was

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Numismatic Sales every Month throughout the Season.

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Liberal Advances pending realisation.

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more difficult, and the few sales which were held (more in the nature of an experiment than otherwise) were of little importance. In October, 1902, Mr. Glendining was joined in partnership by Mr. S. E. Gwyer; the business was removed from King William Street, Strand, to the Argyll Gallery, 7 Argyll Street, Oxford Circus, and the philatelic sales seriously and energetically cultivated. Beginning with the collection of Mr. C. Murray, which, though small, consisted of choice stamps, the business has never looked back or had a corner to turn, but has consistently shown a gradually increasing turnover, and



THIRTEENTH-CENTURY SEAL OF THE TOWN OF DUNWICH, SUSSEX

soon attained a foremost position. In 1904 and 1905 the auction sales of postage stamps conducted by Messrs. Glendining & Co. considerably exceeded the sales of any other firm of philatelic auctioneers, and from the important collections placed in their care for disposal the 1906 season should prove a record one.

Rare and interesting coins are frequently submitted for competition, and amongst the curiosities in numismatics which have been sold are: copper penny of 1860 (£4), copper farthing 1860 (£6), and a halfpenny of 1872 struck in brass (£7).

---

MUSICAL INSTRUMENT SALES.

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**Fine Art, Numismatic, and**  
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Messrs. GLENDINING & Co, Ltd, sell by Auction at a specially arranged  
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By all the most eminent makers of the Italian, French, German,  
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***Porcelain. Lacquer. Armour.***  
***Paintings on Glass, etc.***

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***Collections catalogued by an Oriental expert. Valuations for Probate, etc.***

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**GLENDINING & CO., LTD., 7, Argyll Street, Regent Street, W.**



Bric-à-bac sales are another feature of the business, and all classes of fine-art property are to be met with suitable for collections and home decoration. A glance at the catalogues will disclose interesting objects of vertu, paintings, engravings, coloured prints, choice old china, antique silver, and the innumerable articles which gladden the heart of the collector and connoisseur; whilst those of a musical turn of mind will find in the special sales of violins and other stringed instruments an assortment worthy of inspection. A curious bronze seal of the thirteenth century, formerly used by the corporation of Dunwich, Suffolk, a town now under the sea, realized £75, whilst the celebrated bugle which gave the order for the charge of the Light Brigade at Balaclava was bid up to £1050, a big price even for a relic of this description. Not only has the auction business shown a consistent increase in volume, but the results have been so satisfactory as to produce many record auction prices far beyond those attained by any other firm for similar articles; for instance, the silver medal for conspicuous gallantry issued to Hy. Thompson, A.B., R.N., Perak River, 1876, realized £66. The naval Victoria Cross awarded to Hy. Curtis for gallantry in the Crimean War sold for the large sum of £142; a similar decoration to Colonel F. Cornwallis Maude, C.B., £145. Other interesting decorations which have been sold for big prices are the gold Peninsular Cross awarded to Colonel J. B. Galiffe, C.B., 60th Regiment, £500; a similar decoration to Lieut.-Colonel Russell Manners, C.B., 74th Regiment, £600; another to General Sir Manley Power, £545. Some rare medals for naval services have been sold, the gold medal for Trafalgar realizing £250; whilst a sword presented to a captain who served in the same battle went for £72. Silver medals for Indian battles have sold well; a native's medal for Seetabuldee was disposed of for £80, and another for the capture of Deig for £75.



THE BALACLAVA BUGLE

Messrs. Glendining & Co. make the care of their clients'

FINE ART AUCTION SALES.

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**Silver Plate,**  
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property a first consideration, and it is gratifying to report that of the countless thousands of valuable articles which have been entrusted to them for disposal none have been known to go astray. Besides commodious strong-rooms for the storing of valuable articles, they hold their clients covered by an insurance policy against the risk of fire and burglary.

Visitors and provincial clients will find the auction gallery most centrally situated, the Tube Railway bringing it within a few minutes' journey of any part of London, and as a consequence the attendance of buyers is invariably a good one.

The capital of Glendinning & Co., Ltd., is £7500, in ordinary shares, the whole of which are held by Stanley Gibbons, Ltd., and the Directors of that firm.



ANTONIUS STRADIVARIUS

Original from  
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**Collections** whilst in the custody of the Auctioneers are insured against loss by Fire, Burglary, etc.

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**GLENDINING & CO., LTD., 7, Argyll Street, Regent Street, W.**

The present officials are : D. W. Glendining, S. E. Gwyer (Managing Directors); Charles J. Phillips; G. Hamilton-Smith.

Mr. Douglas William Glendining was born on 19 July, 1863, in London, and was educated at St. Olave's, Southwark. He



D. W. GLENDINING

left school at the age of seventeen, and at once entered the office of Messrs. Holmwood and Holmwood, Marine Insurance Brokers, Gracechurch Street, E.C., and Lloyd's.

Mr. Glendining left there in December, 1900, and soon afterwards opened as an auctioneer at 14 King William Street, Strand.

# Glendining & Co., Ltd.,

(Adjoining Oxford Circus  
Railway  
Station.)

**7, ARGYLL STREET,  
REGENT STREET, LONDON, W.**

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His first start in the auction business was in coins and medals, and from the commencement it was a pronounced success, which was perhaps due to the fact that he had collected medals for many years, and has given so much attention to them that



S. E. GWYER

he has come to be recognized as *the authority* on medals, especially war medals and decorations.

Mr. Glendining soon turned his attention to stamps, and held some successful sales; this branch did not, however, become of much importance until Mr. S. E. Gwyer joined him in October, 1902.

## Stamp Collecting as a Pastime.

By E. J. NANKIVELL.

**M**ANY people are at a loss to understand the fascination that surrounds the pursuit of stamp collecting. They are surprised at the clannishness of stamp collectors and their lifelong devotion to their hobby. They are thunderstruck at the enormous prices paid for rare stamps, and at the fortunes that are spent and made in stamp collecting.

This book will afford a peep behind the scenes, and explain how it is that, after nearly half a century of existence, stamp collecting has never been more popular than it is to-day.

And perchance many a tired worker in search of a hobby may be persuaded that of all the relaxations that are open to him none is more attractive or more satisfying than stamp collecting.

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The Collector is not infrequently perplexed by the various terms employed, and the fullest explanations are here given of such.

Much interesting information is also included as to the various classes of, and the manufacture of the paper employed, the typography, the embossing, the perforating or rouletting, together with many instructive and interesting details connected with the fascinating science of Stamp collecting.

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Mr. Samuel Edward Gwyer, a Director of Glendining & Co., Ltd., and of Stanley Gibbons, Ltd., was born on 9 December, 1858, at Keynsham, near Bristol, and was educated first at Colston's School, Stapleton, near Bristol, and then at Haysman's International College, Hampstead. Finally he was for some time at school at Bourbourg, near Paris, and while here started his first stamp collection, and acted as agent for Stanley Gibbons & Co. for his school in that town.

Mr. Gwyer tells me that after leaving school he got tired of stamps, and exchanged his first collection for a bike ; tired of the bike and swapped it for a gold watch ; got hard up and sold the watch for eight pounds.

About 1876 he was articled to Messrs. Walton & Lee, auctioneers, Mount Street, Piccadilly, but, after paying £250 for his apprenticeship, left them, owing to better prospects, and then joined an uncle at Derby to learn the colour business, staying there for some six or seven years.

In 1883 Mr. Gwyer left Derby and came to London, entering the Chartered Mercantile Bank of India, London, and China, and after being there about eighteen months was removed to the East to join their foreign staff.

At this time of leaving London he sold his second collection, which was of much more importance than the first one. A large portion of this collection was acquired by Mr. W. W. Blest, who made his first considerable purchase from Mr. Gwyer. The remains of the collection were sold for nearly £200 to the Rev. W. N. Usher, then in Edinburgh.

On arriving at the Bank's office in Calcutta he started collecting again, and met with one of the disappointments of his life. He found a large box in the Bank labelled—

“ MAURITIUS AND CEYLON LETTERS, 1848-1863.”

Visions of “ Post Offices,” “ Post Paid,” and strips of the rarest imperf. Ceylons passed through his mind ; but, alas ! on opening the box he found that, owing to the damp, the papers had sunk to pulp, and out of the thousands of letters he was able to gather up only one solitary stamp—a Ceylon 2d., green, imperf., badly ant-eaten !!

About 1888 Mr. Gwyer was promoted to Singapore, and

THE

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**A** HANDBOOK FOR SPECIALISTS AND DEALERS, with prices of nearly all the rare Stamps and minor varieties of this difficult country, and full of notes and explanations of all the issues.

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**T**HE increasing interest in the older issues of Shanghai, taken by collectors during the last two or three years, will now receive, we have no doubt, a fresh impetus from the publication of an Exhaustive Catalogue of these Stamps for the first time, and we trust the present important work will be as popular as its predecessors.

We have made it a rule to price only such varieties as are in stock, but our readers will easily understand that those which have been left unpriced are not necessarily of exceptional rarity, or that we are unable to supply them.

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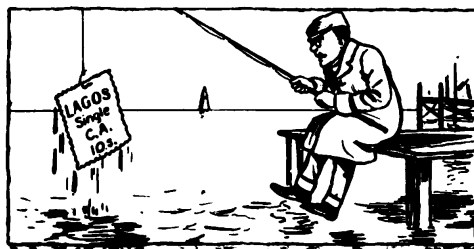
after about a year there was transferred in turn to the Bank's branches at Hong Kong, Shanghai, Yokohama, and Kobe, and then to Penang, where he met Messrs. Castle and Willett, on their trip round the world.

He next went to Ceylon, and was in turn stationed at Colombo, Kandy, and Galle, and well remembers another disappointment at Colombo, where, on taking over the management of that branch, he found a room about twenty feet long packed with letters, but, on proceeding to go through them, found that the office peon had spent fully twelve months in soaking off all the stamps, and had sent them to Stanley, Gibbons, & Co. in London!!

In December, 1894, after nine years in the East, Mr. Gwyer came home on furlough, and eventually decided to remain in London, and resigned from the Bank.

In 1895 he met Mr. G. Hamilton-Smith, and they joined forces and started in business in Regent Street.

The auction season 1905-6 promises to be by far the most important of any in the history of the firm, as far as postage stamps are concerned. The season opened with the sale of the important collection of Mr. C. A. Smith-Ryland, and this has been followed up by sales of the well-known collections of Monsieur M. Schleisinger, of Brussels; Herr Alberto Philipp, of Hamburg; the late Mr. Henry Buckley, of Birmingham; and I learn that the firm have just had entrusted to them for auction the well-known and large collection of Madame la Comtesse de Vasconcellos, widow of the late French Minister to Brazil, etc.





No. 4.

**“SAINT VINCENT.”***WITH NOTES AND PUBLISHERS' PRICES.*By **F. H. NAPIER** and **E. D. BACON.**

**T**HE large number of collectors, not only in this country, but also on the other side of the Atlantic, who now make the postal issues of the various West Indian Colonies of Great Britain the object of their quest, justifies us in believing that the present volume will be received with as much interest that which has been evinced for the preceding volumes.

This Handbook is illustrated with two full Autotype Plates, one of which shows illustrations of the Stamps and surcharges, and the other the various perforations found in the Stamps of the Colony.

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No. 5.

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*Reference List, with the Publishers' Prices for stamps in Perfect Condition.*

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No. 6.

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AND THEIR CHARACTERISTICS.**By **E. D. BACON.****168 PAGES WITH 426 ILLUSTRATIONS.**

**T**HIS is an entirely new and original work compiled by the Author from all the best and most trustworthy authorities. It will be found of the greatest value as a standard work of reference in all cases of doubt and obscurity appertaining to Reprints and other Stamps of a similar kind, such as Official Imitations of obsolete Stamps and Special Printings, &c.

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## CHAPTER XI

### OUR AMERICAN BRANCH

THIS—our most important branch—commenced in a very small way. In fact, we first started an agency business with Mr. E. B. Power, but we soon found that the American business could be worked up into a big concern, and decided to have our own staff and offices, and to incorporate our business as an American concern, registered under the Laws of the State of New Jersey.

We had the luck to find the right man at the commencement.

Mr. Eustace B. Power was born at Abbey Wood, Kent, on 19 June, 1872, and went to America in September, 1890. He first settled in Denver, Col., where he found employment with J. O. Stevens, who conducted a “curio store.” He moved to Chicago in 1894, where he took up stamps, and at first acted as agent for several firms.

In that city, in conjunction with Messrs. J. C. Morgenthau, Ludwig Wolf, and other Chicago collectors, he formed the Chicago Stamp and Coin Company, and boldly opened a store in the heart of the city on Dearborn Street.

In 1895, with Mr. J. C. Morgenthau, he moved to New York, and worked for him until 1900, when, backed by a well-known Wall Street capitalist, he launched out “on his own,” with what he often admits consisted of “a small stock of stamps and a large amount of nerve.”

Mr. Power soon saw that Philately to-day requires vastly more capital than he could command, and he therefore came to England, talked the matter over with us, and eventually signed agreements with our firm.

Under this arrangement we purchased all the stock held by Mr. Power, who entered our employ as manager of our New York branch, which was first started in September, 1902, at small offices in 167 Broadway, New York.

No. 7.

**“GRENADA.”**

By E. D. BACON and F. H. NAPIER.

**T**HIS Work is the most important and interesting one that we have published up to date, as it comprises not only an exhaustive history of the stamps of Grenada, with their many intricate and minor varieties, but gives also a full and reliable history and list of all the stamps that have been perforated by Messrs. Perkins Bacon and Co., clearing up many points that have hitherto been in dispute amongst Philatelists.

The Handbook is illustrated with nine full-size autotype plates, viz. :—Two plates of the “A” and “B” perforating machine, two plates of “perforations,” three plates of the “Star” watermarked papers, and two plates of Grenada stamps; also a large number of illustrations throughout the text.

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No. 8.

**“SICILY.”****A HISTORY OF THE*****Postage Stamps of Sicily.***

By DR. EMILIO DIENA. Translated by MAJOR EVANS.

**T**HIS is the most complete work that has yet been published upon any philatelic subject, containing as it does not only a detailed description of an exceptionally interesting series of stamps, but also a brief history of the country to which they belong, a biography of the celebrated artist by whom the fine portrait of King “Bomba” was engraved, a full account of the circumstances under which the stamps were issued, of the difficulties in the production of the plates, of the various essays and proposals for subsequent issues, and a description of the postmarks and obliterations.

The book is illustrated with twenty full-page autotype plates, showing seven complete or reconstructed sheets, varieties of retouches, etc., and various illustrations in the text.

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The business there proving successful, and outgrowing the accommodation, opportunity was taken of Mr. C. J. Phillips's visit to the States in 1904 to secure more commodious premises,



E. B. POWER

and, after careful consideration, in May, 1904, we moved to a large suite of offices on the eighth floor of the fireproof Gerard Building, at 198 Broadway, New York, where we are at present located in well-lighted and convenient premises.

Business having grown to such an extent that it was found

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QUOTING our Trade Terms for Stamps by dozen and hundred, special reduced prices for Post Cards and Envelopes, and Trade Terms on all Publications, is published two or three times a year, and will be sent on receipt of business card, but cannot be supplied to Collectors.

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too heavy for one man to manage, it became necessary to look round for another expert, and we were fortunate enough to secure the services of our old friend Mr. J. N. Luff, who joined us in March, 1905.

Mr. Luff is unfortunately in America, and I could not get at him to interview him personally, so I asked him to be good



MANAGER'S OFFICE, NEW YORK

enough to write himself up, and I think I cannot do better than print his reply *in extenso*.

“ MY DEAR PHILLIPS,

“ In a recent letter you announced your intention of showing me up in print, and calmly asked me to assist you by supplying all details of my life and deeds that were fit for publication. Your restriction reduces the available material to a

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It is likewise especially applicable for the use of those Philatelists who arrange their collections by the Catalogue published by ourselves or any other standard list. This Album is also peculiarly suitable for those who collect special countries only, taking as their guide the various lists published by the London Philatelic Society, etc. Each leaf has a double linen joint on an entirely new plan, allowing the leaves to set properly when the book is opened, and giving strength at the same time. A narrow marginal border embellishes each page, with a semi-visible network of quadrillé dotted lines, designed to assist the correct insertion of the specimens to be mounted. The leaves are 100 in number, and printed on one side only, on a very fine quality white card paper. They are movable, allowing re-arrangement or extension into two or more volumes, as may be desired at any future time. It is hardly necessary to point out the advantage of this; moreover, if a page becomes spoilt, it can be at once replaced. A handsomely arranged title is included. **An inspection is desired where possible.**

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considerable extent, and eliminates a number of chapters that would probably prove interesting reading. However, such poor details as remain shall be yours.

“ I question if a majority of your readers bore themselves with philatelic biographies, and those who do probably care little for the life of the man aside from his connexion with stamps ; but, since you ask for these things, here they are.

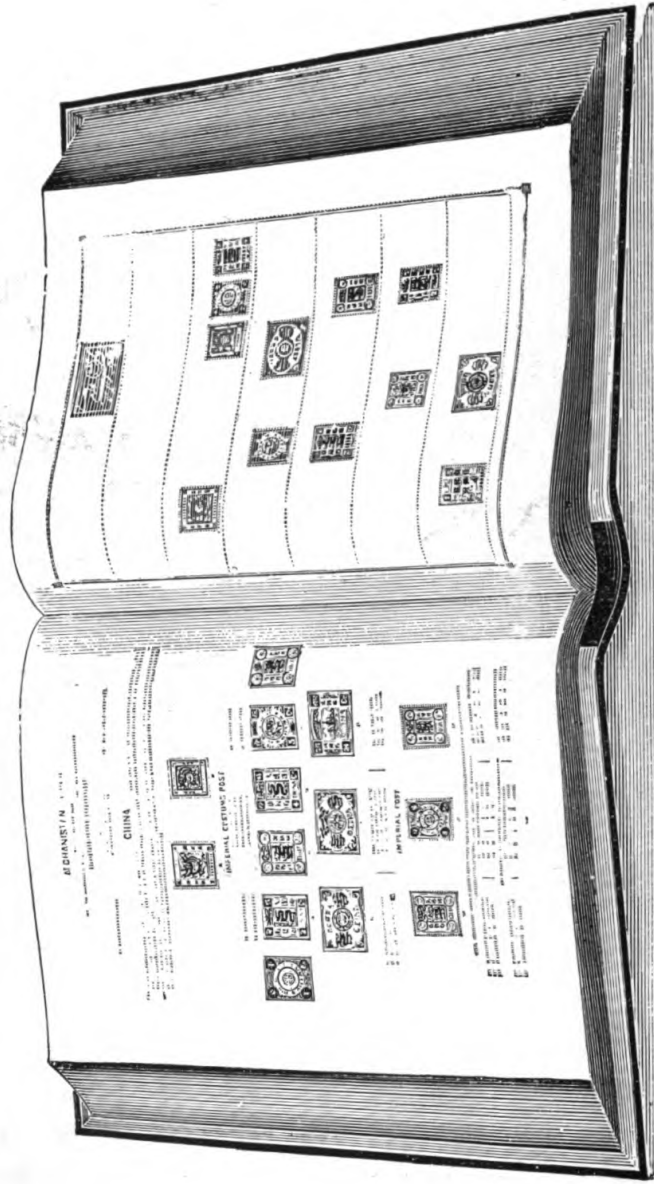


CORRESPONDENCE ROOM, NEW YORK

“ To begin at the beginning, I was duly born. Doubtless the fact that I am here would make it self-evident that I *was* born. This auspicious event took place on 16 November, 1860, at a most unreasonably early hour of the morning, as I am reliably informed. A lifelong aversion to early rising may possibly be traced to this circumstance. The event which led up to this ‘borning’ was the marriage of one Nicholas W. Luff, gentleman, of New York City, and Elizabeth Carman, spinster, daughter of Samuel Carman, of South Haven, Suffolk Co., New



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*(See next pages.)*

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York. Both families were of English descent, blessed with a comfortable amount of this world's goods, and socially prominent in their respective communities.

“I was born at the paternal home of my mother, possibly because my parents feared the influence of city life on one very young.

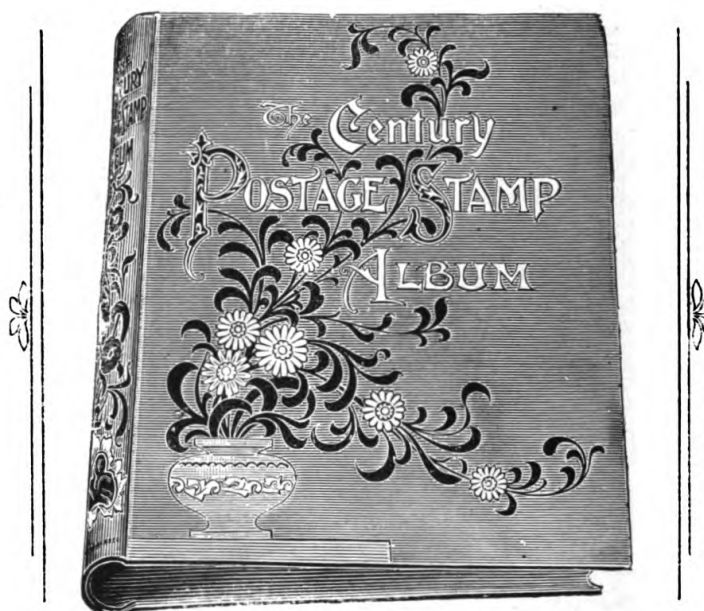


E. B. POWER LOOKING FOR A WATERMARK  
Henley-on-Thames, August, 1905

“My father died when I was four years old; my mother when I was eighteen.

“Like most Americans, my education began in the public schools, followed by private tuition for a period, and then four years at the Bridge Hampton Literary and Commercial Institute, preparatory to entering college. Unfortunately, near the end of this preparatory period, my last parent died, leaving me with a small fortune, of which the income was more than enough for my needs at that period. Having no friends or relatives sufficiently interested to advise me, I was left to my

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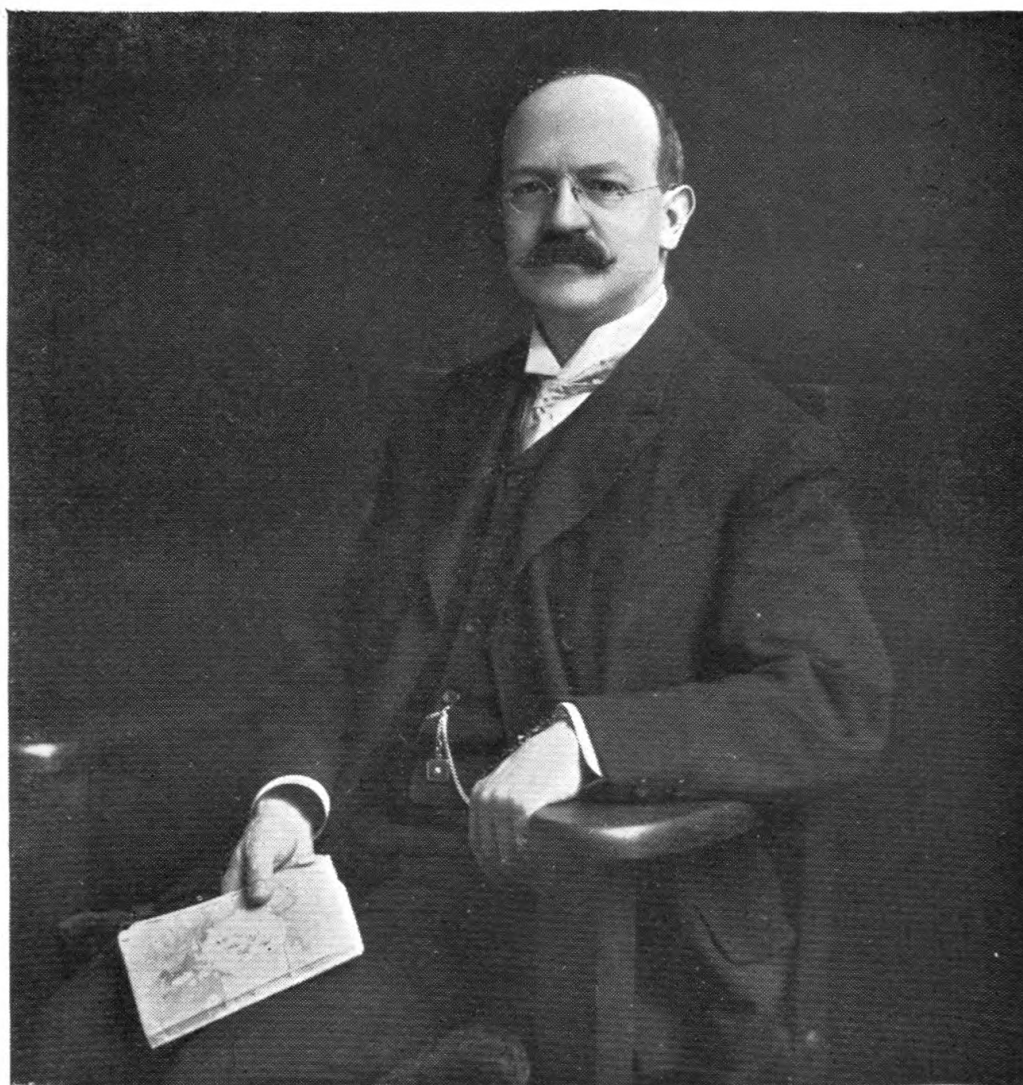
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own devices, and, to my subsequent regret, abandoned my proposed college course, and also the intent to study and practise medicine. I travelled for a year, and then, to



J. N. LUFF

stop the nagging of relatives, became a clerk in a wholesale millinery house in New York City, where I remained about two years.

“In the spring of 1882 I started ‘out West’ to make my fortune, in company with a friend, a very agreeable but quite

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 OF THE  
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The **Century Album** is printed on one side of the paper only, catalogue and illustrations on the left, and spaces to correspond on the right-hand pages.

All minor varieties of perforation, watermark, and type are omitted, and only such varieties are included as can be distinguished by the young Philatelist.

Space has been provided for some 18,000 stamps, and provision made for new issues by the insertion of numerous blank pages.

Two pages of watermarks, with list of countries in which they may be found, are also provided.

Among the chief alterations made in this the second edition of the Album may be noted the arrangement of the countries, which now follow in the same order as in the two parts of the current Catalogue—British Empire first, and Foreign Countries last.

In the previous edition, numbers were placed beneath the line to mark the vertical line of each stamp, corresponding to the numbers in the detailed description on the left-hand page. This method was found to have many objections in practice, and the new system now adopted, whereby compartments for every stamp are marked off by dots placed above the dotted lines, will, we believe, be much preferred and prove more convenient. In many countries, owing to the varying heights of the stamps, it is impracticable—with the limited space at disposal—to place them in the order in which they are set forth on the opposite page, but by taking a little trouble in finding the place, the collector should have no difficulty in properly placing his stamps.

Throughout the Album additional rows have been provided, as well as a large number of blank pages, for new issues. As it is impossible to forecast where new issues are most likely to appear, these extra pages should be sufficient for the collector's wants for a long time ahead. There are over 15,500 marked-off places for stamps, besides space to accommodate several hundreds in addition.

All new issues down to the time of going to press have been included, and most of them illustrated.

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impractical fellow. We finally brought up in the Santa Cruz Mountains of California and invested *my* money (the other fellow had only experience, and a pretty poor quality of that) in a vineyard and summer resort—as if either one were not sufficient of an undertaking. Incidentally we, in our ignorance and enthusiasm, paid more for the property than it was worth, even had it been in the flourishing condition in which it was represented to be, and which it was not. These interesting facts developed in a few months, and we then settled down to hard work and efforts to rid ourselves of our elephant, which was not even a white one. This took just eight years.

“About 1 January, 1889, I stumbled into stamp collecting, through reading advertisements in a magazine, and thinking it to be a simple and inexpensive amusement which would help me to pass rainy days and long winter evenings. From the beginning I took the fever in a severe form, and was soon as deeply engaged in the pursuit as my finances would permit.

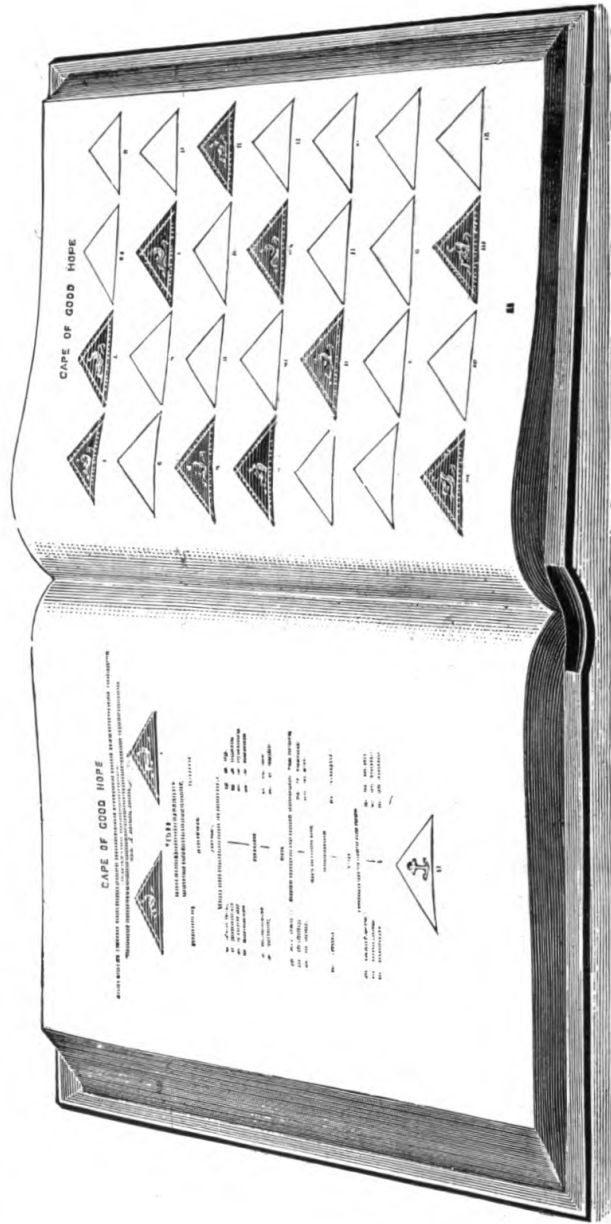
“In the spring of 1890 I at last succeeded in disposing of my mountain property, and went to San Francisco to live. A friend of mine was at that time manager of the Palace Hotel (well known to tourists throughout the world), and offered me a very good clerical position in that establishment. There I remained until the autumn of 1893.

“Soon after moving to San Francisco I was invited to join the Pacific Philatelic Society, which included in its membership many able and active philatelists. Its meetings were devoted to the study of stamps, and there was always a paper read or some subject discussed. We never met but that we learned something new. Those were the days when there were still things to learn about stamps, when everything had not been found out and boiled down into catalogue form. There were fields left to explore and countries to be studied, and we took the keenest delight in learning something new and imparting the knowledge to our friends. The labourer is worthy of his hire, and I think that we received the reward of our diligence in the bargains that we were able to pick up. Those were the days in which the man who knew might, with a little searching and expenditure of a few pence, secure stamps for which to-day

G



# British Africa Postage Stamp Album.



*(See next page.)*

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he would gladly pay pounds. I have had more than a few bargains myself, but I have earned them. At that time I had considerable leisure and a fair amount of ready money, and I lavished both on stamps. Had I not done so, I should never have secured the collection which I have to-day. I have never hesitated to sacrifice time, pleasure, and perhaps health, to the study of stamps. From the first I have taken and read all the best philatelic journals, and have followed up every hint they gave me. I have done original investigating, both that I might have subjects to write about and for the love of the thing. Friends have said to me, 'Why do you work nights? You don't get any thanks for it, or any more salary.' But I kept it up, to the detriment of my eyesight, I regret to say, but I feel that I have had my reward in the success that I have attained.

"In the summer of 1893 a chance remark in a letter to Mr. R. F. Albrecht, who was at that time established in New York City as a dealer in postage stamps, brought me an offer of a position with him, he having taken an agency for Stanley Gibbons, Ltd. As I had an inclination to return to my old home and be near my relatives and old friends, I accepted the offer, and on 16 October, 1893, joined Mr. Albrecht. After a few months we found that we were not suited to each other, and, by mutual agreement, on 2 April, 1894, I left him and entered the service of the Scott Stamp and Coin Co., where I remained eleven years. At first I was manager of the Approval Department, but gradually drifted into writing for the *American Journal of Philately*, and other work. After Mr. Henry Collin left the firm and returned to Europe, many of his duties devolved on me. I took up expert examinations, compiling (but not pricing) the *Standard Catalogue*, arranging auction sales, and similar work. On 1 July, 1901, I became editor of the *American Journal of Philately*, and on 1 October, 1903, I was elected President of the Scott Stamp and Coin Co., which positions I retained as long as I remained with that firm. On 1 March, 1905, I joined the forces of Stanley Gibbons, Inc., of New York.

"My especial lines of work for many years have been expert examinations and literary work. In pursuing the former line



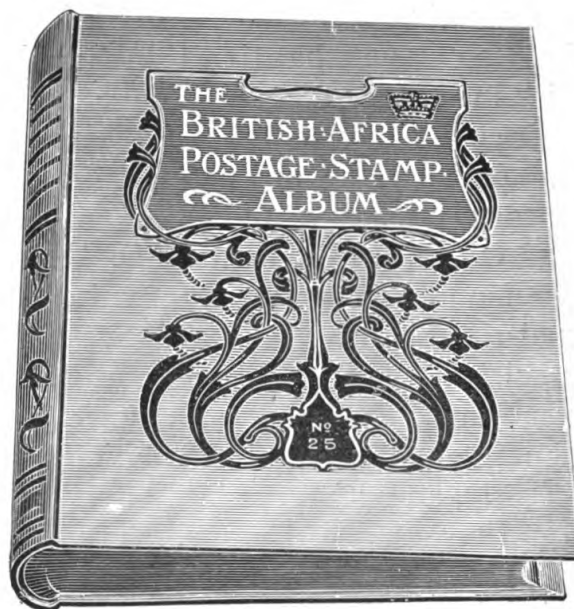
# BRITISH AFRICA

## Postage Stamp Album.

OWING to the fact that the war in South Africa has caused great attention to be drawn to the stamps of the British Possessions on that continent, and to the enormous increase in the number of collectors that has ensued from the issue of the War Provisionals in Mafeking, Bloemfontein, Pretoria, etc., we think this a good time at which to place before the public a new and very complete Album, designed for the British Possessions, etc., on the African Continent.

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I have gathered a library which includes all the leading books and journals published in English and French, and some in German. I have also a large collection of photographs ; a collection of forgeries ; collections of United States Local and Russian Rural stamps, which, though not complete, are very useful for comparison ; and a valuable accumulation of stamps for reference, consisting of surcharges, types, and varieties, which are essential for expert work and study. I have also an extensive collection of reprints, which ranks with the celebrated collection of Mr. C. J. Phillips, and also includes reprints of envelopes, post cards, and local stamps, which are not collected by Mr. Phillips. I regard this collection as one of my most useful assets.

“ I have written for the philatelic Press almost from the time I began collecting stamps. The bulk of my writings has appeared in the *American Journal of Philately*. My most important effort was the *Postage Stamps of the United States*. In writing that work I was greatly assisted by my very fine collection of United States stamps, which was one of the most elaborate and complete that has ever been gotten together. Having served its purpose and reached a point at which additions to it could only be made by very large expenditures, I reluctantly sold the collection to Stanley Gibbons, Ltd., and it has now been dispersed. I still retain my collections of Great Britain and Colonies, Hawaii, Samoa, and Eastern Asia. The collections are strong in shades, errors of surcharge and perforation, and include most stamps of a catalogue value of £20 and under. I confess to a special fondness for the old stamps of Shanghai and Japan. There is still much to be learned about these interesting old issues. They are free from the commercial taint which hangs about so many modern stamps, and they will well repay study by the specialist. My collection of the large rectangular stamps of the first issue of Shanghai is probably the finest in existence. It is not arranged in arbitrary groups, but in the order of the printings, so far as they can be determined by the evidence presented by the stamps themselves.

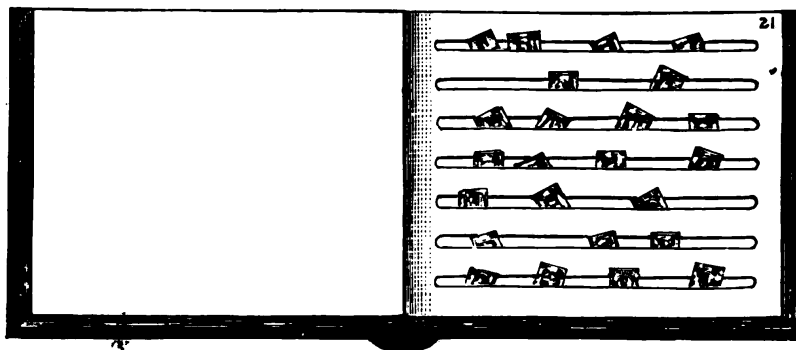
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and of several in other parts of the world. I have been President of the National Philatelic Society and the Philatelic Society, New York, and at present hold that office in the Collectors' Club.

“ We will now go to lunch.

“ Faithfully yours,

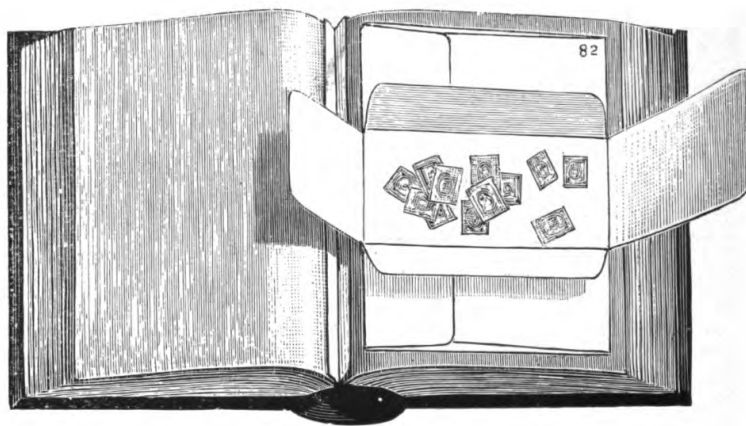
“ JOHN N. LUFF.”



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A NEW EDITION of this Album is published in response to numerous inquiries received from collectors at home and abroad. It is designed as a convenient means of keeping duplicate or superfluous stamps arranged for handy reference, more especially for exchange purposes. This improved edition is so arranged as to be suitable for either the general collector or the specialist. The arrangement of the book is that of a series of Pockets, numbered for reference, and securely attached to the leaves, on one side only. The Pockets are so made, that whilst on the one hand they can be quickly opened out flat, and their contents at once seen, there is less liability of any stamps being lost than if they were in ordinary envelopes. By means of the Index, immediate access to any particular stamp is at once ensured. The Publishers can strongly recommend this Album as an easy method of keeping duplicates classified, saving both time and trouble, and ready at hand at once when wanted. Size  $6\frac{1}{2} \times 9$  in.



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## CHAPTER XII

### PUBLICATION DEPARTMENT

AS some of our publications now date back for close on forty years, a brief account of them may be of interest.

Mr. Gibbons was one of the earliest of the older school of stamp dealers to recognize the importance of catalogues and albums in building up a general business, and since his retirement we have endeavoured to largely extend this branch.

So successful has this department become that we now reckon on annual sales of 30,000 catalogues and 50,000 albums, numbers that we hope to largely increase in the future.

The following are a few of our more important and well-known publications.

*The Priced Catalogue.*—This was commenced by Mr. Gibbons in Plymouth, and was at first issued as a monthly list at the price of 2d. each.

I have no record of the earliest number published, and the older lists were not dated nor numbered.

It is of real interest to see the prices of former days, and I quote a few from a catalogue before me that was issued in November, 1872.

*Bolivia.* 1868. 500 c., black, used, 10s., with a note stating, "Nine or eleven stars same price."

*British Columbia.* 2½d., pink, unused, 6d. ; used, 5d.

*British Columbia.* 10 c., pink and blue, unused, 1s. ; used, 9d.

*Canada.* 12d., black, unused, 10s.

*Cape of Good Hope.* Woodblocks. 1d., 3s. 6d. ; 4d., 3s. ; both used.

*Ceylon.* 1s. 9d., green, used, 2s. 6d.

*Great Britain.* 1d., black, unused, 1s. 6d., 1d. V.R., 40s. each.

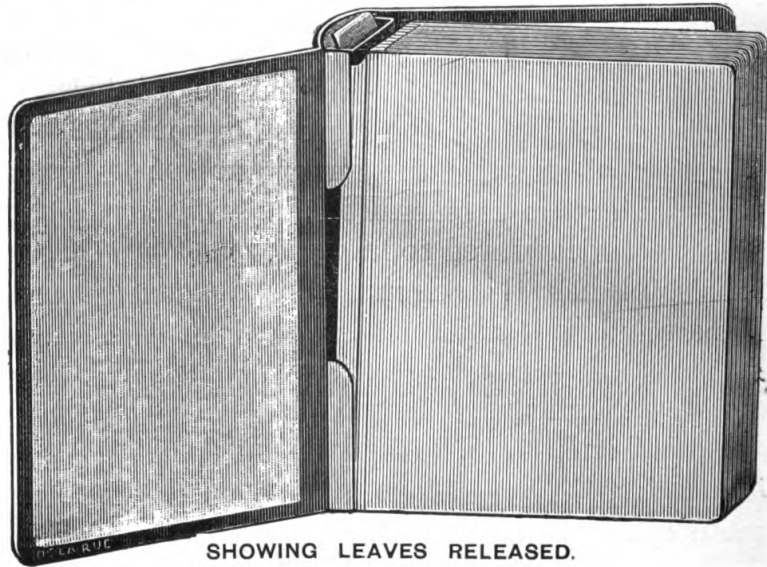
*India.* 1854. 4 annas, blue and red, 3d. each.

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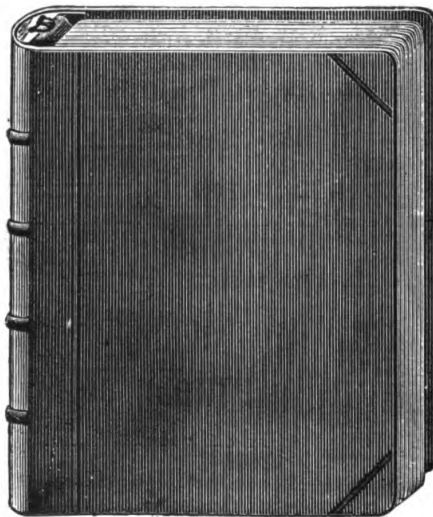
# The "G. H.-S." Album

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*With Patent Binding, whereby any or all  
of the leaves may be detached and re-  
placed in a few moments*    ❧    ❧    ❧



SHOWING LEAVES RELEASED.



SHOWING LEAVES SECURED.

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STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

*Newfoundland.* 1857. 1s., orange-red, used, 10s.

*New South Wales.* Sydney, 1*d.*, 2s. ; 2*d.*, 2s. ; 3*d.*, 1s. 6d.

*United States* 1869. 90 c., red and black unused, 6s. ; used, 1s.

*Western Australia.* 2*d.*, oct., chocolate, unused, 5s. ; used, 3s. 6d.

From 1879 to 1894 the catalogue was issued in an enlarged form and greatly extended. The catalogue proper was in one portion, and an appendix was supplied containing the illustrations in a separate volume, and the two parts could either be supplied separate or bound together. In this form the catalogue ran through nine editions, the last of which, in 1894, ran to 12,000 copies.

In September, 1895, with the *tenth edition*, it was decided that a radical alteration should be made in the form of the catalogue, and that it should in future be published in pocket form in one volume.

In order to avoid the immense labour and cost of resetting each edition, it was also decided that we should purchase our own type and keep the catalogue set up, so that future editions might be produced quicker and more economically.

The outlay for capital account on this edition was £680 16s. 9d., and this has been so largely added to in every edition since this date, that I calculate that over £2000 is now locked up in capital account on the catalogues alone.

This tenth edition in its new form was very successful, and the entire edition of 20,000 copies was exhausted in a little over a year.

The *eleventh edition* appeared early in 1897, and again great alterations took place.

The stamp catalogue was divided into two parts—Vol. I, *Great Britain and Colonies*, and Vol. II, *Foreign Countries*—and a third volume was issued for *Entires*.

The *twelfth edition* appeared in 1899, and was further altered by having the “Local Stamps” removed from Vols. I and II, and they were given in a separate volume called Part IV. This edition of the catalogue was 30,500.

The *thirteenth edition* appeared in February, 1900, and only the two volumes for postage stamps were now issued, as it was



## THE "G. H.-S." ALBUM.

**This Album** is the outcome of researches and experiments, by an experienced Philatelist, to obtain an Album that will combine all the essentials of a well-bound book, together with the advantages of detachable leaves, and having been thoroughly put to the test for the past five years, is now offered to Collectors as the

**Best and Cheapest Album obtainable!**

**The two illustrations** give general views of the Album, with the leaves released and secured, and it will be seen at a glance that the action of the patent fastening is simplicity itself, and is just the very thing wanted by Philatelists, especially by those who collect in an "advanced" style. Users of all other Albums, in which the leaves are secured by means of metal spikes, will recognise the boon of being able to remove or replace the whole of the leaves without the necessity of unthreading and rethreading them one by one. The fastening of this Album is, moreover, simple and *certain*, there being no such thing as thinking all is secure, and then finding the fastening has "not caught." Another immense advantage of this Album is that when opened out, the leaves lie perfectly flat and even.

**The following illustrations** give details of the Patent Binding:—

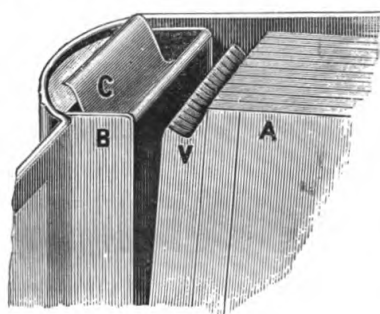


FIG. 1.

Fig. 1 represents the bracket open for the removal of the leaves, and Fig. 2 shows the same closed. **B** is a bracket fixed to the back of the book, and **C** is a V-shaped hinged stop, which, when pushed down into its proper position, is caught and held by the spring-catch **S**. A corresponding bracket, with a V-shaped stop (not hinged) fixed thereto, is attached to the back of the book at its lower extremity. The pages, which are linen-hinged at the back, are cut away at top and bottom to V-shape (**V**) so as to fit the V-shaped stops described above.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

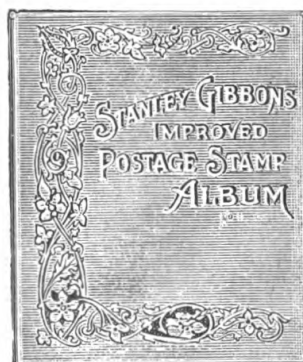
decided from this date to cease to import any more Local Stamps, or Envelopes, Post Cards, etc., and not to publish in future the portions of the catalogue relating to "Entires" or "Locals."

The *fourteenth edition* of the catalogue appeared in September, 1901, and with this edition we started an American catalogue, being an exact copy of the British one, but with the prices shown in dollars and cents, and with the illustrations of U.S. postage stamps omitted to comply with the American laws. This edition was 31,000 copies.

The *fifteenth* and *sixteenth* editions were on similar lines to the fourteenth, and appeared in 1903 and 1904 respectively.

The *seventeenth edition* appeared in 1905, and was chiefly noteworthy from the fact that the whole of the illustrations had been remade, and now appeared in the exact size of the stamps. To accommodate these new illustrations the books had to be increased about an inch in width and height.

*The Improved Postage Stamp Album, No. 0*—This is the leading—as it is the largest—one *shilling* album on the market.



It is essentially a beginner's album, and is as good value as anything we publish.

The book now contains 176 pages, and spaces for about 4700 stamps. At the head of each country there are illustrations of some of the more important stamps, and short historical and geographical notes, which are carefully brought up to date in each edition.

Fifty mixed common stamps are presented gratis with each

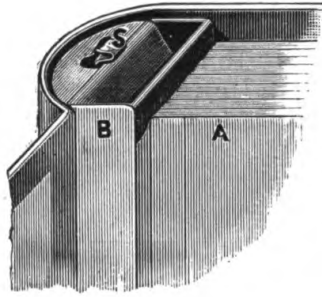


FIG. 2.

**Instructions for Use.**—**TO INSERT THE PAGES:** Push the spring-catch **S** back so as to release the upper **V-stop C** (Fig. 1), then knock the pages up so that the edges are even, and holding them firmly together, insert the lower edge of the backs into the bottom bracket, resting them on the fixed **V-stop**. Then insert the upper edge of the backs into the top bracket, and push the **V-stop** down into its proper position (as shown in Fig. 2), when it will be caught and held by the spring-catch. The pages will then be firmly held between the **V-stops** of the upper and lower brackets. **TO REMOVE THE PAGES:** Push back the spring-catch **S**; the hinged stop **C** will then fly up, and the pages **A** can be removed.

**The leaves,** which are linen-jointed, are made of the finest quality paper, and each leaf has a neat border line, with tablet space for name of country, or other information; the space inside the border being filled in with a semi-visible quadrillé network of lines, of a gauge carefully thought out and arranged for the most convenient disposition of the general run of stamps. This quadrillé network has also an addition in the shape of semi-visible indicators, showing the central and half-central lines, both vertically and horizontally, an advantage that will be readily appreciated by Collectors, who have hitherto had to count the lines to find the required positions. If preferred, we can supply the Album with perfectly plain leaves.

**This Album** is published in an upright shape and is of a medium size, so as to be handy and portable, and yet is designed to take almost as many stamps on a page as other Albums of a

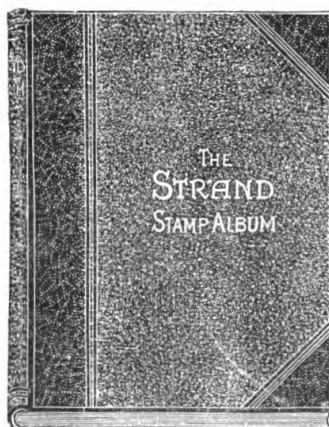
STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

book sold, and as the remains of old collections and approval sheets are mixed up with the common stamps, buyers often find quite a good variety in these packets.

From the following list of editions and quantities printed it will be seen that this book has been a great commercial success.

| EDITION   | DATE       | NO. PUBLISHED |
|-----------|------------|---------------|
| 1st . . . | 1891 . . . | 5,000         |
| 2nd . . . | 1892 . . . | 7,500         |
| 3rd . . . | 1893 . . . | 10,450        |
| 4th . . . | 1895 . . . | 11,500        |
| 5th . . . | 1896 . . . | 15,000        |
| 6th . . . | 1898 . . . | 16,700        |
| 7th . . . | 1900 . . . | 20,944        |
| 8th . . . | 1902 . . . | 25,000        |
| 9th . . . | 1905 . . . | 25,500        |

*The Strand Stamp Album.*—This album was specially designed for young collectors who require an upright album, and it has been a great success, and has a large sale.



This album is stocked in three styles, as follows :—

No. 14. 320 pages. Spaces for 8000 stamps. Price 2s. 6d.

No. 15. 400 pages. Spaces for 11,000 stamps, and with six *maps* specially printed for stamp collectors. Price 5s.

No. 16. As last, but specially bound in half morocco, very strong and serviceable. Price 8s. 6d.

much more cumbersome nature. Each book contains about eighty leaves, in addition to a frontispiece. The size of the leaves is  $10\frac{7}{8}$  inches deep by  $8\frac{7}{8}$  inches wide, irrespective of the linen joint. It is published in one quality, as described below; the leaves are backed with best Japanese silk tissue paper, which prevents all friction, and which admits of the Album being safely used for embossed stamps.

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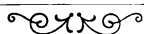
**PRICES.**

*Upright shape, bound whole padded morocco, gold lined, gold tooled extra, rounded corners, leaves of special hand-made paper with gilt edge, each leaf being backed with Japanese silk tissue paper, etc. etc., and fitted in a specially designed cloth-covered case, lined swan's-down . . . . .* **40/-**



The above can be supplied fitted with heavily gilt patent expanding lock and key, at 5/- extra.

Additional leaves supplied at 3/- per dozen.



**STANLEY GIBBONS, Ltd.,**  
**391, Strand, LONDON, W.C.**

The following editions and numbers have been printed :—

|                |       |        |           |      |
|----------------|-------|--------|-----------|------|
| 1st edition of | 5,000 | in     | December, | 1893 |
| 2nd            | „     | 5,250  | „         | 1895 |
| 3rd            | „     | 6,400  | „         | 1898 |
| 4th            | „     | 7,500  | „         | 1900 |
| 5th            | „     | 15,000 | „         | 1901 |
| 6th            | „     | 15,000 | „         | 1902 |
| 7th            | „     | 15,000 | „         | 1904 |

*The Improved Postage Stamp Album, oblong shape.*—No. 2, 3s. 6d. ; No. 3, 5s. ; No. 4, 7s. 6d.

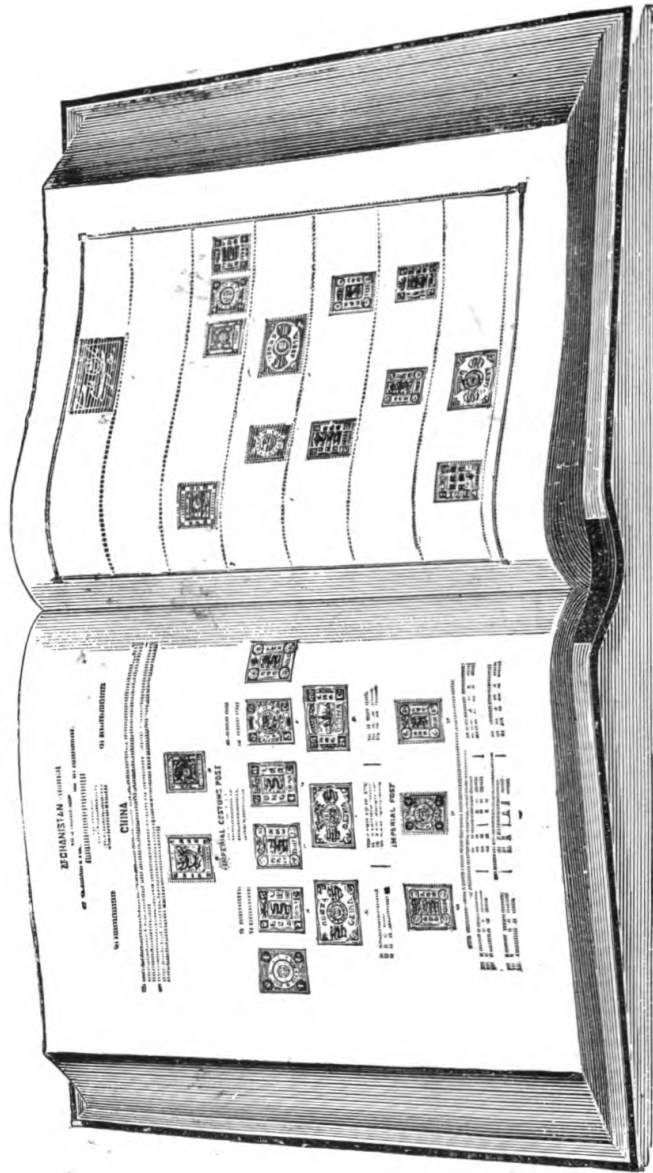


This is an album for the young collector, and I have no record as to when it was first published ; but a client tells me that he has a Third Edition which he purchased at our Plymouth house in 1872 ; the First Edition, must therefore date back to 1869 or 1870. The next edition of which I can find a record is the Ninth, which appeared in 1881.

|              |              |      |              |
|--------------|--------------|------|--------------|
| 1st edition, | 1869 or 1870 | —    | —            |
| 3rd          | „            | 1872 | — —          |
| 10th         | „            | 1884 | — —          |
| 11th         | „            | 1887 | — —          |
| 12th         | „            | 1891 | 3500 copies. |
| 13th         | „            | 1895 | 3500 „       |
| 14th         | „            | 1901 | 5000 „       |
| 15th         | „            | 1902 | 7500 „       |

These albums are illustrated with about six hundred cuts of stamps. They are oblong, and spaces of different sizes are provided for stamps. The size of the page is 10 by 7 $\frac{3}{4}$  inches.

H



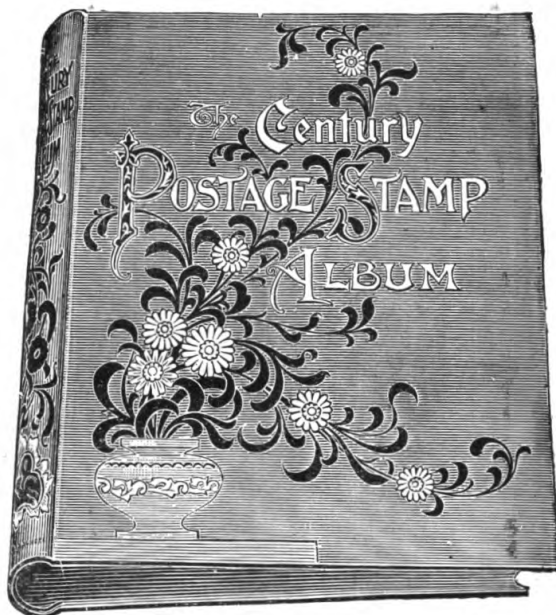
THE CENTURY ALBUM (OPEN)

STANLEY GIBBONS, LIMITED,  
 391, STRAND (Opposite Hotel Cecil), LONDON, W.C.



*The Century Album.*—This album was produced to meet a demand for a *spaced* album of the stamps of the world in one volume.

It has printed descriptions and illustrations of the stamps on the left-hand page, and spaces to correspond on the right-hand page.



All minor varieties are omitted, and only such stamps are listed as can be easily placed by the young collector.

Spaces are provided for 18,000 stamps.

A first edition of 8000 appeared in 1900.

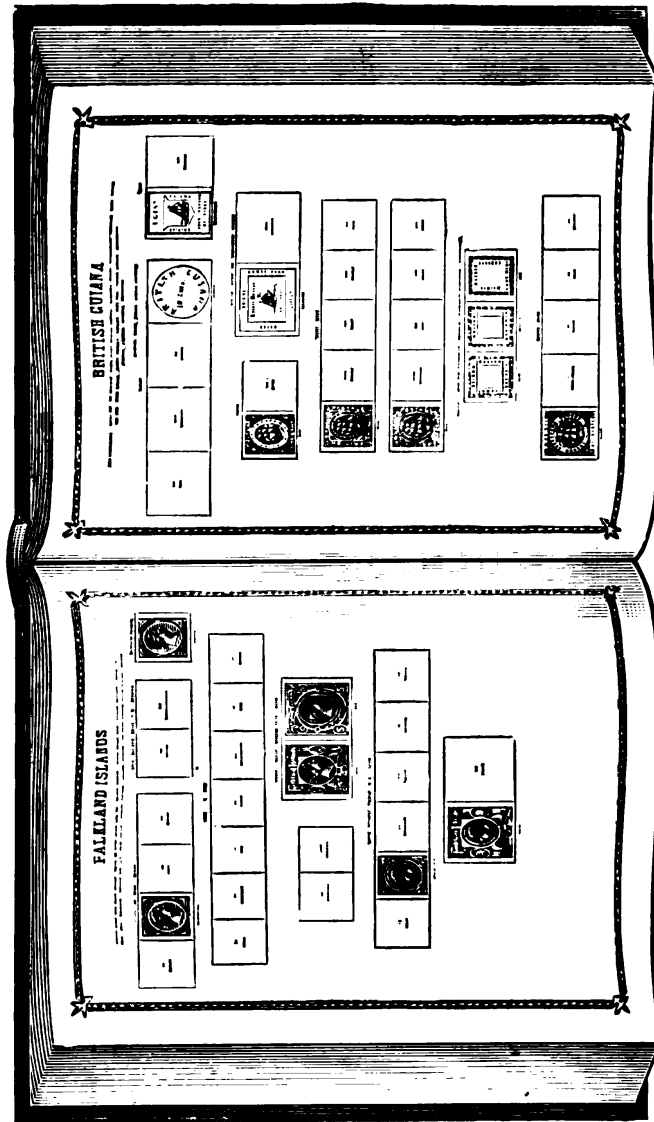
A second edition of 5000 appeared in September, 1903.

*The Ideal Album.*—This is an entirely new album that we have just prepared at great expense.

Hitherto British collectors have had to buy books of German make if they wanted the postage stamps of all the world in one volume at the price of ten shillings, and with spaces of the proper size for each stamp ; but we have had so many inquiries for such an album that we decided to try to produce one to sell at this price.

It is essential that an album of this description should be in one volume, and in order to make this possible we have had





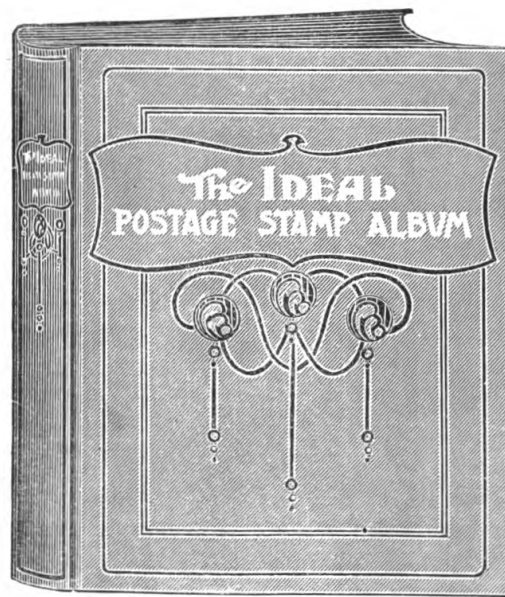
THE IDEAL ALBUM (OPEN)

STANLEY GIBBONS, LIMITED,  
 391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

to print it upon both sides of the paper, and to rigidly cut down varieties.

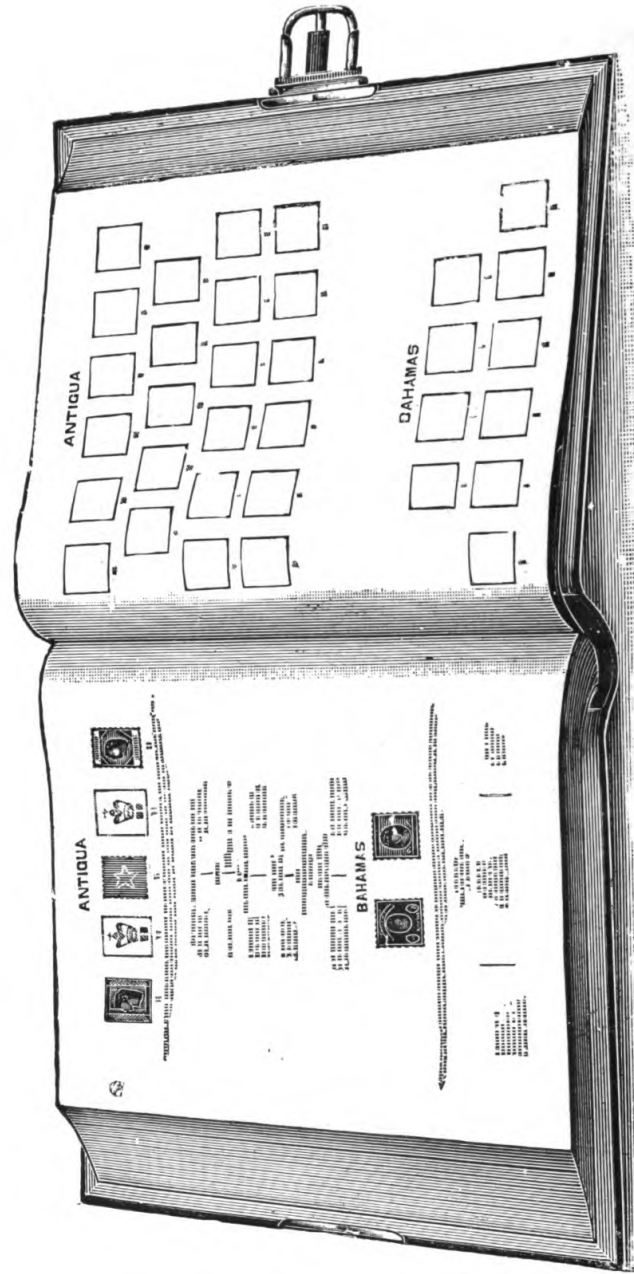
With the aim before us of producing a book to suit the great bulk of *general* collectors, we have, after much consideration, decided to limit the Ideal Album to the *Postage Stamps of the World*, and to omit all such varieties as Postal Fiscals, Official or Service Stamps, Postage Due or Unpaid Letter Stamps, etc. etc.

This album is *arranged strictly alphabetically* : thus Vathy will be found under the V's, and not in French Consular Offices ; Aitutaki under the A's, and not after New Zealand, etc. etc.



In order that the beginner may not have any trouble in arranging his stamps in this album, we have made a complete set of illustrations of all the stamps in the *full actual size*, an important point in arranging the stamps correctly.

About 600 pages. Size,  $9\frac{1}{4}$  by  $11\frac{3}{4}$  inches, royal 4to. Plenty of room left for new issues. New issues included up to February, 1906. 200 postage stamps, all different, presented free with each Ideal Album. On the inside of the front cover there is a permanent linen pocket for duplicates, and in this pocket the above packet of stamps will be placed in the first 4000 Ideal Albums.



THE IMPERIAL ALBUM (OPEN)

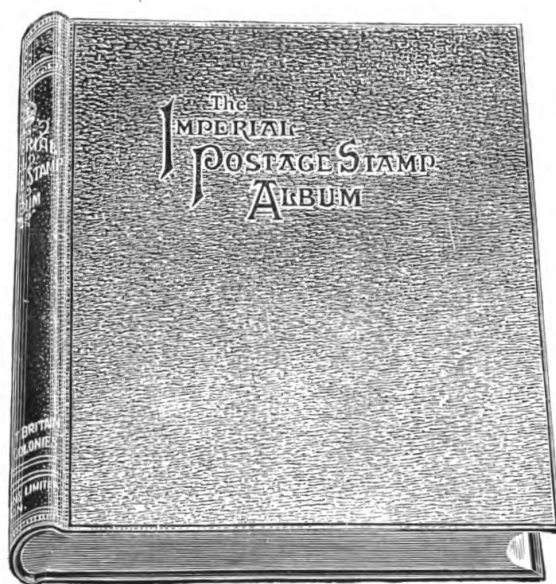
STANLEY GIBBONS, LIMITED,  
 391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

The first edition was published in March, 1906, and consists of 4000 albums.

Price, 10s. 9d., post-free ; or interleaved and better binding, 15s. 9d., post-free.

*The Imperial Album.*—This is, beyond all doubt, the best known and most popular stamp album in the world.

The earliest records I can find are of the third edition, which appeared in 1876, and I think it probable that the first edition was about 1870, so that this album has now been established for about thirty-six years.



The books were designed and edited for many years by Mr. E. S. Gibbons. About 1891 Major E. B. Evans kindly prepared an edition ; and since 1894 until the time of his death Mr. Gordon Smith had sole charge of these albums.

From 1870 to 1880 the Imperial was in one volume.

From 1880 to 1897 two volumes were used, the first for Europe and Asia, the second for the rest of the world.

In 1898 the volumes were divided into :—

Vol. I. Postage Stamps of Great Britain and Colonies.

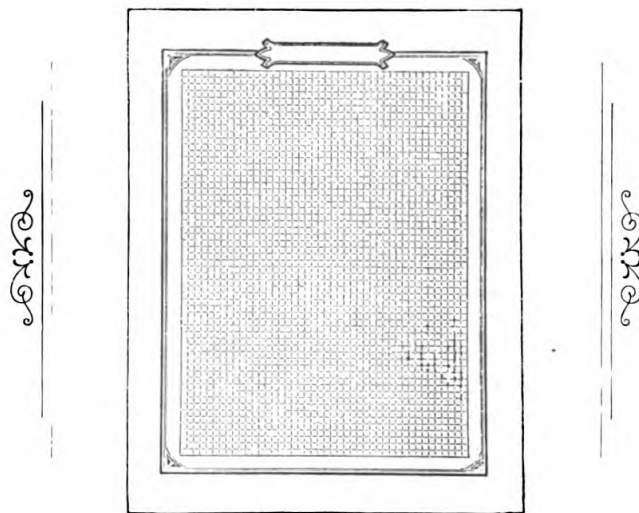
Vol. II. Postage Stamps of the rest of the world.

# BLANK ALBUM

## For Postage Stamps.

THESE Albums are specially designed for those Collectors who desire a Blank Album without going to the expense of the movable-leaf Albums, such as the Oriel or Philatelic.

The leaves are of **heavy white plate paper** with a neat border of neutral grey, with a quadrillé background inside the grey border, and name space at the top of each page as illustrated, printed on one side of leaf only.



Strongly bound in cloth, bevelled boards, gold lines on front of cover, lettered on back "Postage Stamps," with blank panel above and below, in which particulars of contents can be inserted, gilt edges.

**No. 31.**—Bound in three colours, red, blue, or green, 100 leaves,  $9\frac{1}{2} \times 7\frac{1}{2}$ , price **7/6**; post-free, **8/=**; abroad, **8/9**.

**No. 32.**—Bound in two colours, marone or dark green, 150 leaves,  $11\frac{1}{8} \times 8\frac{1}{2}$ , price **10/6**; post-free, **11/3**; abroad, **12/3**. (See next page.)

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

And two extra volumes were issued :—

Vol. III. Local Stamps.

Vol. IV. Envelopes and Wrappers (cut square).

In 1903 the Imperial had to be divided into three volumes, viz. :—

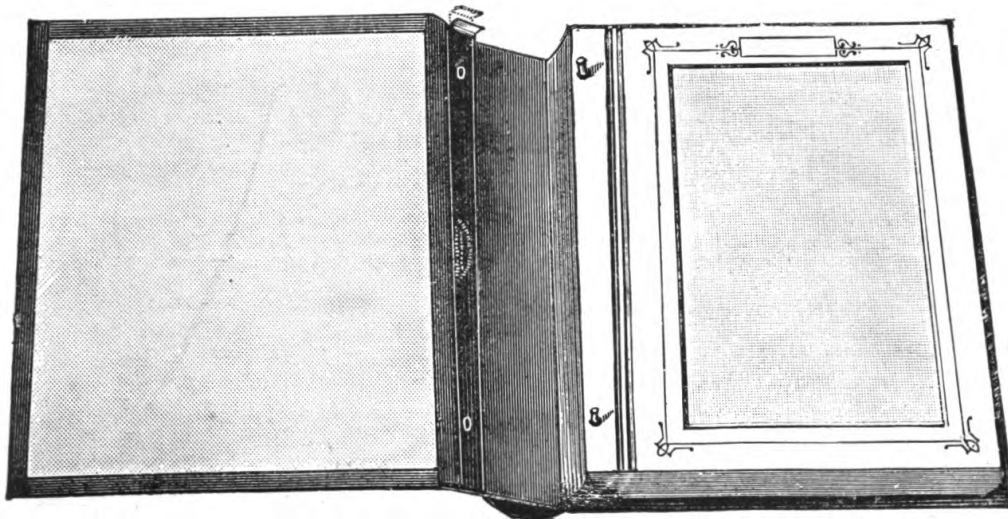
Vol. I. Stamps of the British Empire.

Vol. II. Stamps of Europe and Colonies of European States.

Vol. III. Foreign Countries.

The following editions have appeared :—

| EDITION.      | DATE.      | NO. PRINTED. |
|---------------|------------|--------------|
| 1st and 2nd . | 1870-75    | —            |
| 3rd . . .     | 1876 . . . | —            |
| 4th . . .     | 1881 . . . | —            |
| 5th . . .     | 1885 . . . | —            |
| 6th . . .     | 1891 . . . | 5,200        |
| 7th . . .     | 1893 . . . | 6,500        |
| 8th . . .     | 1898 . . . | 13,750       |
| 9th . . .     | 1901 . . . | 14,800       |
| 10th . . .    | 1903 . . . | 18,200       |



*Blank Albums with Movable Leaves for advanced Collectors.*—  
For nearly thirty years many of our greatest and most advanced collectors have used blank albums with movable leaves,

NO MORE DAMAGED STAMPS.

ALL FRICTION PREVENTED.

## A SEPARATE EDITION of the PHILATELIC ALBUM

HAS, in compliance with the desire of many collectors, been published, and is now offered as pre-eminently the best adapted to meet the wishes of a large section of advanced Philatelists. The arrangement of the cover of this Album, as far as regards the liberation of the leaves, is practically the same as class A and B of the current edition. It is in the leaves themselves the main differences will be found. They are manufactured of a specially selected cardboard of a granulated tint, with a raised marginal border, the central or sunken portion intended for the reception of the specimens being overprinted with a semi-visible network of quadrillé dotted lines as in the other edition. The main advantage of this plan is that all abrasion is obviated, rendering the Album peculiarly adaptable where the care of the specimens is of the first consideration.

It is adapted to contain about 1500 Stamps, is of a similar size to Class A and B, and can be used in unison with them if desired.

This Album contains 30 leaves, and weighs 11 lbs.

C.—**Handsomely bound** in full Russia leather, rounded corners, gilt edges, improved double-action expanding lock and key, packed in a box, £5; or £5 1s. od. by parcel post.

## A SMALLER SUNK MOUNT ALBUM

Has also been prepared to match E, as described above.

THE most recent requirements of the advanced Philatelist are met by this new edition. As far as practicable all the suggestions of the best authorities have been adopted, and we have no hesitation in placing this book on the market as an ideal Album, confident that the specialist and general collector alike will find careful provision made for the preservation of his gems.

The leaves are of the latest approved size, with a narrow border  $1\frac{1}{4}$  in. at top and bottom, and  $1\frac{1}{4}$  in. at the sides. The body of the leaf is sunk, the sunk portion measuring  $8\frac{1}{2} \times 6$  in., and is ruled with very faint quadrillé lines, to aid in accurately placing the specimens. Each leaf has a sheet of Jap. tissue paper stuck down the back edge to further aid in protecting the stamps from friction. It is scarcely possible to overstate the amount of injury by friction which is prevented by this ingenious method for preserving such stamps as British Guiana 1853, Portugal Azores, early Natal, etc.

This Album contains 30 leaves. Size,  $11\frac{1}{2} \times 9\frac{1}{2}$ , and weight 7 lbs.

D.—**Handsomely bound** in half marone morocco, with cloth protecting case, each book containing 30 leaves, 50/- or, 51/- by parcel post.

## SPARE BLANK LINEN-JOINTED LEAVES

Can be had for the above Five Albums, at the following rates, post-free:

|        |                                                   |                         |   |   |   |   |   |   |   |                  |                 |
|--------|---------------------------------------------------|-------------------------|---|---|---|---|---|---|---|------------------|-----------------|
| For A. | Size, $12\frac{1}{2} \times 10\frac{1}{2}$ inches | .                       | . | . | . | . | . | . | . | $1/9$ per dozen. | $12/6$ per 100. |
| „ B.   | „ $12\frac{1}{2} \times 10\frac{1}{2}$ „          | Gilt edges              | . | . | . | . | . | . | . | $2/3$ „          | $15/6$ „        |
| „ E.   | „ $11 \times 9\frac{1}{2}$ „                      | .                       | . | . | . | . | . | . | . | $1/9$ „          | $12/6$ „        |
| „ C.   | „ $12\frac{1}{2} \times 10\frac{1}{2}$ „          | Sunk Mounts, gilt edges | . | . | . | . | . | . | . | $7/7$ „          | $50/-$ „        |
| „ D.   | „ $11\frac{1}{2} \times 9\frac{1}{2}$ „           | „                       | „ | . | . | . | . | . | . | $10/-$ „         | $70/-$ „        |

NOTE.—The sizes of the leaves are from the extreme edges. The rates for parcel post are for Great Britain only. If to be sent abroad 2/- extra should be sent for a wooden box, and the books will be sent carriage forward. The leaves of B and C, or E and D, are not interchangeable.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

so that they could arrange their treasures as they wished, and not be tied down to certain spaces, as in the simpler album.

Probably the oldest and one of the best known of these books is *The Philatelic Album*, introduced by Mr. Stanley Gibbons about 1880, since which time many thousands have been sold.

These albums are now stocked in five different varieties; three of these have 100 leaves each of very fine quality white card paper, and the other two have the body of the leaf sunk in and a raised mount all round, thus protecting the stamps from all friction.

*The Oriel Album* is another blank album which we introduced about 1891, and of which many thousands have been sold all over the world.

This is also an album with movable leaves, but made of the best hand-made paper, and each leaf is backed with fine Japanese tissue paper, so as to prevent all friction. Each album is contained in a cloth drop-in case lined in lamb's-wool, thus keeping out all dust.

Quite a number of our clients have over 100 blank albums, and at least two have upwards of 200.

*Blank Album with Fixed Leaves for Postage Stamps.*—This album has been specially designed for those collectors who either commence a collection with the postage stamps of King Edward VII, or who collect these stamps as a supplement to a general collection.

*The King's Own Album* contains 100 pages of heavy white plate paper outlined with a neat border of neutral grey, with quadrillé background inside the grey border, and name space at the top of each page.

The size of the leaves is  $7\frac{1}{2}$  by  $9\frac{1}{2}$  inches. This album was introduced in 1904, and already nearly 2000 have been sold.

In response to the demand for *cheap* blank albums, we have produced two different ones with fixed leaves which will be found of great use to those who wish to collect pairs, blocks of four, corner numbers, stamps on letters, etc. etc.

Blank Album No. 31 has 100 leaves, size  $9\frac{1}{2}$  by  $7\frac{1}{2}$  inches, and is sold at 8s. post-free. Blank Album No. 32 has 150 leaves, size  $11\frac{1}{8}$  by  $8\frac{1}{2}$  inches, price 11s. 3d. post-free.

This latter album, being similar in size and get-up to the



# THE ORIEL POSTAGE STAMP ALBUM.

THIS ALBUM was based on a special order from Mr. M. P. CASTLE, Vice-President of the Philatelic Society of London, to whom we have supplied eighty of these books, and to whom reference is kindly permitted. It has met with an unusually favourable reception from those Collectors who have used it, and on account of its general adaptability, it has undoubtedly taken a front rank in this class of publication. Amongst its numerous advantages, one especially may be named, and that is, its convenient size, rendering it extremely portable, and suitable for attending Philatelic meetings, etc.

To those Philatelists who are unable to personally inspect same at our Establishment, a brief description will be acceptable :—

Each Album contains 50 detachable leaves of the best hand-made paper, faced with Japanese tissue paper, so as to prevent all friction, and is bound in half red morocco, with cloth sides finished in gold. A space on the back of the cover is left plain, so that a Collector can have his books lettered or numbered to show the contents. Each Album is contained in a cloth drop-in case lined with lamb's-wool. The leaves, unless specially ordered, are supplied perfectly blank, without any lined border or background, but if desired special leaves can be supplied with a fine quadrillé background, as supplied to the other Philatelic Albums of this form. Exact size of leaves from the outside edges, 10 inches by 10½; available for mounting stamps, 8½ inches by 10½.

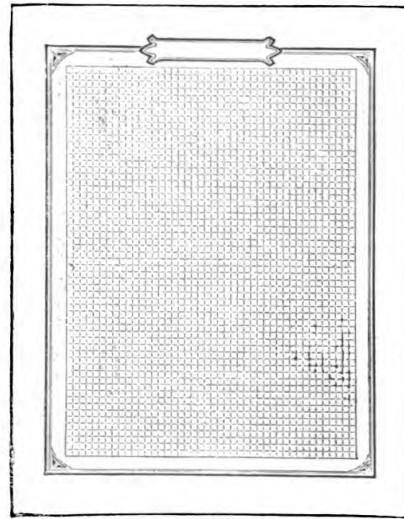
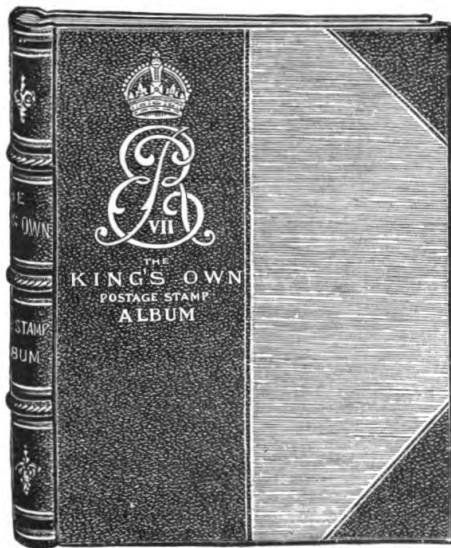
**The price of the Album is 30/-; post-free, 30/7 (abroad extra).**

The Leaves, either plain or with quadrillé background, can be supplied at the price of 4/6 per dozen, or 32/6 per 100.

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Imperial Album, is largely used for new issues as a supplement to that album.



BLANK ALBUM No. 31

*Duplicate and Stock Albums.*—We publish several albums of this class; the smaller ones are much used by collectors as pocket-books to carry about loose stamps for exchange, or to hold stamps they may purchase in their walks abroad.

The larger books are sold largely to dealers to arrange loose stock in, and many collectors also use them to hold unsorted stamps and duplicates.

The following are the best-known of these books :—

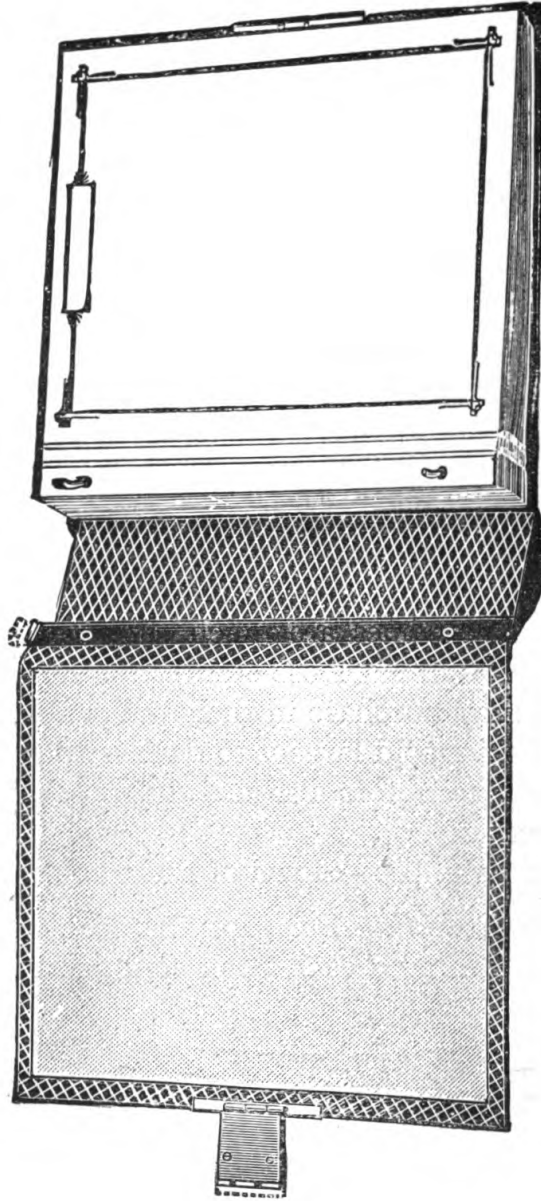
*The Philatelist's Collecting Book* for the coat pocket. The size is  $6\frac{1}{2}$  by  $4\frac{1}{2}$  inches, and each book contains twelve pages,



with strip of linen fixed at the bottom edge and forming receptacles for loose stamps.

We also publish a larger size of this book, containing twenty-four pages, and measuring 8 by  $6\frac{1}{2}$  inches.

## THE PHILATELIC ALBUMS A TO E.

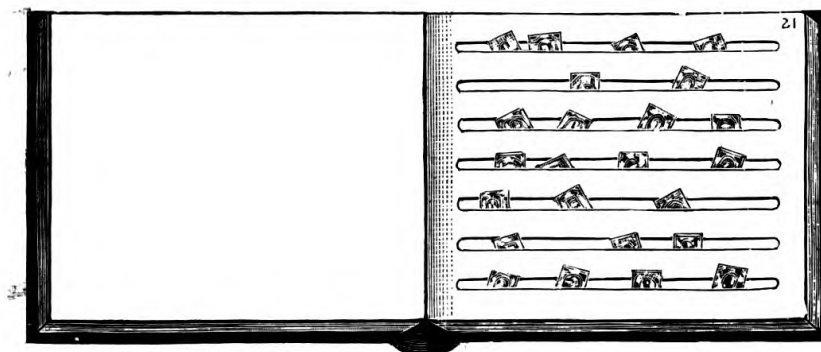


*As described on pages 90 and 122.*

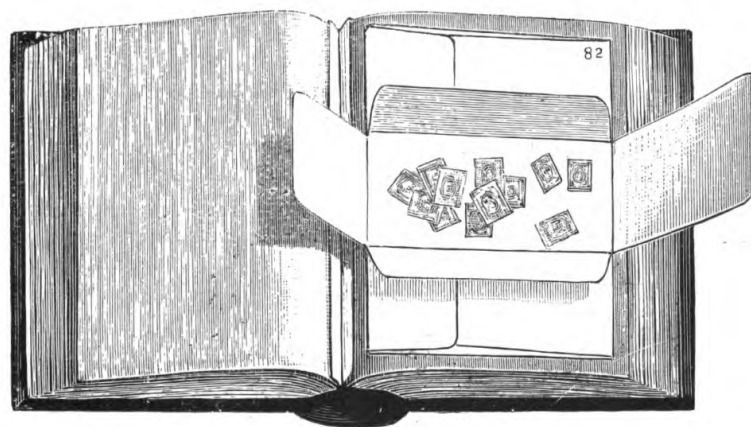
**The "ORIEL" Albums are of a similar style, but more portable and in a superior binding. See page 124.**

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*Stock Album.* This is  $10\frac{1}{2}$  by  $8\frac{1}{2}$  inches, and contains sixty leaves, each leaf having seven horizontal slits across the page. Both dealers and collectors make great use of these albums, and they are quite blank and contain no printing of any kind.



*Duplicate Stamp Album.*—This book is  $6\frac{1}{2}$  by 9 inches, and the arrangement is that of a series of pockets, numbered for reference, and securely attached to the leaves, on one side only. The pockets are made so that they can be opened out flat and the contents easily inspected. This is a very handy method



of keeping stamps in groups or countries ready for insertion in the albums when time permits.

This album is sold in two sizes, one of which has 72 pockets, and the other 144 pockets.

*The Stanley Gibbons Philatelic Handbooks.*—Some fifteen years ago we planned out a scheme for issuing a set of hand-

# £30,000 COLLECTION OF EUROPEAN STAMPS.

WE have very much pleasure in announcing that we have purchased the celebrated Collection of European Stamps formed by Mr. W. W. Mann. This collection, as is well known, includes the magnificent collection formed by Mr. M. P. Castle between the years 1890 and 1900, and the whole collection is contained in about Eighty Oriel Albums, packed full. Every country of Europe is highly specialized, and in every country we find even the rare stamps, in all varieties of shade, perforation, watermark, type, and in singles, pairs, blocks of four, and in many cases in full sheets.

*The great bulk of the stamps are unused, in mint condition, and this collection is beyond doubt the most perfect specialized collection, as well as the most valuable collection, of postage stamps that has ever been sold.*

## AUSTRIA.

**1850.** No less than 198 unused stamps in this interesting first issue. Amongst these we draw attention to blocks of eight and twenty of the 9 kr., blue, block of nine of the 6 kr., red-brown, a unique block of eight of the 3 kr., red, with four crosses attached. Stamps with crosses joined are now practically unobtainable unused. This issue is divided into four different classes of paper and all are strongly represented by matchless mint copies.

**1858.** The chief things in this issue are three unused copies of the rare 2 kr., orange, unused and fine.

**1867-77.** A strong lot of this issue, divided into sets with coarse and fine whiskers. The rare varieties of the perforations are strongly represented, also a number of stamps part perf. and bisected stamps, used on letters, and the rare varieties in small perforations.

**1890-91.** This is exceptionally strong in varieties of perforation, single and compound, and also shows a large number of errors, such as corner figures omitted, figures printed on the back, pairs part perf., etc. etc. The Newspaper stamps are a good lot. Amongst them we draw attention to the 6 kr., bright orange, unused, and the dull yellow, three unused and three used; 6 kr., red, superb copy, unused; 30 kr., rose, brilliant copy, unused, and four used.

## AUSTRIAN ITALY (Lombardy).

**1850 Issue.** In this first issue, which is rapidly becoming so scarce in mint condition, there are no less than 167 unused stamps in superb shades. Included in these there are thirteen specimens of the very rare 45 centes., blue, in the various types, and any number of blocks of the other values.

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books, under the above general title, from time to time as we could secure the best philatelic writers on the different subjects.

We wished these books, as far as possible, to be the most complete and exhaustive history of the stamps of each country, and even those issued ten to twelve years ago are still recognized as the chief and most reliable books on the countries with which they deal.

These books are published at prices which practically only just repay the heavy costs of authors' fees, printing, plates, and binding, but I must say that their sale is not so large as I could wish.

Each book as issued sells well for a few months until 300 or 400 copies have gone, and all the chief societies, collectors of philatelic literature, and specialists are supplied; but the general run of collectors seem too busy to buy and read such books. However, I am sure that they make a great mistake; there are many minor little things in every country that do not get into the priced catalogue, and a collector who will study such books as these will very soon be able, by his greater knowledge, to pick up bargains that his less well-read friends will know nothing about. The really first-class collectors recognize this, and read all they can about their pet countries, and are well repaid by so doing.

The first of these books that we issued was *Portuguese India*, which appeared in 1893, and was compiled by the late Mr. Gilbert Harrison and Lieut. F. H. Napier.

This work will be found of great use to collectors of the early issues of this interesting and difficult country. The types are all well illustrated, and the differences between the issues clearly defined.

The next book was entitled *South Australia*, issued in 1894, and written by Lieut. F. H. Napier and the late Mr. Gordon Smith.

This work simplified the collecting of these most interesting stamps to a wonderful degree, and properly classified the numerous printings and perforations. The history and reference lists of the little-known Departmental stamps were also thoroughly elucidated.

**£30,000 Collection of European Stamps—continued.**

**HUNGARY.**

**1871, Lithographed Issue.** In this there are a number of pages of superb unused copies in matchless shades, including singles, pairs, and blocks, altogether 95 specimens unused of this issue alone.

The later issues of Hungary are very strong, both in rare perforations, in errors, and in retouches.

**FRANCE.**

This country is exceedingly fine. It occupies four volumes, and is, no doubt, one of the choicest portions of the collection. The numerous shades of all the issues are represented by a large number of blocks, strips, and single specimens. Among the rare things we will just note as follows :—

**1849-50 Issue.** 1 franc, orange-vermilion, two originals, unused, with gum ; a Vervelle pair, unused, no gum ; two single stamps, used ; orange-brown, almost as rare as the orange-vermilion, two superb specimens unused, with gum, and one used, lightly cancelled. In the ordinary 1 franc in carmine and carmine-rose there are a block of four, two pairs, and eleven single specimens, showing all shades. The whole of this first issue is extremely strong, but we would draw attention to the 25 c., blue. There are some wonderful blocks and pairs in the different shades and splendid specimens of the 20 c., very pale blue, a very rare stamp in a mint condition. In the 15 c., green, of the same issue, we note, unused with gum, blocks of four and six, a strip of three, and eight single specimens from dark to pale green. In the *tête-bêche* of this issue there are a block of six and a pair of the 20 c., black, and a pair and strip of three of the 10 c., bistre ; an unused pair and two used pairs of the 25 c., dull blue, and a fine strip of three of the 1 franc, carmine.

**1858 Issue.** A pair, strip of three, and four singles of the rare 10 c. Three blocks of four and a block of six, with single specimens of the 25 c.

**1853-60 Issue.** The 10 c. are unusually strong, occupying no less than five pages and showing a magnificent range of shades from the rare first colours, printed in the colours of the 10 c. Presidency, and running through from the palest yellow-buffs to the darkest brown colours, that it is almost impossible to describe without seeing them. In the 1 franc there are a quantity of single specimens, pairs and blocks, and a very rare piece is the original 1 franc, *tête-bêche*, unused, and a used pair. In the 20 c., blue, of this issue there are some extremely rare shades, including several of the pale sky blue, a stamp that is seldom to be found. The 80 c. are represented by several pages, including about 50 specimens. Amongst them there are three pairs of the 80 c., *tête-bêche*, in different shades, and a remarkable pair of the 80 c., rose, printed on very rose paper.

Following this issue we have in **1861** several pages of the scarce private perforations both of the La Susse and the private roulettes that were used in the different towns. In the *têtes-bêches* there are two pairs unused and a pair used of the 80 c., rose, and a number of the 20 c., blue.

The **1870 Issue** of Bordeaux are extremely fine, there being several pages of the 20 c., blue, in all types, including a number with gum of the rare type 1. The shades of the 40 c., from the scarlet to pale yellow-orange, are also extremely fine.

In the **1870** perforated there is about half a sheet of the 4 c., grey, containing *tête-bêche* variety in the second row, and they are interesting and rare in this form. The *têtes-bêches* of the December issue of 1870 are very strong, and contain nearly twenty specimens.

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There are three full-sized plates of illustrations, showing the six types of surcharges used on the rod. stamps, etc.

*Shanghai*, by Mr. W. B. Thornhill, was issued in 1895, and no less than eight full-page illustrations are given, showing the varieties of the early issues, etc.

*St. Vincent*, by Lieut. F. H. Napier and Mr. E. D. Bacon, was issued in 1895, and groups correctly, for the first time, the perforations, and contains a mass of useful information.

*Barbados*, by Mr. E. D. Bacon and Lieut. F. H. Napier, appeared in 1896, and has three full pages of autotype illustrations and full lists of all the Perkins Bacon & Co. stamps, and also correct illustrations of the different star-watermarked papers.

*Reprints*, by Mr. E. D. Bacon, was issued in 1899, and will be found of the greatest value as a standard work of reference in all cases of doubt and obscurity appertaining to reprints and stamps of a similar kind, such as official imitations of obsolete stamps and special printings, etc.

*Grenada*, by Mr. E. D. Bacon and Lieut. F. H. Napier, appeared in 1902, and is one of the most important handbooks we have published, as it gives not only a complete history of the stamps of Grenada, but also a full and reliable account of all the stamps that have been perforated by Messrs. Perkins Bacon & Co.

*Sicily*, by Dr. Emilio Diena, issued in 1904, is the largest and most important handbook we have issued, and gives the fullest particulars about the stamps, retouches, plates, essays, postmarks, etc. This work is superbly illustrated by means of twenty full-page autotype plates.

*Album Weeds*, by the Rev. R. B. Earée, is in two volumes. The first volume contains from Afghanistan to Luxemburg, and was published in December, 1905.

This work is an absolute necessity to the careful collector who is anxious to ensure the absence of forgeries from his collection.

Mr. Earée accurately and most carefully describes all forgeries known to him, and indicates how they may be detected from the genuine stamps.



### £30,000 Collection of European Stamps—*continued.*

#### FRANCE—*continued.*

In the **1872** there are three pairs of the 10c., bistre and rose, containing the error, and a single specimen.

In the **1876**, type 1, there are a quantity of shades of every stamp, and the whole of the issues are strongly represented.

#### THURN AND TAXIS.

The rare **Issues of 1852-8**, both in the Northern and Southern Districts, are very strong. These stamps, as advanced collectors well know, are extremely scarce with full gum; the ordinary catalogued specimens and the things that appear in the auctions are nearly always, without exception, those that have been mounted in old collections, and which have lost their gum. Mint copies of these stamps are worth several times catalogue price, and bring it readily in Germany.

Amongst the better things in this issue we draw attention to the Northern District 1 silb. grosch., six specimens of the deep blue, and a pair and five single copies of the blue and grey-blue; 2 silb. grosch., rose, seven copies; 3 silb. grosch., buff, a block of four and six single copies.

In the Southern District we have a pair and five singles of the 3 kreuzer, dark blue, a superb block of six with full gum, and five single copies of the 3 kreuzer, blue. In the 6 kreuzer, a block of four and eight single copies, unused. In the 9 kreuzer, a block of four, a pair, and six single copies, these showing all the varying shades.

#### SAXONY.

**1850.** Here we have the 3 pfennig, from pale red to brownish red, no less than seven unused specimens; three single specimens used (one being a wonderful copy, cut from the corner of a sheet and with a margin of about half an inch on two sides); also a superb single and pair on original letters.

The issue of **1851** is very strongly represented in pairs, blocks of four, and single specimens; but the gem of this book is a unique block of four of the **error**  $\frac{1}{2}$  neu groschen, black on pale blue paper, being printed in error on the paper of the 2 neu groschen.

In the **1856 Issue** there are three pages of the 5 n. gr., varying from the rare brown stamps to the bright vermilion. The 10 n. gr. is represented by a number of single specimens, pairs, and strips.

In the **1863 Issue** there is a very interesting page of these common stamps, but in the rare first printing on toned paper, gummed with a thick brown gum.

#### MECKLENBURG-SCHWERIN.

The most interesting page here is that of the **1864 issue**,  $\frac{1}{4}$  sch. on dotted ground; there are no less than four unused specimens, including two with full gum, two single specimens, another single and a pair used on original letters.

#### BREMEN.

**1855 imperf.** Two strips of three and a strip of five of the 3 gr., black. A block of four, eight, and single copies of the 5 gr. A large number of singles and pairs of other values, both used and unused. The later issues *perçé en scie* and perforated, very strong, including some lovely shades and interesting varieties.

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The first volume is nearly 600 pages, profusely illustrated with cuts of stamps and postmarks.

The second and final volume is now being compiled, and we hope to publish it at the end of this year.

*Various Publications.*—A history of the publications of the firm would not be complete unless I noticed the following books, all of which will be found of great use to the student.

*Stamps and Stamp Collecting*, by Major E. B. Evans, is a glossary for stamp collectors, and contains full explanations of all terms used in connexion with our hobby. Much interesting information is also given about the manufacture of paper, perforating, rouletting, printing, embossing, etc. This work has already run to three editions, and upwards of 10,000 copies have been sold.

*Stamp Collecting as a Pastime*, by Mr. E. J. Nankivell, has been a huge success, both in Europe and America. It is written in a light and chatty vein, and explains how, after half a century of existence, stamp collecting has never been more popular than it is to-day.

*A Colour Dictionary*, by Mr. B. W. Warhurst, is of great use in identifying shades of colour. It is printed in ten different-coloured inks, on ten different-coloured papers, and is illustrated by fifty-eight colours and diagrams, and has a very large sale.

*The Mulready Envelope and its Caricatures*, by Major E. B. Evans, is a book of 240 pages, and has forty-five full-page illustrations of the most curious caricatures, by Leech, Mulready, Cruikshank, Doyle, Phiz, T. Hook, etc. The book is printed on special paper, with extra large margins.

*The Stamp Collector*, by Messrs. Hardy and Bacon, is a most interesting handbook, originally published by Mr. G. Redway, from whom we bought his whole stock. The contents of the book are most interesting, and there are chapters on History in Postage Stamps—Stamps with Stories—Famous Collections—The Stamp Market, etc. etc.

The Philatelic Society, London. In 1905 this Society entered into an agreement with our firm by which we undertook

**£30,000 Collection of European Stamps—continued.**

**LUBECK.**

In the rare scarce **1859 Issue**, with watermark, there are eight specimens of the  $\frac{1}{2}$  sch., purple, including some wonderful shades and corner stamps with full gum. There are nine of the 1 sch., orange. The error ZWEIFEINHALB on the 2 brown is shown in single copies, two blocks of four, and a pair with full gum, these latter being very scarce. The other values are strongly represented in blocks, mostly with gum, and a number of specimens used with various postmarks, several being on original letters—really scarce stamps in this condition.

**BADEN.**

It is only advanced collectors who understand how really rare are the issues of 1851 to 1858 in mint state, with margins and gum. Ordinary copies can be found in our stock and in the auctions, mostly those that have been taken out of old collections, but really fine specimens in mint condition are hardly ever now to be met with, and command a very high price. Of this issue we note amongst the better things in unused:—

**1851.** 1 kr., on buff, a pair and three singles; 3 kr., on orange, two fine copies; 3 kr., on yellow paper, six copies; 6 kr., on yellow-green, one brilliant; 6 kr., on blue-green, three copies.

**1853.** 3 kr., on green, a superb mint block of four with full gum, and eight single specimens; 6 kr., on orange, two pairs and four single specimens.

**1857.** 3 kr., on blue, four unused pieces.

**BAVARIA.**

There are three large books of this country; almost all issues from the first to the last are shown *in full sheets*. All varieties of watermark are carefully marked out, and the different printings and shades are all strongly represented—nothing being missing.

**BRUNSWICK.**

Here the most striking thing is a wonderful lot of the first issue, a group of which Mr. Castle was very fond, and of which he bought every fine specimen that came on the market during the many years he was collecting. These include the pick of the Ehrenbach Collection, and in the **1852 Issue**, unused, we mention specially three copies of the 1 sgr., rose; six copies of the 2 sgr., blue; five copies of the 3 sgr., vermilion.

Included in this lot is one perfect set with gum, the finest set that can possibly exist, in brilliant condition, unused, and, we believe, almost unique.

The later issues of Brunswick are equally strong, and we draw attention specially to the **1853** 1 sgr., on buff paper, a pair and eight single copies, and 3 sgr., black on rose, no less than five copies, two of them being the rare dark rose colour—a stamp that is very seldom met with unused.

**HANOVER.**

A pretty little lot of an interesting and inexpensive country. Amongst the better stamps we note:—

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to publish certain works for them. These works will all be, in general arrangement and get-up, uniform with former publications of the Society, such as *Oceania*, *West Indies*, etc. etc. ; but I hope that many improvements will be introduced in the illustrations, plates, etc.

The first of these books that we have published is—

*Africa, Part III*, edited by Mr. E. D. Bacon, assisted by Messrs. W. D. Beckton, C. J. Daun, T. W. Hall, A. de Reuter-skiöld, and R. B. Yardley. This book has *thirty* full-sized plates of illustrations, and includes the fullest history of such important countries as Orange Free State, St. Helena, Transvaal, Uganda, Zanzibar, etc. etc.

The Philatelic Society of India. In addition to the London Society, I am pleased to be able to announce that my firm has made arrangements to publish for the well-known Indian Society a monumental work which is now in preparation on the stamps of *India*, by Messrs. C. Stewart-Wilson and L. L. R. Hausburg. By consent of the postal authorities in India, this book will be illustrated by numerous plates of postage stamps, essays, proofs, etc., a number of which will be printed in India from the *original* plates and dies. This book will be published in the autumn of this year, and will contain a full history of the Postage and Telegraph Stamps, proofs, essays, and reprints of the great Indian Empire.

*Our Journals.*—The firm publishes two journals, one monthly and the other weekly.

*The Monthly Journal.* When Mr. Gibbons retired in 1890 I found the firm were joint publishers of *The Philatelic Record* in conjunction with Pemberton, Wilson, & Co., and when I left Birmingham the same year I also published a monthly paper. On my removal to London I at once decided to discontinue the above-mentioned papers and to issue a new magazine under the name of *The Monthly Journal*, the first number of which appeared on 20 July, 1890, under my editorship.

In January, 1891, the day of publication was changed to the last day of each month, and so continues to the present time. In September, 1890, however, a far more important change

### £30,000 Collection of European Stamps—*continued.*

#### HANOVER—*continued.*

**1850 Issue.** 1 guten gros., on greyish-blue paper, no less than six unused copies.

**1853 Issue.** 3 pf., rose. There are some fine pairs and single specimens, including some very scarce dark shades.

The issues from **1855** to **1863** are strong in singles, pairs, blocks, and especially interesting are a number of pieces with dates in the margins and numbers at the side, top, and bottom.

**1861 Issue.** We draw special attention to a very pretty page of the 10 gros., olive-green—a mint pair and nine single specimens, including some very scarce colours.

#### HAMBURG.

The imperf. stamps are exceptionally strong, mostly with the full original brown gum, and include a number of pairs and strips. Of the rare 1½ sch., bright blue, there are five unused specimens, and in this value a marvellous range of six or seven pages of stamps in all shades, including some colours hardly ever met with.

Some little attempt has also been made at specializing in postmarks, and there are a number of rare town marks of scarce values.

#### BERGEDORF.

In the first **Issue of 1861** there are two unused copies of the rare 1 sch., black on pale lilac, and one only of the 3 sch., black on rose.

In the used stamps of the next issue there are several used specimens of each of the low values, some on portions of envelopes, one of the finest things being a 3 and 4 sch., used on one letter from Bergedorf to London—used Bergedorf on letters being extremely rare. This issue is also represented by a large number of unused sheets, showing the *tête-bêche* varieties and the make-up of the sheet in a very interesting manner.

#### PRUSSIA.

Fine pages of the early issues, a number of long strips showing numbers on edges of sheets, and many pairs and blocks, including scarce shades.

Perhaps the best stamps here are in the **Issue of 1857** with the solid background. In the 1 silb. gr. there are a mint horizontal strip of three and four single copies, and in the two silb. gr. five single specimens, several with full gum, and running from deep to pale blue.

At the end of this country there are some pages of envelope stamps cut out and used on letters and pieces of letters, having served as adhesives.

#### OLDENBURG.

This is one of the strongest countries in the whole collection, as will be seen by the following short summary of some of the pieces contained in it:—

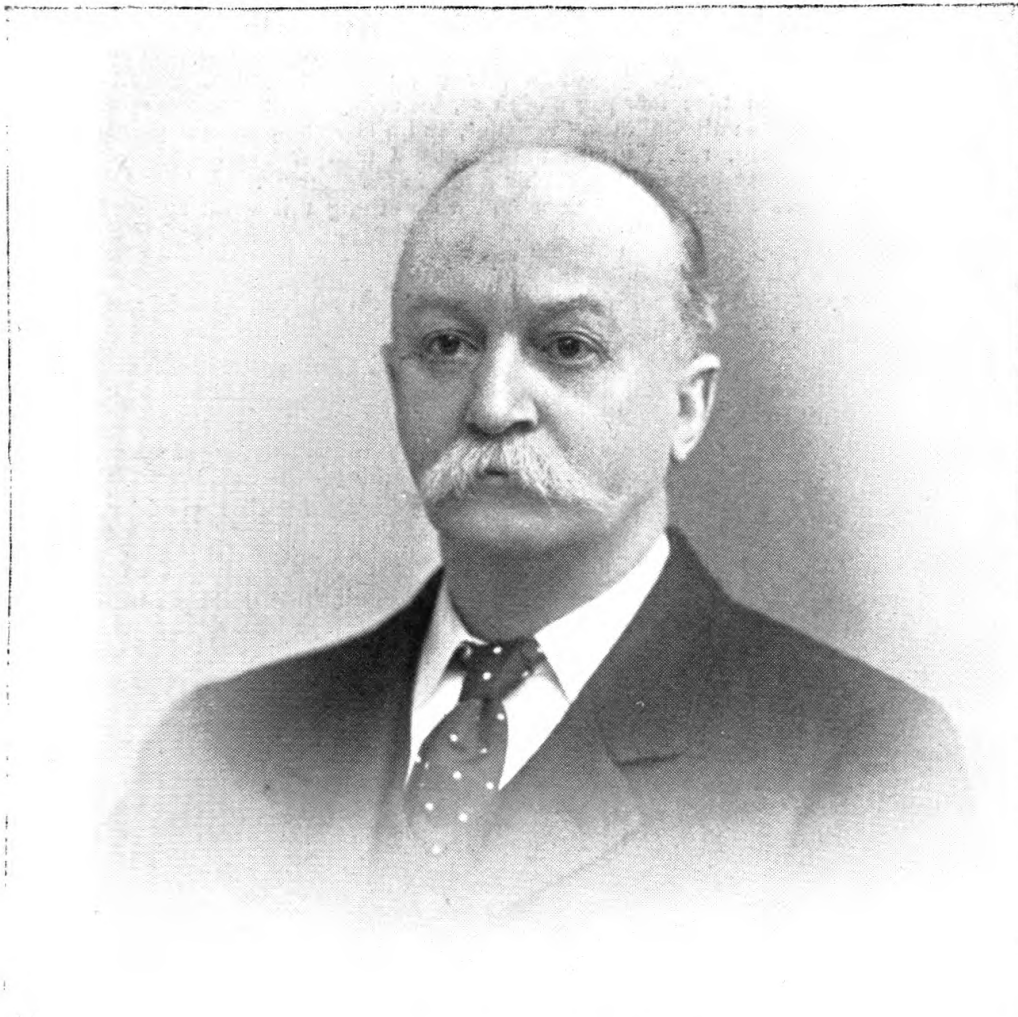
**1852 Issue.** ⅓ thaler, Type 1, three unused; Type 1a, block of four and two singles, unused; Type 2, six unused, including one very rare variety, bright blue on *thick* paper; Types 1 and 2 joined. There is an extremely interesting and valuable block of twelve with full gum, also two pairs. ⅓ thaler, rose. Type 1, five unused; Type 2, a mint pair, superb, and very rare with full gum, unused; Type 3, two singles, unused. ⅓ thaler, yellow, four fine copies, unused.

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took place, and that was in the editors, the post being taken by that well-known philatelist Major Edward B. Evans, R.A.

Major Evans was born on 3 November, 1846, and commenced collecting stamps when a student at Uppingham Grammar



MAJOR E. B. EVANS, R.A.

School in 1861. In 1867 Major Evans received his commission in the Royal Artillery and went to Malta. On returning to England some years later he was stationed at Plymouth, and in 1873 made the acquaintance of Mr. Gibbons. In 1876 he went to Mauritius, and while there formed a superb collection

### £30,000 Collection of European Stamps—*continued.*

#### OLDENBURG—*continued.*

**1855.**  $\frac{1}{3}$  silb. groschen, black on green, two pairs and five single copies. 2 groschen, black on rose, seven singles, unused. 3 groschen, black on yellow, nine unused and a fine block of four used, beside single copies.

**1861.**  $\frac{1}{3}$  groschen, moss-green, eight unused and three used.  $\frac{1}{3}$  groschen, blue-green, fourteen unused and three used.  $\frac{1}{3}$  groschen, yellow-green, lithographic errors, eleven of these rare stamps showing numerous errors and varieties that occur through defective transferring.  $\frac{1}{2}$  groschen, brown, different shades, twenty-nine specimens. 1 groschen, blue, four pages of these, including a mint block of four and thirty singles, unused, in all shades and varieties, and a superb specimen printed on both sides. 2 groschen, red, fourteen unused and a number used. 3 groschen, yellow, eleven unused and seven lithographic errors in transferring.

From this short list it will be seen how very strong this country is in the collection.

#### PORTUGAL.

A highly specialized country, worked out thoroughly in all details by Mr. Castle, and considerably extended by Mr. Mann. Amongst the better things we note in the

**1853 Issue.** 5 reis, brown, thirteen unused of Die I. and three unused of the rare Die II. 25 reis, blue. There are an unused block of four and a block of eight with full gum and twenty-one single specimens

In the 50 r., green, same issue, a superb horizontal pair and four single specimens, and of the rare 100 r., three unused.

**1855 Issue,** with the straight hair, there are no less than twelve specimens unused of the 5 reis, brown.

**1856 Issue,** curly hair, three unused copies of Type 1 of the very rare 25 r., blue.

All these early issues are extensively worked out and include quite a number of original sheets, blocks, strips, and some hundreds of single specimens, the whole of the issue being subdivided into the numerous minor types.

**1866 Issue.** Embossed heads, imperf., are also very strong, and include a number of pairs and blocks.

The later perforated stamps are practically complete in all varieties except a few varieties of perforations, which are missing.

#### SPAIN. Vol. I.

An extraordinarily original lot of the early issues, unused, including pairs, blocks, and all varieties of paper, and many blocks of four, used, in different shades. These old stamps with original gum are getting rare and are rapidly rising in value, and such an opportunity of securing fine old stamps of this country will probably never again be offered. A list of the rarities in this country would be almost too long and occupy too much space, so we mention only a few of the more important things :—

In the **Issue of 1851**, the rare 2 reales, red, is represented by three fine unused and four used.

**1852.** 2 reales, pale red, five unused and four used.

**1853.** 2 reales, vermilion, six unused, and a pair and three singles, used.

**1853.** Madrid, 3 cuartos, bronze, seven unused and three used. 1 cuarto, bronze, block of eight, unused, a pair and four singles, unused, and four singles, used.

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STANLEY GIBBONS, LIMITED,  
291, STRAND (Opposite Hotel Cecil), LONDON, W.C.

of the stamps of that country and wrote the standard monograph on the Mauritius early issues.

Major Evans returned to Great Britain in August, 1879, and was for five years stationed at Wicklow, in Ireland, during which time he compiled the first *detailed* catalogue that had appeared in English.

Major Evans went abroad again in 1885, and this time was stationed in Bermuda, where he also made many important discoveries.

In 1890 he retired from the Army, and, as before stated, in September of that year he undertook the editorship of *The Monthly Journal*, which in his able hands has risen to the rank of the first philatelic journal in the world.

Major Evans takes great pride in the list of *New Issues* in the *M. J.*, and usually has to give from four to seven pages to this subject, and it is generally admitted that this list is the most complete and accurate one published.

The *M. J.* caters for fairly advanced collectors and makes a speciality of *original articles* by the best writers of the day, and collectors will find in the files of this journal a great mass of information of the first importance.

*Gibbons Stamp Weekly*, edited by Mr. Edward J. Nankivell, is a popular weekly stamp journal for the general collector, and more especially for beginners and young collectors.

*G.S.W.* is stocked by Messrs. W. H. Smith & Son at their agencies and bookstalls, and this one firm alone uses 5000 copies of the paper each week.

Collectors in Great Britain will find this a great advantage, as they can order the paper from the bookstall or their regular newsagent and receive it every Thursday morning, unfolded and not creased.

In *G.S.W.* we have numerous prize competitions, and twice a month a stamp is given away with each copy sold.

Our editor, Mr. E. J. Nankivell, was born at Perranzabuloe, on the north coast of Cornwall, on 17 September, 1848; educated privately, most y in Ireland; took up shorthand when he left school, and eventually drifted into journalism, his first engagement being on the Central News in London, and his



**£30,000 Collection of European Stamps—continued.**

**SPAIN. Vol. I.—continued.**

- 1854.** 1 real, *light* blue, two pairs and two single specimens, used.
- 1855.** The error, two reales *blue*, in a long strip.
- 1865.** The error, frame inverted 12 c., rose and blue; imperf., one unused and four used; perforated, a superb unused copy with full gum. One of the greatest rarities of Europe.
- 1867.** Frame inverted, 25 mils, rose and blue, superb used copy, only two or three other specimens being known to exist.
- 1867.** 10 mils, brown, a large block containing a *tête-bêche* pair.

**ROUMANIA.**

The first issue for Moldavia, the rare circular stamps, are represented by no less than two dozen copies. Amongst them are the following :—

The 27 par., black on *rose*, one unused and four used, one of them being from the corner of a sheet with enormous margin.

54 par., blue on *green*, two unused and ten used, including some wonderful shades and scarce postmarks.

81 par., blue on *blue*, a superb unused copy with large margin all round and full gum. One of the greatest rarities.

108 par., blue on *pink*, one unused and five used.

In the small rectangular stamps of **1858**, we note the 5 paras, black on *bluish* paper, used, and three copies, used, of the 80 par., red on *bluish* paper. The later issues are very strongly represented in all values by singles, pairs, and blocks, and even full sheets of many of the stamps of 1866 to 1872.

**RUSSIA.**

In the **1858** issue, imperf., there are four undoubted unused, three of which have the original gum. This stamp is a rarity really unused, although plenty of cleaned specimens may be met with.

The same stamps perforated. Three sets and some odd copies

The later issues are strongly represented by a page or two of each value showing all shades, varieties of paper, and blocks, the rare vertically laid papers being also strong.

**RUSSIAN POST OFFICES IN THE LEVANT.**

This is a very pretty and strong group.

Of the **1863** issue, the large square blue stamps, there are a pair and seven single specimens, showing all shades. But the strength of the collection is in the **1865** issue, the rare "steamship" type. An attempt has been made at plating these stamps, and a number of stamps gathered together for that purpose, and I note amongst them :—

2 k., brown and blue, six copies, unused, a pair, a strip of three, and ten single copies—no less than twenty-one of these rare stamps.

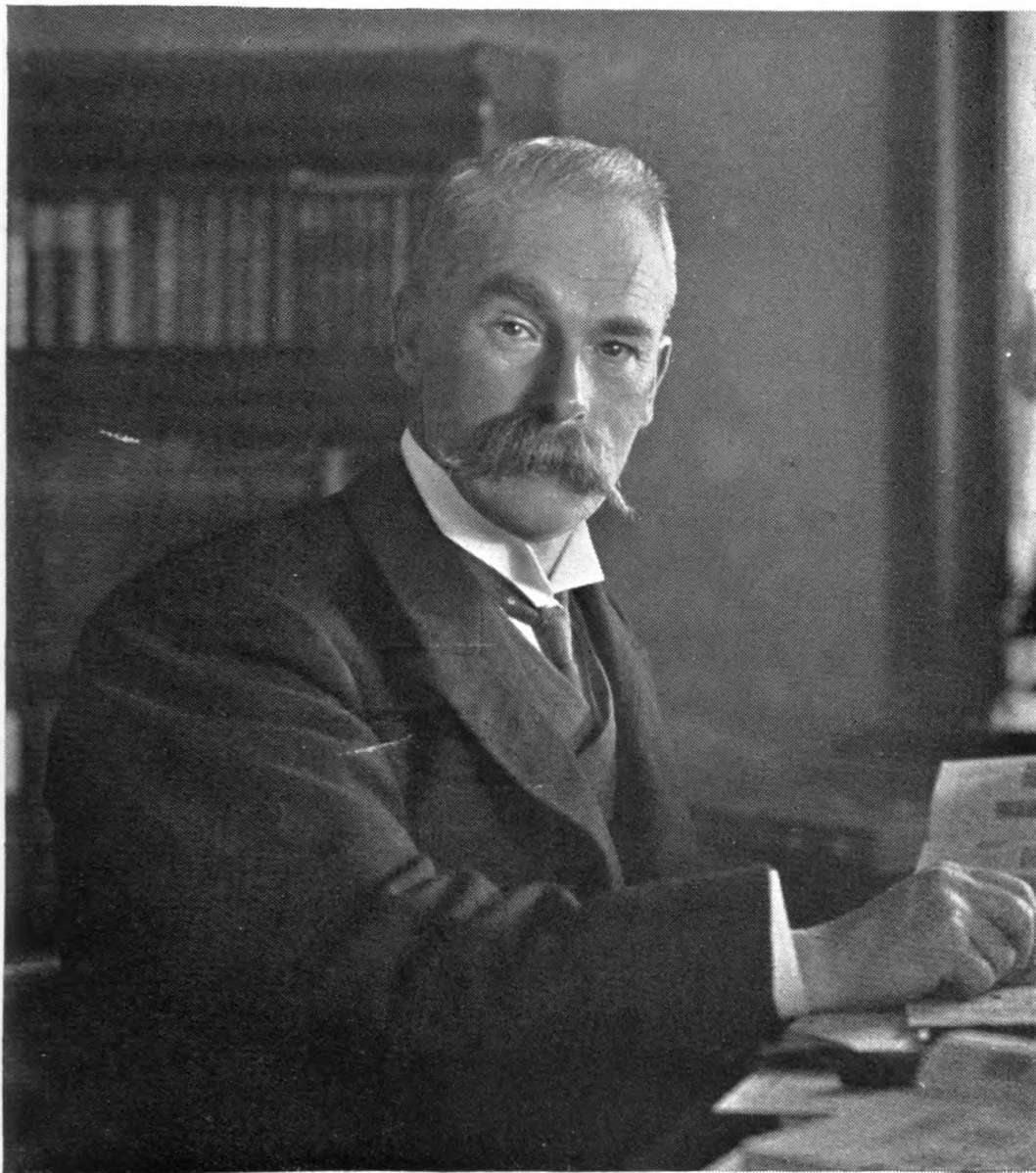
Of the rather rarer 20 k., blue on red, there are three unused and 12 used specimens.

The other issues are complete in singles, pairs, and blocks.

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STANLEY GIBBONS, LIMITED,  
331, STRAND (Opposite Hotel Cecil), LONDON, W.C.

first professional note being of a great speech of Disraeli's at the Crystal Palace.



EDWARD J. NANKIVELL

Mr. Nankivell is a Fellow of the Institute of Journalists, was formerly City Editor of the *Pall Mall Gazette*, is proprietor and editor of the *Reporter's Magazine*, and is a well-known and prolific writer on stamp matters.

**£30,000 Collection of European Stamps—continued.**

**LIVONIA (Wenden).**

Of the **1862 Issue**, the rare 2 kop., black on rose, is here, unused, and two used copies. The Griffin stamp, two used and four unused. All the other issues are equally strong,

**SCHLES WIG-HOLSTEIN.**

Some nice pages of the first **Issue of 1850**, including a pair and ten singles of the 1 sch., blue, varying from the brightest to the very palest blue, and a pair and eight single copies of the 2 sch., dark rose. The other issues are represented by blocks and sheets of all values. The scarce little stamps of **1864** are very fine, and a rarity is a specimen of the 1¼ sch., blue, *rouletted*, and no less than five stamps of the rare Type 2.

**WURTEMBERG.**

A superb lot of this country, including many of the great rarities. The late Mr. Tapling used to say that the test of a really fine collection was the stamps of this country in an unused condition, and our experience certainly proves this to be pretty correct.

The **Issue of 1851** has been divided into three sets by the different types of the inscription, which varies in length. The issue is exceptionally strong, and amongst others we note, all unused, 1 kr., on buff, a pair and eight single specimens; 3 kr., on yellow, a block of nine, block of four, a pair, and thirteen single copies; the very rare 3 kr., printed on *orange* paper, two fine unused (we believe both these stamps came from the Ehrenbach Collection); 6 kr., green, a pair, and eight single specimens; 9 kr., rose, two unused.

The **1856 Issues**, with orange thread, are represented by nine of the 1 kr., five of the 3 kr., a mint block of four and five single specimens of 6 kr., six of the 9 kr., and seven of the 18 kr. In the similar stamps, without the thread, we have two pages of the 1 kr., including blocks, a superb pair and five single copies of the 3 kr., two copies of the extremely rare 6 kr., green, about the rarest Wurtemberg stamp, and no less than ten copies of the 9 kr., rose-carmine. The stamps with small perforations on thick paper are especially strong, there being three copies of the 1 kr., six of the 3 kr., four of the 6 kr., and seven of the 9 kr. This is quite sufficient to show how strongly Wurtemberg is represented, and the later issues are here in every shade, and mostly in blocks.

**BULGARIA.**

A nice little book with almost everything in blocks of four and practically complete, including the errors 5 in the colour of the 10, but nothing special to which I can draw attention.

**SOUTH BULGARIA (Surcharged with Lion).**

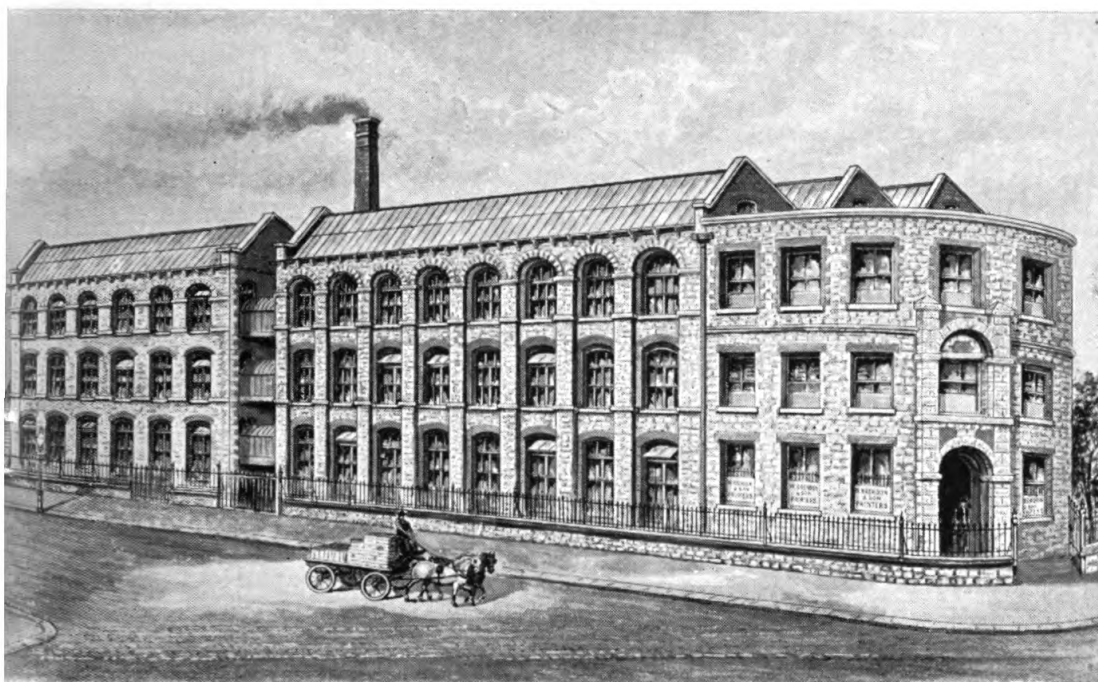
A fine lot of genuine stamps with the types properly divided and including a number of unchronicled varieties, such as double and inverted surcharges, etc. In Eastern Roumelia a nice lot of blocks, also containing many unchronicled errors, such as "R O" double, inverted, sideways, and so on.

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STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

I cannot conclude this brief chapter on our Publication Department without acknowledging the great assistance and courtesy we have invariably received from our printers, Messrs. William Brendon & Son, Ltd., West Hoe, Plymouth.

The business of Messrs. Brendon & Son was established in 1841 by the late Mr. William Brendon; it grew steadily year by year, and in 1891 was moved to the new premises shown in the subjoined illustration.



W. BRENDON & SON'S PRINTING WORKS, PLYMOUTH

Messrs. Brendon & Son make their own type, stereotypes, etc., to meet the various requirements of their extensive business; and their establishment is so thoroughly equipped that they are enabled to execute all classes of book and general printing by the best of present-day methods.

I am unable to say when our connexion with Messrs. Brendon commenced, but they tell me they can trace entries in their books with Mr. E. S. Gibbons back to 1871, when he was in Plymouth. Certainly for thirty-five years this firm has done all our work with the exception of a short break when its premises were burnt down.

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**£30,000 Collection of European Stamps—continued.**

**FINLAND.**

This is an exceptionally strong book and one to which Mr. Castle gave a great deal of attention. The **issues of 1886** are becoming very scarce in fine unused condition with the teeth all complete, and here collectors will have a chance of filling up many gaps with stamps in extra fine condition that are hardly ever met with in the market. Amongst the rare things we draw attention to—

The **Issue of 1856**, small pearl in the post-horn, 5 kop., blue, a mint block of four printed *tête-bêche*; also a single unused, and a pair used. 10 kop., rose, a superb block of six, with the stamps printed *tête-bêche*, with full gum, and three single specimens, and two used copies on the vertically laid paper. With the larger pearls in the post-horn, there are one unused and three used pairs, as well as singles.

The **1860 Issue**, with the value in kopecs, is very strong, and includes the different perforations and some magnificent shades, as well as all varieties of paper.

In the **1869 Issue**, there is a superb lot of blocks, mostly unused, mint, and all varieties of perforation. Amongst the rarer items here we note on the laid paper, two copies of the error 10 pen., purple on grey, and one of the error 5 pen., black on buff, one of the rarest of the European errors. On the wove paper there are three copies of the error 10 pen., in the colour of the 5 pen.

In the **1875 and 1883 Issues**, there are a number of *tête-bêche*, compound perforations, and blocks of almost everything in the ordinary stamps.

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STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

## CHAPTER XIII

### “NEW ISSUES” AT TEN PER CENT. OVER NOMINAL VALUE

A NEW DEPARTMENT JUST STARTED BY STANLEY GIBBONS, LTD.,  
FOR THE USE OF STAMP COLLECTORS AND DEALERS

FOR some considerable time past we have been desirous of opening a special department to deal with “New Issues” at the lowest possible price at which they can be handled. Hitherto our great difficulty has been the lack of space—every inch of our room at 390 and 391 Strand was occupied—but last year we determined to clear out our enormous stock of upwards of three-quarters of a million post cards and envelopes, and this has at last given us ample room in which to develop this hitherto neglected branch of our business.

This new branch is going to be run absolutely as a new business, separate accounts will be kept, and we shall be obliged if our clients will send us separate letters and remittances for all transactions.

In order to start this new branch on a proper scale, we have decided to commence it with a cash capital of

£8000,

to which as much again will be added if it is found to be necessary.

We have considered most carefully as to the lowest basis of price upon which we can invest a somewhat large capital in this new branch, and after calculating the estimated expenses

## SPECIAL FEATURES.

**STANLEY GIBBONS, Ltd.**, make a speciality of *stock books* of each country in the Catalogue.

These books (which are not sent out of Great Britain) are arranged by experts and contain the picked stamps of our stock, every minute variety of colour, paper, and perforation being carefully arranged and priced by our most recent Catalogues.

Every stamp is marked in plain figures, and cash purchasers for over £5 from any one book at one time are allowed a discount of 10 per cent. on marked prices.

*Purchasers of really important amounts will have special and most favourable terms q.vot. d.*, varying according to the class of stamp desired.

In order to give some idea of the scope of these books we attach a list, together with the value in pounds of each group.

|                                                                     | £     |                                                                      | £     |
|---------------------------------------------------------------------|-------|----------------------------------------------------------------------|-------|
| St. Lucia and Tobago . . . . .                                      | 373   | Liberia . . . . .                                                    | 207   |
| Bermuda, British Honduras,<br>Dominica, and Turks Islands . . . . . | 621   | Argentina . . . . .                                                  | 427   |
| Gambia, Gold Coast, Lagos, and<br>Sierra Leone . . . . .            | 531   | Hawaii . . . . .                                                     | 546   |
| Mexico . . . . .                                                    | 1,072 | Newfoundland . . . . .                                               | 601   |
| China . . . . .                                                     | 151   | Canada . . . . .                                                     | 447   |
| Peru . . . . .                                                      | 322   | Russia and Finland . . . . .                                         | 859   |
| Antigua, Bahamas, Nevis, and<br>Seychelles . . . . .                | 799   | Uruguay . . . . .                                                    | 527   |
| Italy and States . . . . .                                          | 1,689 | Mauritius . . . . .                                                  | 479   |
| Germany, States and Colonies . . . . .                              | 2,291 | Transvaal . . . . .                                                  | 2,992 |
| France and Colonies . . . . .                                       | 1,817 | Holland and Colonies . . . . .                                       | 816   |
| Portugal and Colonies . . . . .                                     | 3,288 | Great Britain . . . . .                                              | 1,837 |
| Falkland, Nigeria, and St.<br>Helena . . . . .                      | 428   | Greece . . . . .                                                     | 786   |
| Afghanistan . . . . .                                               | 2,437 | British Guiana . . . . .                                             | 845   |
| Barbados . . . . .                                                  | 400   | Orange River Colony . . . . .                                        | 866   |
| India and Native States . . . . .                                   | 1,364 | Bechuanaland and Zululand . . . . .                                  | 283   |
| Spain and Colonies . . . . .                                        | 2,521 | Griqualand . . . . .                                                 | 363   |
| Queensland . . . . .                                                | 801   | United States . . . . .                                              | 1,573 |
| South Australia . . . . .                                           | 1,176 | Luxemburg . . . . .                                                  | 304   |
| St. Vincent . . . . .                                               | 376   | Austria and Hungary, etc. . . . .                                    | 766   |
| Jamaica, Virgin Islands, Mont-<br>serrat . . . . .                  | 321   | Tasmania . . . . .                                                   | 1,082 |
| Trinidad . . . . .                                                  | 670   | Persia . . . . .                                                     | 279   |
| Guatemala . . . . .                                                 | 109   | Egypt . . . . .                                                      | 203   |
| Grenada and St. Christopher . . . . .                               | 581   | Victoria . . . . .                                                   | 1,430 |
| Servia . . . . .                                                    | 180   | British East Africa, British South<br>Africa, Zanzibar, etc. . . . . | 1,177 |
| Japan . . . . .                                                     | 830   | Roumania . . . . .                                                   | 510   |
| Shanghai . . . . .                                                  | 417   | Hong Kong . . . . .                                                  | 293   |
| Ceylon . . . . .                                                    | 931   | Dominican Republic . . . . .                                         | 354   |
| Belgium . . . . .                                                   | 406   | Tonga, etc. . . . .                                                  | 215   |
| Switzerland . . . . .                                               | 930   | Uganda, etc. . . . .                                                 | 255   |
| Straits Settlements . . . . .                                       | 781   | Cape of Good Hope . . . . .                                          | 1,040 |
| Norway and Sweden . . . . .                                         | 582   | Western Australia . . . . .                                          | 755   |
| Colombia and States . . . . .                                       | 1,142 | New South Wales . . . . .                                            | 1,331 |
| Turkey . . . . .                                                    | 274   | Brazil . . . . .                                                     | 564   |
|                                                                     |       | New Zealand . . . . .                                                | 1,706 |
|                                                                     |       | Natal . . . . .                                                      | 625   |
|                                                                     |       | Local Stamps . . . . .                                               | 1,062 |
|                                                                     |       | And many others.                                                     |       |

Any of these large stock books can be sent on approval to collectors known to us, or after the usual business references.

\* \* \*

**Another special feature** consists of a new arrangement of stamps in **BLOCKS OF FOUR**. These are put up in separate volumes, and not mixed with general stock, and specialists in this form of collecting can have such books as they wish submitted to them on approval.

**Rarities** are the great speciality of this firm, and possessing the *oldest* and *most valuable* stock of postage stamps in the world, they are able to quote prices of almost any stamps desired.

**Want lists** receive the most careful attention. If stamps required are not in stock, they can generally be obtained from our large connexions in all parts of the world.

**STANLEY GIBBONS, LIMITED,**  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

and the probable turnover, we have decided to supply all "New Issues" at the uniform price of

*TEN PER CENT.*

upon the nominal value.

In doing this we shall *not* attempt to trade with our clients' money, and we do *not* ask for any cash deposit, but we require all our new "Box Holders" to settle for all new issues within six days of receipt of same.

*We intend to pay all postages* incurred in sending new issues to our clients, as we do not wish them to be bothered with such items as debits of 1d. or 2½d. on each consignment of goods we send out.

This is our scheme. Now, what can we do for you personally?

Do you want new issues of any kind? If so, give us a fair trial, and if we don't please *you* (which we think we shall do), then drop us.

Each new "Box Holder" can have just what he collects put into his box and the stamps sent to him once a fortnight or once a month.

Each collector can have single specimens, pairs, blocks of four, panes or sheets.

Specimen orders might be as follows :—

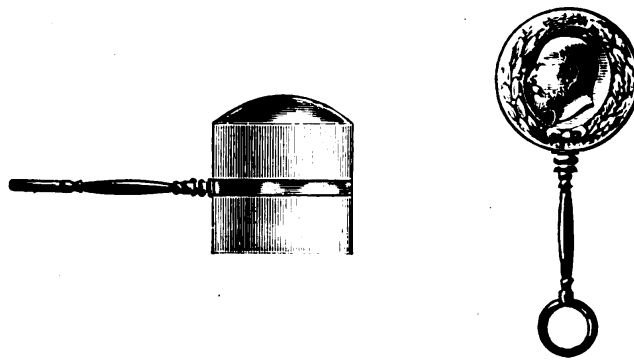
- A. All British Colonials up to £5 nominal value.
- B. „ „ „ IS. „
- C. British Colonies of Africa with all new issues of South America.
- D. Horizontal pairs of all West India.
- E. All French, Spanish, and Portuguese stamps with all their colonies.

And so on, in any combination.

\* \* \*



# New Stamp Magnifying Glass



WE have pleasure in bringing to the notice of our readers the new Magnifying Glass shown in the above illustrations. It is specially useful for the examination of stamps, to find out the plate-numbers and for the detection of forgeries in conjunction with the new edition of *Album Weeds*. It is used by placing the flat side in contact with the stamp to be examined.

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**Price of the Magnifying Glass - 5/-**

POSTAGE IN GREAT BRITAIN, 2d.

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STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

## TO STAMP DEALERS

The terms for stamp dealers will be just the same—10 % over face value.

A dealer can book an order, say as follows :—

The following quantities of all British Colonials—

|                       |                                               |
|-----------------------|-----------------------------------------------|
| 100 each of stamps of | $\frac{1}{4}$ d., $\frac{1}{2}$ d., or 1d.    |
| 50                    | „ 1 $\frac{1}{2}$ d., 2d., 2 $\frac{1}{2}$ d. |
| 24                    | „ 3d., 4d., 5d., 6d.                          |
| 12                    | „ 7d., 8d., 9d., 10d., 1s.                    |
| 6                     | „ 1s. 6d., 2s., 2s. 6d.                       |
| 3                     | „ 3s., 4s., 5s., 6s., 7s. 6d., 10s.           |
| 1                     | „ £1, 30s., £2.                               |

## EUROPEANS

|                             |                                  |
|-----------------------------|----------------------------------|
| 24 each of all values under | 2d.                              |
| 12                          | „ from 2 $\frac{1}{2}$ d. to 6d. |
| 3                           | „ from 9d. to 2s. 6d.            |
| 1                           | „ of all higher values.          |

And so on.

Clients should note that this “New Issue” department only supplies such stamps as they are able to buy in quantities at face value; for many varieties we have to pay heavy premiums, as many provisionals are obsolete before we can get money over for them. Such varieties will be offered from time to time in *Gibbons Stamp Weekly*, in which all information about changes in current issues will be announced.

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THE  
**POSTAGE STAMPS**  
ENVELOPES, WRAPPERS, POST CARDS,  
AND TELEGRAPH STAMPS  
OF THE  
British Colonies, Possessions  
and Protectorates = = = =  
IN  
**AFRICA.**

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**PART III.**

COMPRISING NEW REPUBLIC, NORTHERN NIGERIA, OIL RIVERS AND NIGER COAST PROTECTORATE, ORANGE RIVER COLONY WITH ORANGE FREE STATE, ST. HELENA, SEYCHELLES, SIERRA LEONE, SOUTHERN NIGERIA, STELLALAND, SWAZIELAND, THE TRANSVAAL WITH SOUTH AFRICAN REPUBLIC, UGANDA, ZANZIBAR, AND ZULULAND.

WITH ILLUSTRATIONS OF THE STAMPS DESCRIBED  
AND ALSO  
THIRTY SHEETS OF PHOTOGRAVURE ILLUSTRATIONS.

(See page 152).

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STANLEY GIBBONS, LIMITED,  
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## CHAPTER XIV

### OUR STOCK AND HOW IT IS ARRANGED

I HAVE thought that a short account of our stock of postage stamps may be of some interest to my readers, and I will endeavour to make it as concise as possible.

When I took charge of the business in 1890 I found that the stock was so spread about that when we wanted a scarce variety we had to search through a number of books. We had remnants of thirty or forty collections, some of them in twenty volumes : the used stamps were kept in a multitude of small drawers just deep enough to hold a stamp placed on edge sideways ; the unused were in envelopes in alphabetical order.

After a very short time I decided that we must have our stock kept in such order that at a moment's notice a client could have a large selection of any country he desired placed before him for selection.

I engaged the services of some of the best experts of the day to help in arranging these books and sorting and classing the stamps correctly, and amongst those to whom my firm is much indebted I must mention the late Mr. Gilbert Lockyer, the late Mr. W. E. Jeff, the late Mr. Gordon Smith, Lieut. Napier, the late Mr. S. C. Skipton, Mr. B. W. Warhurst, etc.

Our system of

#### STOCK BOOKS OF EACH COUNTRY

is well known to many clients, but for the information of those who have not seen those books I will briefly describe them.

When we decide to rearrange a country we first gather together all the stock we have on hand of that country, wholesale and retail. We then send this stock and the old book to one of our experts, who sorts the stamps into a series of white envelopes for unused stamps and blue envelopes for used

**NOW READY.**  
**AFRICA—PART III**

*Thirty Full-page Plates of Illustrations. Over 450 Large Pages of Reading Matter.*

WE have much pleasure in announcing that the Philatelic Society, London, has entered into an arrangement with our firm by which we agree to publish for the Society a certain number of Handbooks that have been in preparation for a considerable time.

The books will be issued as nearly as possible to match in size and appearance the other publications of the Society.

The first book that we have published under this arrangement will be the long-expected volume entitled—

**“AFRICA—Part III”**

The Colonies and Protectorates included in this book are—

|                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                              |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b><i>Oil Rivers and Niger Coast<br/>Protectorate.</i></b></p> <p><b><i>New Republic.</i></b></p> <p><b><i>Northern Nigeria.</i></b></p> <p><b><i>Orange Free State.</i></b></p> <p><b><i>Orange River Colony.</i></b></p> <p><b><i>St. Helena.</i></b></p> <p><b><i>Seychelles.</i></b></p> <p><b><i>Sierra Leone.</i></b></p> | <p><b><i>Southern Nigeria.</i></b></p> <p><b><i>Stellaland.</i></b></p> <p><b><i>Swaziland.</i></b></p> <p><b><i>South African Republic.</i></b></p> <p><b><i>Transvaal.</i></b></p> <p><b><i>Uganda Protectorate.</i></b></p> <p><b><i>Zanzibar.</i></b></p> <p><b><i>Zululand.</i></b></p> |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

As may be seen from this list, the work is one of the most important that the Society has issued.

The work is edited by **Mr. E. D. Bacon**, and his collaborators were **Messrs. W. D. Beckton, C. J. Daun, T. W. Hall, A. de Reuterskiöld, and R. B. Yardley.**

The full-sized plates are thirty in number, and some hundreds of illustrations are dispersed throughout the text.

The entire edition of the work consists of 750 copies; of these about 300 will be wanted for members of the Society and for other purposes, so that only about 450 will remain for sale.

Price **£2** per copy, post-free **£2 1s.**

It will be advisable to order early, as similar publications by the Society have soon been at a premium. We might mention that ***West Indies*** has sold at **£4** and ***North American Colonies*** at **£5 5s.**, and no copies of either are now on sale anywhere.

STANLEY GIBBONS, LIMITED,  
331, STRAND (Opposite Hotel Cecil), LONDON, W.C.

stamps ; each envelope is numbered in the upper left-hand corner with the current catalogue number.

The new stock book is then commenced ; where we have them in stock we put in unused blocks of four and two to three rows of single stamps, and follow these by two rows of used stamps. *The best copies* in stock are put in these books, and it is from these books that we make our catalogue prices for the ensuing year.

Before we compile a new catalogue we go carefully through the stock of each country : where we note that last year we had a fair number of stamps and that there has been a run on such stamps, our stock being thereby much reduced, we raise our prices somewhat ; on the contrary, if we find that during a year we have sold practically no copies of a certain stamp, that stamp comes down, and continues to do so each year until we reach a price at which it sells.

By these means, which we have now employed for ten years, we have been able to get at the real value of almost all stamps, but my readers must bear in mind that our business is world-wide, *our* demand is from all parts of the world, and the experience of a dealer who makes a speciality—say of the London market—would be totally different ; such a man might (and often does) justly say that Gibbons' prices, say for Chili, Peru, etc., are too high and that *he* could not sell them unless he practically gave them away, and from his point of view he would be quite correct. He did not know the buyers in South America, etc., for such goods, and had no outlet for them.

*The stock books* have been and are of the greatest use to really serious buyers—such men get a choice of the finest goods in the market, and to large buyers my firm is now making important concessions.

We think it only right that the man who places large and important orders in our hands should have the goods at the lowest possible prices.

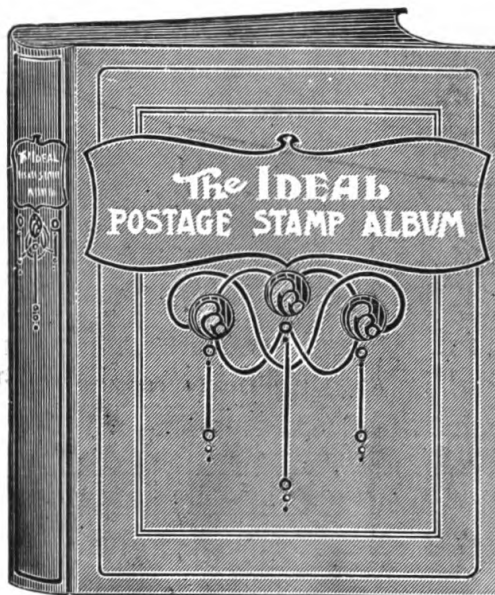
When our turnover was comparatively small our expenses were heavy, but since the enlargement of our business we have been enabled to increase our sales to such an extent that our expenses are now much smaller in comparison with those of former years.

## NEW ALBUM.

**The IDEAL** *NO MINOR VARIETIES.*

# Postage Stamp Album

  
*This is a New  
and  
Up-to-date  
Album for the  
GENERAL  
COLLECTOR*



  
**600 Pages.**  
 —  
**Size**  
**9¼ × 11¼ in.—**  
**Royal 4to.**

THE OUTER COVER IN ASSORTED COLOURS, ART CLOTH.

**5200 FULL-SIZE ILLUSTRATIONS** printed from a new set of clichés specially made for this Album.

**PLENTY OF ROOM LEFT FOR NEW ISSUES.** New issues included up to February, 1906.

**200 POSTAGE STAMPS, all different,  
presented free with each Ideal Album.**

On the inside of the front cover there is a permanent linen pocket for duplicates, and in this pocket the above packet of Stamps will be placed in the first 4000 Ideal Albums.

(See page 156).

STANLEY GIBBONS, LIMITED,  
 391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

We are now aiming to do a much larger turnover, and we are convinced that the finest business rule is "small profits and quick returns," and an excellent maxim has it proved.

From this, our jubilee year, and onwards we shall allow the following discounts on stamps ordered from the catalogues, or selected from our approval books.

Small purchases under £10 at a time will be strictly net.

Purchasers of over

£10 and under £100 will get 10 % discount.

£100 „ £500 „ 15 % „

£500 will have 20 % discount.

Many regular, almost daily, clients buy a pretty large amount during a year, and such regular clients can be dealt with on a basis of their yearly purchases on the following scale :—

Buyers during a year

Of under £100, no discount.

Of over £100 and under £200, 10 % discount.

„ £200 „ £500, 15 % „

„ £500, 20 % discount.

These allowances only apply to our general stock in stock books and not to special collections, the terms of which may vary according to conditions of purchase.

By this scheme the big buyer will have the choice of the oldest, largest, and most complete stock in the world, and be able to obtain the very large *rebate of one-fifth* from all that he buys.

Well, all this has arisen out of notes on our stock books; they are important, and I wish collectors to know our ideas, and to avail themselves of opportunities such as no other firm can place before them.

Now I must proceed to describe other portions of our stock, especially that branch where we mostly come in touch with young collectors. I do not mean young in years, but young in our hobby.

I refer to the

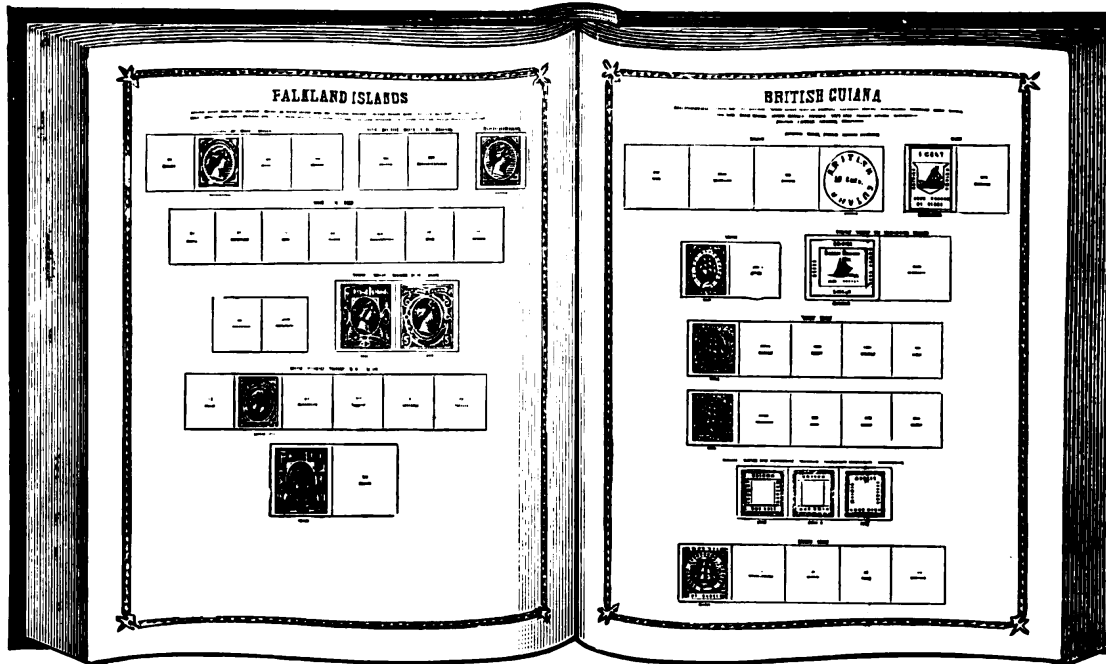
#### APPROVAL SHEET DEPARTMENT

This is an important branch of our business, and one to which we give much attention.



# THE IDEAL ALBUM

OPEN.



FOR some years past we have had a great demand for a simple Album, fully illustrated, with a square for each Stamp, and omitting all minor varieties, and we trust that collectors and the trade will be pleased with this our latest production.

It is essential that an Album of this description should be in one volume, and in order to make this possible we have had to print it upon both sides of the paper and to rigidly cut down varieties.

With the aim before us of producing a book to suit the great bulk of *general* collectors, we have, after much consideration, decided to limit THE IDEAL ALBUM to the *Postage Stamps of the World*, and to omit all such varieties as Postal Fiscals, Official or Service Stamps, Postage Due or Unpaid Letter Stamps, etc. etc.

This Album is *arranged strictly alphabetically*—thus Vathy will be found under the V's and not in French Consular Offices, Aitutaki under the A's and not after New Zealand, etc. etc.

*ID. I.*—On extra stout paper, strongly bound in cloth, artistically designed cover in assorted colours, sprinkled edges, gold lettered on back, 600 pages.

Price, **10/-** each; post-free, **10/9**; abroad, **11/6**.

*ID. II.*—As last, but interleaved to prevent any chance of Stamps rubbing, and in superior and stronger binding.

Price, **15/-** each; post-free, **16/-**; abroad, **17/-**.

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

The stamps are arranged on sheets holding ten rows of ten stamps, that is, one hundred stamps to a sheet ; from sixty to one hundred of each sheet are made up at a time, and the stamps are all arranged in exact catalogue order. For instance, " A " sheet contains stamps of Great Britain and Antigua ; " B " sheet contains Barbados, Bangkok, Bahamas, and Bermuda ; and so on.

In our stock we have over sixty different sheets, so a collector who goes through them will have had the chance to buy six thousand different stamps, by no means a bad start for a pretty good collection.

No collector ever has the same sheet sent to him twice, as by means of a card index system we keep an exact record of which sheet a collector has had, and to test this I once turned up our old books and found which sheets I had when I was a boy at school in Birmingham.

We always keep a duplicate sheet of each one sent out, and if there is any changing of stamps it is at once detected.

No stamp goes on these sheets unless we have upwards of two hundred in stock, and on such sheets made up of stamps that we have in quantities we allow on

|                   |   |   |                |
|-------------------|---|---|----------------|
| British Colonials | . | } | 10 % discount. |
| Foreign Countries | . |   |                |

Now the next step is that of the collector who has been through these sheets and wants something better, and this we provide by a selection of

#### BLUE APPROVAL BOOKS

Of these books we have some thousands ; most of the books contain stamps of one or two countries, both used and unused, and it is these books that we use mostly for our foreign approval business.

We have a further lot of blue approval books of *mixed stamps* ; one book may have stamps in it priced from 1d. to 4d. each, another book stamps from 6d. to 5s., and other books stamps up to 40s. each. We are, however, not extending this branch of the business, as we find that collectors much prefer to receive selections of stamps properly arranged and classed.

Discounts on the " blue books " same as on approval sheets.

## *Testimonials from Album Buyers*

THE following are a few recent testimonials sent in by recent buyers of various albums :—

### IMPROVED No. 0.

“J. P.,” WEST NORWOOD.

“A friend of mine has one, and *directly* I saw it I offered to buy it ; but he would not sell it, so please send one.”

“E. A. T.,” GAMPOLE, CEYLON.

“The Improved Postage Stamp Album, together with the packet of stamps, reached me quite safe. It is fully worth the amount, viz. 1s., I paid for it. I wonder how you can sell so cheap as that, for when I received it a friend of mine saw it, and offered 7 rs. 50 cts. (equal to 10s. 4d.) for it.”

“F. E. R. L.,” TRINIDAD.

“Your album is the best I have seen for even 2s., so it is indeed cheap for 1s.”

“W. J. E. B.,” NEWCASTLE, NATAL.

“Your No. 0 Album to hand, with thanks. I must again compliment you on its excellence, as I can out here sell it for at least 3s., and the stamps for another 9d. or so. I will take an early opportunity of sending for half a dozen.”

“R. D.,” EVAN'S CITY, PA., U.S.A.

“Please find enclosed 35 c. for one Improved Stamp Album and 50 stamps. I have a friend who has one, and said that he would not take a dollar for it.”

“C. J. C.,” CHICHESTER.

“The 1s. Stamp Album received this morning has given such satisfaction that I want you to send another for my younger boy, who won't be satisfied until he gets it.”

“P. K. R.,” HACKNEY DOWNS.

“Last week I saw an advertisement of yours, viz. a Stamp Album and fifty stamps for 1s. Out of curiosity I wrote to you, wishing to see what it was. I was agreeably surprised to find a most marvellous shilling's worth, well worth treble the money, and shall always recommend this publication to my young friends. You are at liberty to make any use of this letter you think fit.”

### CENTURY ALBUM.

“G. and S.,” ST. HELIER'S, JERSEY.

“We beg to acknowledge . . . and the Edition de Luxe Century Album. Please accept our compliments on having produced so exquisite a work at so low a price.”

“THE Rev. J. A. D—D.,” FORRES, MORAYSHIRE,

“Has looked over the Century Album, and considers it the best album for a beginner he has seen. Whatever the great Philatelists may say, beginners *do* find assistance in arranging their stamps, as the 'Century' just gives the assistance required. It is a capital Philatelic 'Incubator,' and ought to generate a race of good Philatelists for the opening century.”

“A. S. J.,” CHEETHAM, MANCHESTER.

“I have just finished putting my collection of stamps into your Century Postage Stamp Album, and am pleased to say they look very well indeed.”

### BRITISH AFRICA ALBUM.

“W. J. C—H.,” PIETERMARITZBURG, NATAL.

“I see you have adopted my suggestion for a South African edition. I have just got mine, and like it very much indeed. They ought to sell well.”

“Mrs. C. M. C.,” GRANGE-OVER-SANDS.

“I think the B. A. Album is the nicest I have seen—having so many extra blank leaves is such an advantage, and the binding is charming.”

STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

The value of these cheap approval selections sent out on sheets and in small books now amounts to over £1000 daily.

So much for approval books, sheets, and stock books ; now I must proceed to describe how we keep our loose stock.

First of all there is the

#### CATALOGUE ORDER DEPARTMENT

This is where we execute all the orders sent in from our catalogues. In the winter season it takes six clerks all their time to keep pace with orders from the current catalogue.

We have in use a perfect system—everything is arranged by *numbers*. The stamps are all numbered in the catalogue, and the stock is all numbered to agree with the last catalogue. The unused retail stock is kept in white envelopes, the used in blue envelopes.

These envelopes are kept in boxes holding about two hundred filled envelopes, and the several hundred boxes, representing a valuable stock, are every evening placed in a large Milner's safe.

All that a client who has our last catalogue has to do is to quote the name of country, the number of the stamp, and say if wanted unused or used.

#### THE WHOLESALE DEPARTMENT

The stamps of which we have under five hundred of a kind are kept in unfolded sheets in large envelopes, and the envelopes are kept in a nest of about two hundred and fifty drawers, each having a heavy piece of tin at the top to keep the stamps flat.

Stamps of which we have large stocks are kept in safes in our strong-rooms.

During the past few years we have found our retail business has increased so rapidly that we have neglected the wholesale, in which the profit is now very small, and we only publish a wholesale list for the trade about once a year.

#### SETS AND PACKET DEPARTMENT

This is a branch to which we give a great deal of attention. Our list of sets is by far the largest in the trade, and at the present moment we carry a stock of more than *two thousand different sets*. The sets are made up of more or less surplus

**IMPERIAL ALBUMS.****"G. J. H.," JOHANNESBURG.**

"Enough cannot be said about these books, for they are superb, and I am very pleased and satisfied with them for the description given about stamps; and accept my congratulations on the binding and finish of these books, for I do not think they could be better."

**"G. P. S.," GLASGOW.**

"I am more than pleased with your lovely Imperial Albums, and spend many a pleasant hour with them. Once I am well started I will send for your sheets of countries, as they are the most perfect I have ever seen, and so well arranged."

**"C. B.," WOLVERHAMPTON.**

"I have lately bought your two Imperial Albums, and cannot speak too highly about them. They give such an amount of information that it makes stamp collecting a delightful study and occupation."

**"P. S. W.," TITCHFIELD, HANTS.**

"I should like to say that I have purchased your Imperial Stamp Album, and am exceedingly pleased with it. It is most useful for information alone, besides being handsomely got up."

**"L. G. O.," EPSOM, AUCKLAND, N.Z.**

"I have received through Messrs. Wilcox, Smith, and Co. volumes I. and II. of your latest 'Imperials,' and must express myself extremely pleased with them in every way. The new arrangement of dividing them is a step which I highly approve of."

**"M. T.," WEST NORWOOD.**

"I collect in your Imperial Album, and I wish to say here that it is unequalled anywhere, in my opinion."

**"Major E. S.," LAHINCH, Co. CLARE.**

"I received the stamp books, and am very pleased with them. The arrangement, I think, could not be better, so I hope to get the other two volumes when they come out."

**"P. M. M.," EDINBURGH.**

"I am extremely pleased with the Imperial Album, and think it is very well arranged."

**"A. F. S.," GOVERNOR-GENERAL'S OFFICE, CANADA.**

"I have great pleasure in telling you that I am very pleased with the books. They are far superior to any Yankee albums, that cost two or three times as much."

**"A. R. B.," SANDYMOUNT, Co. DUBLIN.**

"I am very much pleased with your album; so far as I have examined it, it appears about the most perfect album I have ever seen."

**"J. W.," UNIVERSITY STREET, BELFAST.**

"Many thanks for album No. 9, it is one of the most magnificent I have ever seen, and the new arrangement could not be better."

**"W. A. A.," MELDON TERRACE, NEWCASTLE-ON-TYNE.**

"The album arrived all safe, and my little boy is perfectly delighted with it. The book is certainly splendid value, and makes an excellent birthday present for a boy. The approval sheet arrived also, and I am highly pleased with the appearance of the specimens."

**"W. Y. B. B.," NEWTON ABBOT.**

"I have this day received your Imperial Stamp Album, and I can safely say that I am highly pleased with the same in every way."

**"G. C.," DUNEDIN, NEW ZEALAND.**

"I must add to the number of testimonials as to the excellence of your Imperial Stamp Album; it is invaluable to a young collector. I may add that I have induced several to take your album, and have shown mine to several old collectors, who find they have nearly to start over again. Stanley Gibbons is a household word here."

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stock, which we are able to offer at big discounts on catalogue prices, and beginners will, I think, find sets an advantageous method of buying.

#### OUR PACKETS

Are known wherever stamps are collected, and from the immense numbers of repeat orders and letters of thanks that we receive they must be well liked everywhere.

We have packets to suit all purses, packets at 6d. each, and packets up to £14 each, always in stock.

The number of packets that passed through our hands *last year* was but little short of *thirty thousand*, and at a rough estimate they must have contained fully *six million stamps*, equal to about twelve large sacks packed full—truly a colossal number.

The stamps for all our packets are carefully selected, and torn and heavily cancelled ones are always rejected.

The small packets have the stamps put loose in them ; but packets containing five hundred stamps each and upwards have all the stamps carefully mounted on thin sheets of paper in alphabetical order, and this greatly facilitates their removal to collections.

I presume I need hardly say that every stamp included in our packets is fully guaranteed genuine.

We do not include such things as reprints, bogies, locals, cut cards, etc., such as figure in such large quantities in cheap packets coming from certain places on the Continent.

**IMPERIAL ALBUMS—continued.****"E. G.," HYLTON R.S.O., DURHAM.**

"I am delighted with the Imperial Postage Stamp Album which I received a few months ago. It has greatly increased my philatelic knowledge."

**"Capt. T. B.," LIMERICK.**

"I have much pleasure in acknowledging receipt of Imperial Stamp Album. The volumes are real works of art, and are well worth £5. The binding, paper and printing are of the best, and I find no difficulty in finding the proper place for each stamp."

**"W. A.," HONG KONG.**

"I am very pleased to say the albums reached me in splendid order. They arrived by last French Mail. They are the best I have seen, and are well worth the £5, which I think is very cheap."

**"E. H. K.," RICHMOND, SURREY.**

"I have received your Imperial Postage Stamp Album, and it has greatly exceeded my expectations."

**"R. E. H.," KINCARDINE-ON-FORTH, N.B.**

"I am greatly pleased with the album (Imperial No. 8), which I confess surpasses my most sanguine expectations in the perfection of its method and arrangement."

**PHILATELIC ALBUMS.****The BOMBAY PHILATELIC Co. write:**

"The Philatelic Albums forwarded by parcel post came to hand safely. They are really nice; the customer for whom they were procured is well satisfied with them."

**"H. M. T.," H.B.M. CONSULATE-GENERAL, MESHED, PERSIA.**

"I bought two of your Philatelic Albums, large size, and have put my collection of 5500 in, and write to tell you that I am very pleased with the albums."

A prominent collector and well-known philatelic writer of the United States writes:—

"Gentlemen,—The two albums which you shipped me some time last month arrived in good condition yesterday, and I was very glad to receive them."

"I have used these albums for several years, and have now eight of them. Furthermore, I consider them the best album in existence, with the possible exception of your sunken mount album of the same kind."

"Heretofore I have obtained them from the . . . but the last one that I received from them was entirely different from those that I had been accustomed to receive, inasmuch as the title was changed to . . . the border around the page was different, having no frame, and the pages themselves are of a much inferior quality. The linen hinges were completely covered with the paste, so that there was no pliability, and they were about as stiff as the uncut pages would have been."

"Besides this, the pages were evidently put into the binder before the paste had dried, and, as a consequence, almost every page was stuck to its neighbour and badly warped."

"For the above reasons I decided to order directly from you in future, and be sure of receiving a first-class book. I have mentioned these facts thinking that it might be for your interest to know them, but I prefer that you will not use my name in the matter."

**ORIEL ALBUMS.****"E. W.," NEW YORK, writes:—**

"I think it is the best and neatest album of any I ever saw."

**E. B. P. CRANFORD, N.J.**

"The best selling Blank Album in America—a book that is not beaten by anything on the market."

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## CHAPTER XV

### OUR REFERENCE COLLECTION OF REPRINTS, FORGERIES, PHOTOGRAPHS, POSTMARKS, BOOKS, ETC.

FROM early days in the history of our firm its chiefs have recognized the necessity of having on hand for ready reference all kinds of material that would be of use to assist in detecting forgeries, reprints, etc. ; and during the past ten years I have given a good deal of time to the formation of such collections, which I estimate have cost us close on *three thousand pounds*. But in these collections we have a mass of material possessed by no other firm, which we find of the greatest value in assisting us in our expert work, and in keeping our stock free from forgeries, fakes, reprints, etc.

In this connexion I think I may venture to say that the Philatelic Society, London, has for the past three years recognized the value of our reference collections, for

#### THE EXPERT COMMITTEE

of that Society (consisting of Messrs. Bacon, Castle, Ehrenbach, Hausburg, and Yardley) meet once a fortnight at 391 Strand to examine stamps sent in for their opinion during the preceding two weeks.

The reference collection of stamps, etc., is now being re-arranged in Oriel Albums, of which at present twenty-three volumes have been filled. When all our loose material is mounted I estimate that we shall have at least forty volumes ; and I value this collection so highly that I have recently purchased one of Milner's best fireproof safes, specially built to my order, to contain it.

The material in this collection is arranged in the exact order followed by our priced catalogues, and the stamps, etc., of any country can be referred to in a moment.



## What Buyers say about our Priced Catalogues.

### "H. C. H. S.," WINNIPEG, CANADA.

"Your new Catalogue is very popular with collectors in Western Canada. The notes which are so liberally distributed throughout the book are of great assistance, and the prices compare very favourably with those of your competitors."

### "MEKEEL'S STAMP COLLECTOR."

"'Gibbons' is a book that should be in the library of every stamp collector in the United States. Let a collector once get hold of a 'Gibbons' and he will ever after swear by it."

### "O. H. J.," LLANDUDNO.

"It is a most excellent production, and reflects great credit upon your firm."

### "H. W. W.," CHICAGO, U.S.A.

"I cannot speak too highly of the new Catalogue. It is so complete, so clear, that it is a credit to you in every way."

### "COLLECTOR," LILLE, FRANCE, writes:—

"I have received your Catalogues, Vols. I. and II., and I find them much better than their predecessors. The prices of French stamps, with some rare exceptions, are absolutely exact, and even in France one could not obtain fine copies at less prices retail."

### "Lieut. F. H. N.," PECKHAM, writes:—

"I spent *all* yesterday in a close study of the new Catalogue and comparison of prices, and congratulate you on a very good piece of work. The book as a Catalogue is a great improvement on the last edition, and as a priced list I am glad to see you have made an all-round reduction of used stamps."

### Extract from the Reports of the "BERLINER PHILATELISTENCLUB."

(No. 127, 9th February, p. 8.)

"The chief interest centres naturally in the prices. These prices are the net selling prices of the firm, and as such they deserve far greater appreciation than the prices *estimated* in other catalogues."

### "G. C. A.," MASKELIYA, CEYLON.

"I have duly received Vol. I. of new Catalogue. I quite agree with all you write *re* unissued varieties. . . . No matter what your rivals may say, there is no doubt that yours is *the* standard Catalogue."

### "R. C.," STRABANE, Co. TYRONE.

"I beg to acknowledge receipt of your two Catalogues, with which I am thoroughly pleased. They are certainly works of art, a credit to your firm, and invaluable to stamp collectors."

### "A. E. T.," PHILADELPHIA.

"I have gone over your new Catalogue, and am very much pleased with it, believing that the prices given are in nearly every case the actual value of the stamps to-day. For completeness and appearance I do not think it could be excelled, and I am sure that your edition priced in United States money will meet with a large sale."

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The scope of the collection is somewhat as follows :—

*Reprints.*—These are very complete, but few known reprints being lacking. I collect reprints in singles in all varieties, and where I can obtain them, in entire sheets or in blocks of four. A block is often useful, the difference in the margin of a stamp being often almost essential in determining its character, e.g. old Wurtemberg stamps.

In reprints I also collect as a separate set those having forged postmarks, such as are so common in Heligoland.

*Forgeries.*—Our collection of these is very complete, and is kept as up-to-date as possible ; and I am always anxious to secure new and dangerous fakes of all kinds, and willing to pay a fair price for any that are likely to deceive stamp collectors.

Forged stamps can be classed into two broad groups, the one—and by far the smaller—being composed of forgeries made to deceive the authorities, such as are rather common in early issues of Austria, Spain, etc.

The larger group by far is that of forgeries made to deceive stamp collectors, and these are to be subdivided into a good many classes, of which I will briefly note a few :—

First, there is the forgery out-and-out, the whole stamp imitated, and often the postmark, perforation, and sometimes, though rarely, the watermark.

Secondly, and becoming rather common, is the penmarked fiscally used stamp, with the penmarks removed and the stamps offered as unused. This is very frequently done with such stamps as the £2, £5, and £10 British South Africa, etc.

Thirdly, removing the word SPECIMEN, and offering the stamp as unused, or by applying a forged postmark as a genuine used copy.

Fourthly, forgeries of a surcharge on a genuine stamp. This is much in vogue with the Paris forgery-monger, and is a trick not unknown in London. Surcharges that are frequently forged in this manner are those of the rarer British Officials, French Colonials, etc., and none of these should be purchased except from experts.

Fifthly, forged perforations, made from unperforated copies,

## REVIEWS OF THE PRICED CATALOGUES.

—♦—

**First and foremost, the opinion of the editor of the "London Philatelist" carries weight all over the world. Mr. M. P. Castle, the able editor of this journal, is so well known as one of the foremost of the authorities of the day on all branches of our interesting hobby, that his opinion cannot but be received with a very great amount of respect; he says:—**

"No wonder can be excited at the delay that has taken place, but rather the reverse, that so great a task could have been accomplished since the comparatively recent period when Messrs. Stanley Gibbons wisely decided to discard all their previous ideas of a catalogue, and to bring their firm well abreast of the times.

". . . This result—of a really excellent catalogue and a reliable price list—has not been achieved without an enormous expenditure of time and money. — — — and — — — have devoted an immense amount of time towards securing accuracy in the several portions entrusted to their care, and in many cases the lists denote that thorough and minute acquaintance with the stamps that can only be acquired by long and patient specialized study. . . . We understand that the pricing of the varieties — a task only inferior in difficulty to the cataloguing—has been executed by the firm itself, after frequent consultation with 'those who know,' and we have no hesitation in saying that the prices of Messrs. Stanley Gibbons' New Catalogue form the truest and fairest criterion of philatelic market values that has hitherto appeared. We have made allusion elsewhere to the subject, and can only here congratulate the publishers upon their generally accurate appraisalment of values.

". . . It is an *honest, genuine, and excellent catalogue*; its publication is a distinct gain to the cause of philately, and all the vast array of English and Colonial collectors will unite with us in wishing it and its publishers the success that they have striven so hard to achieve."

**"The Philatelic Record" also has a favourable review of the same work,  
which states:—**

"The classification appears to us to be all that can be desired, and Stanley Gibbons have been fortunate in securing the aid of Major Evans in the compilation, as he has had singular experience in this kind of work, which makes great demands on the patience and accuracy of the compiler. . . . The catalogue is a marvel of perspicuity and clearness, and the printer must also be complimented on his portion of the work. No English-speaking collector can afford to be without it, for it is the most complete catalogue of its kind that has yet been produced in England. The amount of information contained in so small a compass can only be credited by close examination. It is perfectly useless to recommend it to our readers, for we are convinced that not one of them will fail to judge for himself."

(Continued on page 168).

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or from common perforated stamps with extra large margins, etc.

Now in our reference collection I have collected material that helps us in exposing all these classes of frauds.

*Photographs.*—An important branch of these collections consists of our photographs, and this is a portion that is being largely extended since my son Frank Phillips (who is an expert photographer) joined the firm.

I now make a rule of keeping a photograph of any really rare stamp that passes through our hands, all being in the *exact* size of the stamp. In this section I have reproductions of most of the rare Confederate Locals, U.S. Postmasters' stamps, and numerous other rarities that no firm can have in stock at all times, and which might not be on hand when wanted for comparison.

*Books.*—The firm's collection of stamp literature is very important, and is pretty complete in all the standard works in English, French, German, and Spanish. The old catalogues are exceptionally complete and very valuable. Many years ago we were luckily able to purchase the philatelic library of Dr. Gray (of the British Museum), and only last year we bought more than half of Judge Philbrick's stamp books, and have obtained many rare works from American and other sources.

In concluding these short notes on our reference collections, I wish to state that my firm has formed them, not only for its own use, but for the use of stamp students in general, and we shall at all times be willing and pleased to allow any real philatelist access to our collections for the purposes of study or comparison, when he may wish to clear up any doubtful points in which these collections may be of use to him.

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**REVIEWS OF THE PRICED CATALOGUES—*continued.***

The "Berliner Briefmarken Zeitung," in its issue of 22 September, states:—

"At last the long-awaited-for catalogue has appeared. It is indeed the most complete, and especially with reference to prices, the most reliable catalogue that has, up to the present, appeared."

Among private letters and orders received, the following few, picked out of many scores, may be received with a certain amount of interest for various reasons:—

**Mr. G. F. RAPKIN writes:—**

"Accept my congratulations on having got through your catalogue. You are to be complimented on such a *multum in parvo* volume. The worry must have been great, but you will be compensated in the magnificent return it will make. The flutter in the trade is astonishing."

**Monsieur F., PARIS, writes:—**

"I have this morning received your catalogue, and I beg you to accept all my congratulations on this work, which has been well grasped, is very clear, and the work of a master hand. At the same time, accept my congratulations upon the information contained in it, affording a reliable guide for collectors."

**Mr. H. C. D., of IRELAND, writes:—**

"I think it a great work, an excellent new departure, and marvellous that you can produce it at the price. To praise it would be an impertinence. Those who see it will be difficult to please if it does not fully meet their requirements. It should also prove a great inducement to collectors to extend their collections, and to look more carefully into details."

**Mr. G. W. T., of CAMELFORD, writes:—**

"It is a splendid work, and leaves Scott's miles behind. Hope you will have a big sale, as it is far and away the *multum in parvo* of catalogues."

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STANLEY GIBBONS, LIMITED,  
391, STRAND (Opposite Hotel Cecil), LONDON, W.C.

## CHAPTER XVI

### OUR STAFF

A HISTORY of our firm would not be complete without mention of the loyal body of employees who have done so much to make this firm a success.

The officers are as follows :—

*Chairman and Managing Director :*

Mr. Charles J. Phillips. (See Chap. V.)

*Assistant Manager :*

Mr. William H. Phillips. (See below.)

*Directors :*

Mr. G. Hamilton-Smith. (See Chap. IX.)

Mr. S. E. Gwyer. (See Chap. X.)

Mr. D. W. Glendining. (See Chap. X.)

Mr. W. P. Barnsdall. (See page 173.)

*Literary Editor :*

Major E. B. Evans, R.A. (See Chap. XII.)

*Editor Gibbons Stamp Weekly :*

Mr. E. J. Nankivell. (See Chap. XII.)

Short details of the history of some of the above gentlemen have been given in earlier chapters, so here I have only to mention Mr. W. H. Phillips and Mr. W. P. Barnsdall.

Mr. William Henry Phillips is my only brother, and was born in Cherry Street, Birmingham, on 15 September, 1864. He was educated partly at Castle Bromwich School, and later on was for some years at King Edward VI's Grammar School, in New Street, Birmingham.

After leaving school he entered the employ of Mr. W. H. Thornbery, consulting engineer, Birmingham, as mechanical draughtsman, and remained there from September, 1881, to February, 1883. In March, 1883, he entered the employ of the Birmingham Machinists Company, and remained there until

# TERMS FOR Examination of Stamps

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OWING to the great number of forgeries which are being offered for sale by unscrupulous persons, a great portion of our time is being taken up with the expert examination of surcharges, cancellations, perforations, added margins, and the score of other tricks that are being used by the faking fraternity.

As this examination can be done only by experts, whose time is valuable, we have found it necessary to increase our charges, which in future will be as follows:—

## ONE SHILLING PER STAMP.

*Postage and Registration extra.*

Where special knowledge is required in exceptional cases, *e.g.* such as examination of U.S. grilles or of Italian postmarks, sufficient time must be allowed for sending such stamps to the recognized experts abroad.

The stamps should be sent lightly fastened on sheets, with sufficient space above every stamp for the insertion of the desired information. The following abbreviations are used in giving an opinion:—

- “B.” = Bogus, *i.e.* never existed.
- “F.” = Forgery.
- “G.” = Genuine.
- “G.F.” = Stamp Genuine, surcharge Forged.
- “R.” = Reprint.
- “W.” = Watermark.

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the middle of the year 1885, when he joined Messrs. Thomas Astbury & Son, of the Smethwick Foundry, as draughtsman and estimating clerk. In 1889 he again joined the Birmingham



W. H. PHILLIPS

Machinists Company as works manager, and left there to remove to London and join our firm in April, 1891.

In 1895 Mr. W. H. Phillips was appointed a Director of the Company, a position he holds at the present time. He has charge of a large portion of the correspondence, entire charge of the cash and banking department, and in my absence acts as general manager of the head office.



# Collections for Sale.

**We constantly have in our hands specialized collections of one or more countries, which we are prepared to turn over at a small commission. ♣ ♣ ♣ ♣ ♣ ♣ ♣**

**The following are now on sale and are offered at very advantageous prices, varying from 30 to 60 per cent. less than the Stamps would cost if bought separately. ♣ ♣**

## Italian States.

The finest and most complete known collection of these stamps, formed during many years by a collector of Venice. The collection comprises Parma, Modena, Naples, Tuscany, Romagna, Roman States, Italy, etc. etc., and includes unused stamps in singles, blocks, panes, and sheets, and used in extraordinary richness in singles, pairs, and strips, with every variety of postmark and a great profusion of rare and unique errors. As showing in a small degree the great strength of this superb collection, we might mention that it contains no less than three superb unused and five used copies of the rare 3 lire Tuscany. The whole collection is offered as a bargain for **£2800**.

## North Borneo.

The finest known specialized collection of this country, including a large number of unique Proofs, Essays, and Colour Trials, and many unchronicled errors and rarities in the early issues. Price **£340**.

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Mr. William Percy Barnsdall was born in South London on 8 March, 1867, educated at Thanet College, Margate, and King's College, London. Matriculated at London University and passed the Intermediate Examination for the B.Sc. degree.



W. P. BARNSDALL

After leaving school he was engaged first at a Greek merchant's office, and later as manager of a French import and export house. In 1891, on his father meeting with an accident, he joined him in business in the wholesale hosiery trade, and as a side issue took up accountancy, which gradually absorbed the greater part of his time. He was appointed Secretary of our

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**Collections for Sale—*continued.***

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**Uganda.**

A unique collection of the quaint old missionary type-written stamps of this territory, including the only known entire sheet of these typewritten stamps. Catalogue price over £2000, offered as a bargain in one lot for **£1250.**

**British Colonials.**

A unique collection of Proofs and Colour Trials of the British Colonies, including a very large number of varieties that have never been chronicled, and of hitherto unknown types; over 1500 stamps. Price **£1050.**

**Afghanistan.**

A superb collection of thirty plates of these quaint old stamps, manufactured in Cabul by the natives. Some of the plates are uncut and some are reconstructed. Catalogue price over £800, offered as a bargain for **£475.**

**Dominican Republic.**

The finest and most complete collection of these stamps in existence. The stamps of 1865 all plated and many in duplicate. In the issues of 1866 to 1874 there are many full sheets and nearly all the varieties. The issues of 1880 and 1883 have been thoroughly worked out and most values plated, showing the correct position of the errors and varieties. Latter issues very complete and with many unchronicled errors. A great bargain at **£1150.**

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Company on its enlargement in 1898, and in January, 1900, the whole of his services were engaged. He was appointed one of the Directors of the firm in February, 1905, a position he still holds.

Mr. Barnsdall is chief of the permanent literary staff, and prepares the numerous albums and catalogues published by the firm.

Mr. T. Fletcher Fullard, M.A., is head of the Foreign Correspondence Department, and is a linguist of great ability, having a thorough knowledge of—and being able to correspond in—French, German, Italian, Spanish, and Portuguese, besides having a fair knowledge of Dutch, Russian, and modern Greek.

Mr. Fullard was born at Birkenhead and educated at King Edward VI's Grammar School, Norwich, Exeter College, Oxford, and Göttingen University, and took his M.A. degree in 1888. From 1892 to end of 1894 he acted as private secretary to the Hon. Andrew D. White, the American Minister at St. Petersburg, and travelled extensively with him in the Russian Empire and on the Continent.

In June, 1895, Mr. Fullard joined our firm as senior foreign correspondent.

Mr. Norman Thornton is chief assistant to Mr. Barnsdall in literary work on albums, catalogues, etc., and makes up most of the American stock books, and is one of the most willing and able workers of the younger generation.

Mr. Stanley Mann is assistant manager and book-keeper at the City Branch; he also arranges the City stock books, and is rapidly obtaining a good knowledge of our business, in which he takes a keen and intelligent interest.

Mr. Frank Phillips is my elder son, and joined the firm only a year and a half ago. He has been three years abroad to complete his education, and has a thorough knowledge of French and German. At present he is going through each department of the business, so that he may learn it in every branch. He is an expert photographer, and prepares a large number of photographs and enlargements, etc., for our reference collection, as well as taking all the photographs for the Expert Committee of the Philatelic Society, London.

# STANLEY GIBBONS, LIMITED,

## NEW ANNOUNCEMENTS.

ANNUAL SALE OVER THIRTY THOUSAND PACKETS.

### NOW READY, THE FOLLOWING POPULAR SERIES OF PACKETS OF FOREIGN POSTAGE STAMPS.

*All the Stamps contained in the following Packets are warranted absolutely genuine free from reprints. They are also in good condition and perfect.*

These Packets cannot be sent by book post to Postal Union Countries. The cost by letter rate is 2½d. for every 100 Stamps. The amount required for postage can therefore be reckoned, and should be added when remitting.

#### NEW AND IMPROVED PACKETS OF USED & UNUSED STAMPS.

**No. 1.**—The Sixpenny Packet of Mixed Continental Stamps contains 100, including many obsolete and rare. (This packet contains duplicates.) Post-free, 7d.

**No. 2.**—The Sixpenny Packet of Used Foreign Stamps contains 50 varieties all different, including Egypt, Spain, Chili, New South Wales, Transvaal, Roumania, Porto Rico, Argentine, Sweden, Brazil, Turkey, Hoi-hao, French Congo, &c. Post-free, 7d.

**No. 3.**—The Sixpenny Packet of Used Colonial Stamps contains 12 varieties, including Natal, Ceylon, India H.M.S., Cape of Good Hope, British Guiana, Mauritius, Tasmania, New South Wales Service, Victoria, Jamaica, South Australia, New Zealand, &c. All different. Post-free, 7d.

**No. 4.**—The Shilling Packet of Used and Unused Foreign Stamps contains 50 varieties, including French Soudan, Spain, Bulgaria, Portugal, Southern Nigeria, Italy, Turkey, Finland, Brazil, Roumania, Portugal, Argentine Republic, Ecuador, Salvador, Greece, Mexico, Shanghai, Philippine Isles, Japan, and others rare. All different, and warranted genuine. Post-free, 1/1.

**No. 5.**—The Shilling Packet of Colonial Stamps contains 25 varieties, including Cyprus, Natal, Jamaica, India, Victoria ½d. rose, surcharged Ceylon, Straits Settlements, India Service, Queensland, Hong Kong, Barbados, Western Australia, South Australia, Centennial New South Wales, Mauritius, Malta, and others rare. All different, and warranted genuine. Post-free, 1/1.

**No. 6.**—The Eighteenpenny Packet of Used Foreign Stamps contains 100 varieties, including Mauritius, Hong Kong, Finland, Japan 15 and 25 sen, Barbados, Chili, Brazil, Greece, Russia, Porto Rico, India envelope, Jamaica, Belgium, Spain, Canada, &c. All different, and warranted genuine. Post-free, 1/7.

**No. 7.**—The Two Shilling Packet of Rare Used and Unused Foreign Stamps contains 100 varieties, including Porto Rico, Colombia, New Zealand, Canada, rare Turkish, Dutch Indies, Ceylon, Mozambique, Mauritius, Portugal, French Colonies, Orange River Colony, Cyprus, Norway, Costa Rica, Belgium, West Australia, Chili, Egypt, Bavaria, and others rare. All different, and warranted genuine. Post-free, 2/1.

**No. 8.**—The Five Shilling Packet of Obsolete Stamps contains 100 varieties, including, amongst others, Victoria newsband, Western Australia provisional, India H.M.S., British Guiana, Cyprus 2½d., Argentine, Greece, Liberia, British South Africa, Mauritius, provisional Cuba, Hungary 25 kr., Mexico, Bavaria, Uruguay, Transvaal, old Egyptian, old Swiss, Turkey, Peru, Tunis, Queensland, Spain, Porto Rico, Canada, Chili, old Tasmania, old Japan 15 and 25 sen, Siam, Brazil, Sarawak, and others rare. This packet contains no stamps of the present issue, and is well worth 10/-. Post-free, 5/1.

STANLEY GIBBONS, LIMITED,  
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Mr. W. H. Hiscox is the manager of our shop at 391 Strand, London. He joined me when I was in Birmingham, and for about a year acted as a clerk and came with me to London in 1890, and has therefore been with us about sixteen years.

Mr. W. H. Andrews entered our employ as book-keeper, but has recently been placed in charge of the *Foreign Approval Department*, which he has already greatly extended. He is also Secretary to the Company, having been appointed in succession to Mr. Barnsdall.

Mr. T. Cope joined us about fifteen years ago as errand boy, but rapidly worked his way up to be a senior corresponding clerk, and later on took charge of the *Home Approval Department*, which is still under his charge.

Mr. James Gahagan joined us in 1890, and is our senior corresponding clerk, and an expert shorthand writer and typist.

Mr. F. Godden came to us in 1891 as errand boy, but has worked his way up to the position of salesman in our Strand shop. He has also made a speciality of window dressing, and the good effects obtained by our Strand and City shops are entirely due to his artistic taste and arrangements.

Mr. G. A. Stevens only joined us last year as book-keeper. He is also fully acquainted with the methods of reproduction of stamps for illustrations, etc., having been formerly with firms who made this a speciality.

In addition to the above there are four errand boys, none too many for the dispatch of the numerous parcels and letters sent out daily.

*Our Lady Assistants.*—From the earliest days in Plymouth our firm has employed girls in several departments, and our business is one for which they are specially suited; they handle stamps quickly and neatly, and easily learn the making up of packets and sets, sorting of common stamps, and general office work. There is, however, one decided drawback, viz. that having such a nice and good-looking staff there are frequent resignations on account of marriage; last year alone we lost five ladies in this manner.

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## PACKETS OF POSTAGE STAMPS—continued.

**No. 9.**—The Five Shilling Packet of Foreign Stamps contains 200 varieties (used and unused), including Cape of Good Hope, Turkey, Nyassa, Belgium, India On H.M.S., Brazil, Japan, Portugal, Spain, U.S. Post Office, Russia, Swiss, British Guiana, New Zealand, Bulgaria, Denmark, South Australia, Mexico, Malta, U.S., Holland, Italy, Victoria, Chili, Queensland, Gibraltar, Porto Rico, Greece 1 l., Argentine ½ cent., Nicaragua, British Honduras, Sirmoor, Hungary, Hayti, Straits Settlements, Natal, &c. All different. Post-free, 5 s.

**No. 10.**—The Ten Shilling Packet of Used and Unused Stamps contains 100 varieties, all rare and different, including Chin-kiang, obsolete Cyprus, Salvador, Ecuador, Philippine Islands, Hayti, Tolima 5 c., Azores, Uruguay, Jhind, Finland, surcharged British Honduras, old Victoria, Newfoundland, Mexico, British Bechuanaland, British Guiana, unpaid Greece, Deccan, North Borneo, Nicaragua, Zululand, set of 6 Egypt, New South Wales O.S., 4 scarce Spanish, Servia, Ottoman Empire, Ceylon envelope, Porto Rico, Bermuda, United States of America, Peru, Dutch Indies, Republic of Colombia, and others scarce. This packet is highly recommended as being well worth 20/-; and if the stamps were bought separately, it would come to over that amount. Post-free, 10/1.

**No. 11.**—The Guinea Packet of Rare Used and Unused Stamps contains 200 varieties, including provisional Trinidad, Persia, obsolete Japan, official Mexico, Porto Rico, Antioquia, Ecuador, provisional Ceylon, South African Republic, Java, provisional 1881 British Guiana, New Caledonia, Macao, Bhopal, surcharged Peru, Spanish, Austrian, Levant, Gibraltar, Cuba, Argentine Republic, Egypt, Bundi, Peru envelope, Greece unpaid, Guatemala, Faridkot, set of 3 Chili, Surinam, Honolulu, Brazil unpaid, and other obsolete issues, Bulgaria, St. Thomas, Fiji Isles, obsolete Newfoundland, Japan newsband, Honduras, British South Africa, British Honduras, set of 4 Nicaragua, set of 3 Philippine (Infant King), Argentine, Tonga, Roumania, Guatemala, and others equally rare. Some of the stamps in this packet are worth from 1/6 to 2/6 each. Post-free, 21/-.

## NEW PACKETS OF UNUSED STAMPS.

### GREATLY IMPROVED, AND ALL WARRANTED GENUINE.

**No. 12.**—The Sixpenny Packet of Unused Stamps contains 12 varieties, including Canton, Labuan (Greece, 1 lepton), Tunis, Monaco, Porto Rico, obsolete 2½d. Cyprus, North Borneo, and Mauritius. All different, and warranted genuine. Post-free, 7d.

**No. 14.**—The Two Shilling Packet of French Colonial Stamps contains 25 varieties, used and unused, including Obock, Reunion, Trinidad, Hong Kong, Martinique, Guadeloupe, and others rare. Post-free, 2/1.

**No. 15.**—The Shilling Packet of Unused Stamps contains 20 varieties, including obsolete 1d. Cyprus, Liberia, Barbados, Newfoundland, Nyassa, Bhopal, Siam, Angra, Bundi, Jamaica, rare Ceylon envelope, provisional Italy, Mexico, Holland, Shanghai, and others rare. All different, and warranted genuine. Post-free, 1/1.

**No. 17.**—The Two Shilling Packet of Russian Local Stamps (Government issues) contains 20 varieties, including obsolete and rare. All different, and warranted genuine. Post-free, 2/1.

**No. 18.**—The Half-crown Packet of Unused Stamps contains 40 varieties, including, amongst others, Sirmoor, Tolima, Cashmere, Guatemala, Dutch Indies, United States, India 9 pies envelope, Bulgaria, Macao, Uruguay, Nicaragua, United States of Colombia, Alwur, British South Africa, Spain (head of Liberty), South Australia, Cyprus, Cuba 1888, Travancore, San Marino, Bechuanaland, Roumania, Malta, Greece, &c. All different, and warranted genuine. Post-free, 2/7.

**No. 20.**—The Five Shilling Packet of Rare Unused Stamps contains 60 varieties, including the following uncut envelopes: Ceylon, Canada, and Egypt; also adhesives: Guatemala, British Guiana provisional 1 c., Newfoundland, Federated Malay States, Labuan, United States, Shanghai, Sandwich Isles, Martinique, Alwur, Johor, obsolete Tolima, Perak, provisional Ceylon, provisional West Australia, Cyprus, Argentine, Mexico Porte de Mar, Granada Confederation, Cashmere Service, Brunswick, Swiss newsband, Chili, Bechuanaland, Finland, Jhalawar, Porto Rico, Belgium, provisional Norway, Spain, British Honduras, Greece, Chefoo and provisional Straits Settlements, and many others. All different, and warranted genuine. Post-free, 5/1.

STANLEY GIBBONS, LIMITED,

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Our senior is Mrs. Bruce, who joined the firm over twenty-five years ago, and who thoroughly understands every branch of the business.

Mrs. Cannon is our senior saleswoman, and has been with us nearly twenty years.

Miss Bolton is senior of the catalogue order department, and joined us in 1893.

Miss Welsh is our senior lady typewriter.

The entire permanent staff consists of twenty-four men and thirty-two ladies, not counting the employees of Messrs. Glendining & Co., Ltd. In addition to these fifty-six employees we have several able helpers who assist in making up stock books, arranging special collections, etc. etc., but as these are not on regular salaries I do not include them in our staff.





## PACKETS OF POSTAGE STAMPS—continued.

**No. 21.—The Five Shilling Packet of Russian Local Stamps** (Government issues) contains 40 varieties, including many obsolete and rare. All different, and warranted genuine. Post-free, 5/1.

**No. 22.—The Four Pound Packet of Rare Unused Stamps** contains 500 varieties, including, amongst others scarce and obsolete, Alwur, Angola, Antioquia, scarce Argentine, Azores, Bavaria return letter labels, obsolete Belgium, Bermuda, Bhopal, Bolivia, Brazil, British Guiana, Brunswick, Bulgaria, Cape of Good Hope, Cashmere, Ceylon, Chili, Colombia, Cyprus, Ecuador, Egypt, Faridkot, French Colonies, Greece, Guatemala, Guinea, Honduras, provisional Italy, Japan, Luxemburg, Macao, Mauritius, set of 3 Mexico, 1864, Monaco, Mozambique, Newfoundland, set of 4 Nicaragua, Borneo, Persia, Peru, Porto Rico, Philippine Islands, Portugal, Jhind, Roumania, Russia, St. Thomas, Salvador, San Marino, Servia, Seychelles, Soruth, Spain, Perak, set of Swiss, unpaid Tunis, Turkey, Uruguay, Venezuela, Western Australia, Zululand, Sudan, Natal, Newfoundland, &c. All different, and warranted genuine. Post-free, £4.

Now Ready, 1/- each, post-free, 1/1.

### THE IMPERIAL PACKETS OF RARE USED & UNUSED FOREIGN POSTAGE STAMPS.

The only packets issued that are entirely different from each other.

Each contains Twenty Varieties, all Warranted Genuine.

**No. 30** contains Azores, provisional Macao, Japan 2 sen, Cuba, Cyprus (obsolete), Brazil, Philippine, provisional Ceylon, Roumania, Bavaria 50 pf., India surcharged H.M.S., Bhopal, Argentine, and other good stamps.

**No. 31** contains Hayti, Portuguese Indies, Egypt (1879), Ecuador, Bechuanaland, China, South Australia O.S., official Italy, Cape of Good Hope, Madagascar, Corea, and other good stamps.

**No. 32** contains Zululand, Turkey, Brazil, Dutch Indies, Bhopal, Swan River, Sweden (unpaid), Western Australia, Faridkot, Swiss (unpaid), Greece, Jamaica, Transvaal, British Guiana, and other good stamps.

**No. 33** contains Sarawak, provisional Mauritius, surcharged Peru, Monaco, Transvaal, India Service 2 annas, Straits Settlements, Sandwich Isles, South Australia, Chili, Argentine, New Guinea, and other good stamps.

## Grand New Variety Packets.

IN order to meet the wishes of a great number of our customers, we have prepared a series of packets, as under, entirely different from one another, no stamp in any one packet being in any of the rest of the series; and the purchaser of the series of eight packets will have 1,305 extra good varieties, and no duplicates.

These packets do NOT contain any Post Cards, cut Envelopes, Fiscals, or Reprints, and are well recommended as good value, and are only a small proportion of the Catalogue value of the single stamps contained in them.

|        |          |     |           |                 |                |       |      |            |     |
|--------|----------|-----|-----------|-----------------|----------------|-------|------|------------|-----|
| No. 70 | contains | 500 | Stamps of | Europe,         | all different. | Price | 7/6; | post-free, | 7/8 |
| " 71   | "        | 125 | "         | Asia            | "              | 7/6   | "    | 7/7        |     |
| " 72   | "        | 125 | "         | Africa          | "              | 7/6   | "    | 7/7        |     |
| " 73   | "        | 105 | "         | Australia       | "              | 7/6   | "    | 7/7        |     |
| " 74   | "        | 125 | "         | West Indies     | "              | 7/6   | "    | 7/7        |     |
| " 75   | "        | 125 | "         | South America,  | all different. | 7/6   | "    | 7/7        |     |
| " 76   | "        | 100 | "         | North America   | "              | 7/6   | "    | 7/7        |     |
| " 77   | "        | 100 | "         | Central America | "              | 7/6   | "    | 7/7        |     |

The set of eight packets, containing 1,305 varieties, if all bought at one time, will be supplied at the special reduced price of 55/-. Postage abroad 2½d. extra for each 125 stamps.

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## STAMP COLLECTING AS AN INVESTMENT

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The following article appeared in *Gibbons Stamp Weekly*, vol. II, and it may be of interest to reproduce it here, which I do with certain corrections and additions.

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OUR worthy editor has asked me to write a short article on the above subject. It is one that I have already written about in the *Monthly Journal* for May, 1903, but Mr. Nankivell thinks that a large proportion of the readers of our American Special Number of *G.S.W.* will not have seen my previous notes in the *M.J.*, and that the subject might be written up from the point of view of the young collector—not necessarily young in years, but young to our hobby.

I thoroughly believe that in all kinds of collecting—in coins, stamps, prints, books, etc.—money can be made *eventually* by those who care to give time and study to their hobby, and I am sure that this applies in a marked degree to stamp collecting.

There is, however, no royal road to making a hobby profitable—no more than there is to making a fortune on the Stock Exchange. Lots of books are published, both here and in America, on “How to become rich quick” by following certain systems; but to the outsider all such advice will generally cause the investor to lose far more than he wins, and I therefore wish to see if the experience gained in the past quarter of a century devoted to stamp dealing may not enable me to give some hints to “young collectors” that may be of use to them.

A beginner must not think that he can spend a few pounds in buying at haphazard packets and sets of stamps and sell them in a few months for more than he gave; but even here the “greenest” collector will not have wasted his money entirely, as he would have done if he had spent the amount in picture post cards, in tuck (bad for his “Little Mary”), or in many of the usual ways that boys have of getting rid of their money.

## *Original Gum.*



I N point of condition, it need not be said,  
That a stamp's never better than when it's first made,  
And even at that time there are only some  
"Well centred," though all have "original gum."

'Tis bad perforation makes all the bother—  
It slips in at one side, and out at the other ;  
So there's only a tithe of the aggregate sum  
"Well centred," though all have "original gum."

The gum on the best of them crinkles and cracks,  
And all sorts of matters stick fast to their backs ;  
So 'tis not long before most of those have become  
"Well centred," but lacking "original gum."

Of course every man must decide for himself,  
And humour his whims in disbursing his pelf,  
But for progress the prospect's remarkably glum  
If once he gets stuck on "original gum."

I like all my stamps to be fine as a fiddle,  
And vastly prefer them set square in the middle,  
And am free to confess that I don't care a "dum"  
If they have, or have not, "original gum."

BOGERT AND DURBIN,  
*The Philatelic Monthly.*

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I might also say here that I consider stamp collecting a *real investment* for the beginner apart from making money out of it.

Just think for a moment what advantages the youth who collects and studies stamps has over one who neglects them.

Stamp collecting teaches him something every hour he spends at it—geography and history especially ; names of the rulers of countries, coinage of the world—and gives him the habit of study and the eye for minutiae that will be of help to him throughout life : his stamps keep a boy occupied on wet days and long evenings. He learns how to correspond and something about keeping accounts if he joins a stamp club, and, in short, I consider that all these things arising out of collecting are a good investment, and will be of use in any business career.

Before giving my opinion on investments in stamps, I will mention shortly a few classes of stamps that the collector will do well to avoid, and afterwards consider how he can take up a pleasant and interesting hobby, combined with a reasonably good investment for his money at the same time.

WHAT TO AVOID.—I should strongly advise the investor to avoid the pitfalls noted below.

1st. *Stamps quoted in advertisements at one-third to one-tenth part of catalogue price.*

Remember that if such stamps are on sale to collectors at such discounts under catalogue, they are also on sale to dealers at still greater discounts, and we dealers who publish catalogues avail ourselves of such opportunities, and in the following edition of our catalogues materially reduce prices ; so that often a collector who has, say in 1904, bought a set of stamps for 6s., then catalogued at 30s., finds in his 1905 catalogue that the price has come down to 8s. Not only has he made no bargain, but all the people who wanted these particular stamps have been filled up, and when he wants to sell he finds that there is no market.

2nd. *Avoid all stamps cancelled or postmarked to order, such as the rubbish of Labuan and North Borneo. The supply is unlimited, like picture post cards, and when you want to realize you find that you cannot effect a sale.*



As our readers are doubtless fully aware by this time, the Celebration issue is, in the general way, an abomination unto us; still, when it comes in a form which appeals to the instincts of a collector of Illustrated Envelopes, we can give it a hearty welcome, and the more so when it is plain that the strict philatelic specialist is in no way bound to place it on his list of *desiderata*.

The envelope, of the device upon which we give an illustration above, was designed, we are informed, by an officer of the 91st Highlanders (note the artistic arrangement of the *kilt* in the lower vignette), and was sketched from nature—on the spot! The native *races*, from start to finish, are depicted in their true colour; and though the Royal Male appears to be somewhat handicapped by his youth in the earlier course, he shows no inclination to “weight for age,” or indeed to wait for any one, in the later.

The *presence* of the moving spirit in the events of 1893 is delicately hinted at by the evident *absence* of Roads (Rhodes?) in the landscape of 1843, while philately is more plainly referred to in the perforating machines, and philatelic and other clubs, in the upper corners; and the whole design may serve to remind us of those Jubilee envelopes of 1890 of which so many of us laid in a little stock, with a charitable virtue that, so far, has been entirely its own reward.—(*M. J.*, Feb. 1894).

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3rd. Exercise great care in purchasing *used* stamps that have a much greater value than similar stamps unused, such as Heligoland, Virgin Isles, Bahamas id., imperf., etc. The fakers take the genuine stamps, and apply such good imitations of the postmarks that often only first-rate experts can tell the good from the bad. Such stamps should only be purchased from dealers who are *really experts*, and who have a reputation to maintain.

4th. *Avoid stamps made primarily for stamp collectors and only secondarily for postal use.*

The most flagrant examples in this respect are the almost endless series of what are termed "Seebeck" stamps—that is, sets of stamps ranging from 1 cent. to 10 dollars, and issued from Honduras, Nicaragua, and Salvador.

For one stamp of the higher values that is used postally, hundreds are sold at a nominal price to dealers, and when the young investor wants to part with such things he will find no market.

A recent example of rubbish every bit as bad as the Seebecks will be found in the numerous stamps emanating from Colombia. These goods (although good for postage, for our publishers have had many on letters in their mails) were at first offered at about 1s. to the peso, but now, owing to the great depreciation caused by the war in Colombia, the stamps can be had at 1½d. or less to the peso.

5th. *Above all, avoid poor condition.*

This is the chief point of all in collecting stamps as an investment.

If you collect used stamps, see that they are lightly cancelled, not daubed all over with a mass of ink, so that the design of the stamp can hardly be seen. In many stamps it is of use to obtain early dated copies to show when particular colours, perforations, watermarks, etc., came into use, and as an investment a specialized collection is much improved by a judicious selection of such stamps.

In unused stamps I consider that well-centred copies are of more importance than original gum, upon which I consider far too much stress is laid at the present time. I would

# Anagram Competition.

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Early in February, 1894, *Pearson's Weekly* had a competition for the cleverest anagrams on the words :

**“STANLEY GIBBONS, LTD., STAMP DEALERS.”**

All the letters had to be used, neither more nor less.

The Editor of *P. W.* stated that more than 15,000 readers had competed, and after careful consideration the prizes were awarded to the senders of the following anagrams in the order named :

- 1st. *“I beg all my best pals send to Strand.”*
- 2nd. *“My last tip, gentle Bob, read S. S. and S. L.”*
- 3rd. *“A grand list, best send me all by post.”*
- 4th. *“All a grand list, send me best by post.”*
- 5th. *“Spend liberally, most and best at S. G.”*
- 6th. *“All smart boys get a splendid set.”*
- 7th. *“Trade samples. Best lot in land by S. G.”*
- 8th. *“Pretty labels add blessings to man.”*

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certainly sooner have a well-centred stamp, say, of Messrs. Perkins Bacon & Co.'s printing, without gum, than a similar stamp with the perforations cutting into the margins of the stamp but having full gum.

The greatest and most experienced collector of all, M. P. la Rénotière, told me some time ago that he frequently washed the gum from old stamps, such as Austria, etc., as he found that the strong, thick old gums in time cracked the paper of the stamps, and sometimes quite destroyed valuable specimens.

Of course, you must not think for a moment that I am advocating that gum should be generally removed. I only want to make the point that in *my* opinion well-centred stamps of good colour without gum are preferable to poor copies with gum.

6th. *Purchase from reliable firms.* This is *most* important. You will see lots of offers of stamps at 25 or 50 per cent. under catalogue, but most of these are made by people who do not understand stamps, and who may quite unknowingly offer you reprints, fakes, and mended stamps which are, of course, valueless. Buy from firms who have made a study of stamps for many years; you will have to pay a little more, but you won't be "had" and find your collection full of rubbish when you want to sell.

7th. *Beware of paying fancy prices for stamps of which we give no Catalogue price.*

Many dealers, especially the smaller ones, say, "We sell everything under Gibbons' prices"; but many of them, when they get a stamp not priced, think they have struck a gold reef, and I have seen the most fancy prices asked—ah, and sometimes paid too!!—for stamps we have on sale at a few shillings. It does not at all follow that because Gibbons does not affix a price the stamp is rare. It may be that when we price that country we happen to be sold out, and we put no price in the Catalogue until we see what the next parcel of these stamps that we buy may cost.

Having now mentioned some of the pitfalls in front of the investor, I will turn to the other side of the picture and see in



THE AMERICAN JOURNAL OF PHILATELY,  
5 November, 1870.

*A Post Office Incident.*

THE following incident, said to have taken place in Paris, is so good, and contains such a capital moral for the edification of people prone to find fault with the postmasters, that we translate it with pleasure.

The widow Richard is an old lady addicted to making "bulls," and is of a piece with the good woman who poured out the coffee to feast upon the grounds. It was a blunder something of this character she had just committed, and for which she had come to answer at the post office.

The cause of the hubbub occurred in one of the city post offices of Paris, where the clerk whose duty it was to attend to unpaid letters was suddenly accosted by a woman, who rushed in in great trepidation. The woman was the widow Richard.

"Sir," she exclaimed, in a voice trembling with anger, "how does it happen, I should like to know, that when one has prepaid the postage on a letter, the person to whom it is sent is made to pay for it again?"

"How it happens, madam?" cried the clerk. "Why it don't happen at all."

"Well, I say that it does happen; and what's more, that it happened to-day. There!"

"And I tell you again that it is impossible that it should be so."

"But it is a person of my acquaintance to whom I wrote yesterday, and whose letter I prepaid, who says she had to pay for it too. She was furious about it, and I don't wonder she was, for I wrote her concerning my own affairs, and she had to pay the postage. It's downright robbery, I say!"

Thereupon the widow kicked up such a rumpus that it was found necessary to call in a policeman and take her before a magistrate. Instead of pacifying Madam Richard, this proceeding nearly threw her into the last degree of exasperation. Although the officer requested her to assume a proper line of conduct, the widow persisted in her fury, and stamped and screamed most uproariously.

"To be told, too, that I don't know what I done with it!" she cried.

"Done with what?" inquired the magistrate.

"The receipt," answered the widow; "the receipt which proves that I prepaid the letter." So saying, she fumbled in all her pockets.

"There!" she exclaimed suddenly, "I've got it! Here it is!"

And she exhibited triumphantly to the magistrate—what do you imagine? A Postage Stamp! The poor lady had taken it as a receipt for the money she had paid to the clerk, and had treasured it sacredly, instead of sticking it on the letter.

The blunder was duly explained to her amid the laughter of the spectators. She promptly acknowledged her fault, and regretting she had given way to her anger, begged the court to deal leniently with her, pleading her ignorance as the cause of the storming and abuse of which she stood convicted.

The court took the culprit's general good conduct into consideration, as well as her contrition, and fined her sixteen francs only.—*Stamp Collector's Gazette.*

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what branch of collecting he can best combine study, amusement, and a sound investment.

PROPER TOOLS are as essential to the stamp collector as to the carpenter ; so before our beginner starts on his collection he must be properly supplied with an outfit.

To begin with, he will want a good album, priced catalogue, hinges, and tweezers, and from the commencement he should subscribe to *G.S.W.* and obtain the early volumes, which are replete with useful information.

As he gets on a little it will be wise for him to form a small library for reference, and he should obtain as soon as possible:—*Stamps and Stamp Collecting*, by Major Evans, as this is the standard work explaining all terms used in collecting ; *A Colour Dictionary*, by B. W. Warhurst ; *Reprints*, by E. D. Bacon ; and when more advanced he would do well to subscribe to several of the best periodicals, such as *The Monthly Journal*, edited by Major E. B. Evans.

Broadly speaking, collectors may be divided into two great groups—the General Collector and the Specialist.

GENERAL COLLECTOR.—*First Stage.* I will first take the case of the general collector who wants to form a small collection containing stamps of all parts of the world.

This is the plan that most of us adopt in commencing to collect, and to the beginner is undoubtedly the most attractive.

In forming a small general collection it is well to ignore all varieties of paper, perforation, and watermark—just take the design of the stamps ; it is as well to include as two varieties stamps that are perforate and imperforate, even when of similar design and colour.

Be particular in hinging your stamps, keep your books clean and tidy, and whenever you can replace a stamp by a finer copy do so without fail. It is also a good rule for a young collector to keep an account of what his collection has cost him, so that if he wishes to sell he will know about what he should get for his album.

The most suitable album for a collector at this stage is Stanley Gibbons' new "Ideal Album" of the postage stamps

## *How a Drunkard was Reformed.*

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REFORMS are wrought in many and curious ways, but seldom in a stranger manner than that in which a certain drunkard was sobered. This man had wandered at midnight into a low public-house. He gave his order, and then leaned against the bar for support. A man standing near by took from one pocket an addressed envelope, and from another a stamp, which he moistened with his tongue. Instead of adhering to the envelope, as the man intended, the stamp slipped from his fingers and fluttered to the floor. The tippler saw it fall, and staggered forward to pick it up. Just as he was about to grasp it, the stamp darted in a zigzag course toward the side wall like a scared thing. Filled with astonishment, the drunkard drew back and intently watched the bit of paper, which, upon reaching the wall, began to ascend. As it ascended the tippler's face grew more intent, his body more rigid. He saw nothing but the mysterious moving thing. His mind was affected by years of ceaseless drinking. He thought that the animated stamp was a warning. At the top of the wainscoting the stamp stopped, squatted as if for a moment's rest before ascending higher, and then made a dart towards the tippler's haggard face. The trembling sot saw it stop, saw it hesitate, and leap. He was unquestionably doomed if he continued longer to drink to excess; the stamp had been given life to warn him. So it seemed to him. With a pitiful yell of fear he rushed from the bar-room. From that eventful night until he died in prosperous circumstances, recently, the man never swallowed a drop of liquor. The moistened stamp had fallen upon a cockroach's back and stuck there.

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of the world, in one volume, with all prominent varieties included, minor varieties being entirely omitted.

*Second Stage.* A more advanced form of general collecting is one that includes all *important* varieties, and a collector who gets to this stage cannot do better than adopt "The Imperial Album" as his standby.

This album is divided into three volumes, any one of which can be obtained separately. They are as follows :—

Vol. I, Stamps of the British Empire.

Vol. II, Stamps of Europe and the Colonies of European States.

Vol. III, Stamps of Foreign Countries.

By this arrangement a general collector can, if he so desire, confine his attention for a time to one volume and take up the others when he has filled up all the spaces for cheap stamps.

It is really surprising what a big collection can be got for a small sum—there are nearly 5000 different varieties cataloguing at 6d. each or less.

*Third Stage.* Is only for advanced collectors who can afford to spend a considerable amount on their collections. At this stage the collector will adopt blank albums, such as "The Oriel" or "The Philatelic," with movable leaves, and will try to obtain every minute variety that exists. This—for those who can afford it—is by far the most interesting *and best-paying form of collecting.*

THE SPECIALIST.—Twenty, nay, even ten years ago one could start a general collection of the stamps of the world, and with the exception of a few of the great rarities could hope to make the same fairly complete. Ten years have altered things immensely, and it is now only a wealthy man who can get a really nice collection of the world's postage stamps.

I think I cannot do better than quote here from Mr. Nankivell's *Stamp Collecting as a Pastime*, chapter xiii., on "Investments in Stamps" :—

When a stamp collector is charged with being extravagant, with spending money lavishly and foolishly on a mere hobby, he may very justifiably reply that even his most extravagant spendings may be regarded as an investment.

The ordinary investor in, say, industrial securities is fairly content if he can, with a little risk, secure a steady six or seven per cent. If

# JOKES.

DUCKS AND DRAKES.—The “Ladies’ Window” clerk at one of our post offices, hearing the usual “rap-rap” which announced the presence of an applicant for a letter, on going to the window found there a Mr. Drake. “Next window, if you please, Mr. Drake—this department is exclusively for *Ducks*.”—*S.C.M. Gazette*.



“WHEN, in your voyage round the world,  
From Sydney’s port you sail,  
A sharp ‘look-out,’ and watchful eye,  
Will see approaching—by and by—  
A ‘Laureated *Wale* (Whale).”—*Poet Laureate*.  
Very truly yours,  
E. SHORTHOUSE (*M. J.*, Feb., 1895).



IN A BOOKSHOP.—Customer : I want a cheap illustrated copy of Gibbon’s *Decline and Fall*.

Shopman (thinking of his stamps) : That’s the last edition, I believe, sir ?

Customer : Eh ? yes, the last edition will suit me very well. It has extra notes, I believe.

(Shopman serves copy of *Gibbons’ 1899 Priced Catalogue*, part i.)

Customer : This is the British Empire. I want *Rome*, you know : Gibbon’s *Decline and Fall—Rome*. The standard work.

Shopman : Beg pardon, sir ; that’s in part ii. Be out in February !

*The Collector-Dealer*

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he launches out into more speculative shares, yielding higher rates of interest, he must be content to face a much greater risk of the capital invested. Now, the severest test of an investment is the yield of interest over a series of years covering periods of depression as well as periods of prosperity. The stamp collector who has used ordinary discretion in his purchases may confidently submit his investment to this test.

Now, in looking at an investment, one naturally looks at what has been done in the past in order to guide him in forming his ideas as to what to do in the future.

We can do the same thing in stamps, and looking back on the years during which I have been in the stamp business I have made a number of notes on collections that have been sold during that time. Many have been purchased by our publishers, the rest by our *confrères* in the trade. In quite a number of cases I have been able to get roughly the cost price and the cash realized, and I find that in the *very great* majority of cases—certainly in over 90 per cent.—substantial profits have been made on specialized collections of one or more countries.

Below I give a few examples, for which I can vouch. I cannot quote names for obvious reasons. I give the cost price, the net price realized, and about the time occupied in making the collection.

EXAMPLES OF INVESTMENTS IN ONE COUNTRY ONLY.

| No. | COST.<br>£ | SOLD FOR.<br>£ | YEARS MAKING. |
|-----|------------|----------------|---------------|
| 1   | 50         | 100            | 8             |
| 2   | 140        | 300            | 5             |
| 3   | 300        | 450            | 1½            |
| 4   | 420        | 485            | 10            |
| 5   | 450        | 1250           | 8             |
| 6   | 650        | 2250           | 15            |
| 7   | 1100       | 2300           | 4             |
| 8   | 840        | 1630           | 6             |

EXAMPLES WITH GROUPS OF TWO TO SEVEN COUNTRIES.

| No. | COST.<br>£ | SOLD FOR.<br>£ | YEARS MAKING. |
|-----|------------|----------------|---------------|
| 20  | 500        | 1400           | 6             |
| 21  | 5500       | 10,000         | 14            |
| 22  | 2800       | 6000           | 7             |
| 23  | 4200       | 5750           | 6             |
| 24  | 16,500     | 29,500         | 12            |

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**JOKES—continued.**

THERE is no getting away from the fact that the juniors know a thing or two, as the following inquiry and observation will show. Both are warranted facts.

INTquiry : Are the new Newfoundland stamps watermarked ?—No.—Oh, thank you ! I never buy unwatermarked stamps ; they're not genuine, you know !

OBservatION.—I never buy stamps at Blank's. All his new issues are unused. He's a printer, and he prints them himself !

All success to the juniors.—*The Collector-Dealer.*



FROM *Truth* : The Post Office has an idiotic rule which precludes the public from buying postage stamps at offices which are restricted to telegraphic business. The rule was ingeniously circumvented the other day by a gentleman who had written a letter in the train and went to a telegraph office at a station *en route* for the purpose of obtaining stamps. The clerk in charge having declined to sell them, the traveller asked for a telegraph form and wrote the following message : "Postmaster-General, London.—Your clerk says I cannot purchase two stamps at this office.—RATS." Claiming the right to affix the stamps himself in accordance with another Post Office rule, he took the stamps which the clerk handed over, put them in his pocket, tore up the telegraph form and departed in triumph. The man who could thus make red tape look ridiculous deserves to be regarded as a public benefactor.



WANTED : A philatelic wall-paper, tastefully ornamented with designs of postage stamps. As a further suggestion : addresses of stamp dealers may be added framing each stamp, thus securing the manufacturer an additional profit. Of course these would be *standing* advts., and the firms should be *upright* and *stickers* for trade. For a border we might have the cover designs of the numerous albums. It is also about time we had our china, etc. etc., properly stamped.—*Melita Philatelist.*

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I could give *many* more examples if necessary, but these are sufficient to make my point, and the mere string of figures, without names of countries or owners, which I cannot divulge, would not be of much interest.

My firm for the past few years has purchased postage stamps to the value of some £30,000 on an annual average, and the *bulk* of such purchases have been specialized collections of one or more countries. The number of general collections that we have bought has been relatively small, as the general collections offered to us, as a rule, contain but very little of which we are really short in our stock.

On the contrary, in special collections, one always finds many stamps that one wants, and after such collections have been picked over the balance usually forms a handsome addition to our stock books.

All this goes to prove that a good investment may be made by the collector who is willing to give the time to make such a collection.

In selecting a "field of operation" the investing collector must be to a large extent guided by his means.

Another point is that he must not let *fashion* influence him too much. At the present time the fashion is for Africans and Australians, and prices in these groups are high, but they are certainly debenture stocks.

A few years ago Europeans were the fashion, before that West Indies and North Americans; but I have noticed that almost every country has a turn, and although in stamps, as on the Stock Exchange, one cannot forecast the future, yet I have no doubt that in a few years' time the now despised South and Central Americans, etc., will all be in demand, and those who have patiently acquired fine special collections will reap a rich harvest.

For investment purposes, then, I advise the formation of special collections of one or more countries; but to make a success the collector must not only accumulate a large mass of material, but must study all that has been written on his particular country, and then study the stamps themselves, and endeavour to find out more than is known by any other collector about his particular subject.





# The Stamp Crank.

A CHRISTMAS ODE.

*(Dedicated to his wife by a fellow-sufferer who knows  
how it is herself.)*

AMONG the misfortunes which trouble a wife,  
In the worries and cares of everyday life,  
Causing many a wrinkle and many a groan,  
And oft of dissension a mighty big bone,  
Few are greater and none more vexing  
(To excuse it is so perplexing)  
Than that of having her husband's mind  
Crazy, a few battered stamps to find.

*Monthly Journal, Dec., 1899.*



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To do this successfully his mass of material must be of good quality. Dated copies, stamps on letters, bisected stamps used for a moiety of their value—all have use and all tend to increase the commercial value of a special collection. Generally speaking, I find that unused stamps pay best, and a special collection should be chiefly of unused stamps, with a judicious admixture of used stamps, etc., as named above.

In considering the selection of a country or group to take up, the question of the amount to be invested is of the first importance, and I think that, broadly speaking, we can divide collectors who wish to invest money in stamps, combined with study and relaxation from other affairs, into three classes :—

First. The collector who can spend under £20 per annum.

Second. The collector who can spend from £20 to £50 per annum.

Third. The collector who can spend over £50 per annum.

CLASS I.—*Norway and Sweden.* The used stamps are mostly very cheap. There is a fine lot of shades, and through the political changes now taking place the stamps should advance in value.

*Bosnia.* Cheap stamps, both used and unused, plenty of varieties, and no doubt much still remains to be found out about minor types and varieties.

*Great Britain, used.* In fine condition, are not common, are *always* in demand, and practically sure to show a steady advance in value.

*Belgium.* A good selling country ; used stamps quite cheap, but want a lot of hunting for in good condition.

*British Somaliland.* A small group, but interesting, and with a great many minor varieties ; a nice collection will always be a good seller.

*China.* Mostly cheap stamps, but with a lot of rare shades and scarce varieties, the older issues gradually rising in value.

*Denmark.* A very cheap country if you keep to used stamps; great scope to hunt for rare shades.

# Reply of a Philatelist

To the Query "Cui Bono?"

**T**HINK kindly, pray; do not despise  
 What may seem useless in your eyes  
 Before you have consider'd well!  
 See what these "paper medals" tell:  
 The graver's tool, the artist's skill,  
 A worthy purpose here fulfil;  
 By value, portrait, symbol, date,  
 The Stamp can show the Realm or State:  
 On this small square you look, and find  
 An index of a nation's mind!

In every cultivated race  
 These little messengers find place:  
 These fragile links bind land to land,  
 And aid the Love of heart and hand;  
 Through them the Treasury chests o'erflow,  
 And Nations countless thanks will owe  
 That Englishman whose active brain  
 Contriv'd this fairy flow of gain!

As notes on music's varied page  
 Touch all the chords from youth to age,  
 So in this book, in fancied chime,  
 We range these silent notes of time;  
 Suggesting to the thoughtful eye  
 The fitful strains of history.

(Continued on page 200.)

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*Egypt.* I can strongly recommend this country ; most of the stamps are cheap at present, but a few of the knowing ones are making fine collections, thinking that one day this country will be a British Protectorate and be included in British Colonies, when a great demand would soon cause the prices to go higher.

*Falkland Islands.* A small lot, but old issues scarce and good, and sale easy.

*Gambia.* A small country, but sound and good stamps, pretty sure to increase in value.

*Holland and Colonies.* A very interesting group, worthy of more study than they get here, and unused especially getting quite scarce.

*Jamaica.* Used and unused prior to 1872 certainly undervalued.

*Russia.* The recent war has created quite a demand for this country. The older issues are pretty and quaint, and a collection should be easily saleable.

*Seychelles.* A safe little country in which to put a small sum. The obsolete stamps *must* rise *considerably* in next few years.

*Zululand.* A small but sound lot of stamps. The beginner might omit the postal fiscals.

CLASS II.—*Argentine Republic*, up to 1890 and omitting the Officials, is an interesting lot of stamps with a ready sale.

*Austria* is a big country to really specialize, but used stamps are cheap, and a collector who took this up seriously would soon be able to pick up rare varieties in perforations and types that would be overlooked by the general collector. In this country also one should look out for many quaint and interesting varieties of postmarks on the first three issues.

*Brazil.* Well worthy of more attention than it receives. It is worthy of note that Brazil was the second country in the world to adopt the system of paying postage by means of adhesive labels.

Here, as in mimic gallery plac'd,  
 Portraits of fair and great are trac'd ;  
 Kings, Emperors, and Chiefs of fame,  
 Queens—with our own of honour'd name—  
 And pictur'd stories of each land  
 From frozen shore to sunny strand :  
 St. Salvador with flaming crest,  
 Or Nicaragua's vales of rest ;  
 From Costa Rica's tropic steeps,  
 To where the Alpine Gentian peeps ;  
 Peru can show her Llamas fleet,  
 Canadians their shrewd Beaver greet ;  
 Australia's Swan floats proudly by,  
 Newfoundland's Seals on icebergs lie ;  
 "The Stars and Stripes" their history trace  
 From Britain's world-encircling race ;  
 While Virgin Islands gladly boast  
 "Our Lady" still defends their coast !  
 In happy proof that all are kin,  
 Each language sends its tribute in ;  
 And, token of fraternal band,  
 The sign is pass'd from hand to hand :  
 Babel's confusion here is still'd,  
 Another tongue the world has fill'd ;  
 And races, that with jealous caste  
 All others shunn'd for ages past,  
 Ancient traditions now forget,  
 To join the world's new alphabet !

Thus, as each chequer'd page we turn,  
 The course of dynasties we learn ;  
 While art and history combine  
 To make me PRIZE THESE STAMPS OF MINE !

1878.

C. T.

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*Chili.* An interesting country ; the old issues getting scarce, and rarities can be found by careful search.

*Fiji Islands.* Much to learn here. A fine subject for study, and more worthy of collectors' attention than it has received.

*France.* These stamps always sell well. The used are cheap, unused getting rarer every year, and a good collection can always be easily sold.

*Greece.* A hard country to master, but once understood few will pay better. A grand lot of shades here ; used stamps quite cheap ; dated copies very desirable, as they help to separate printings.

*Hong Kong.* A nice little country ; undervalued at present, both used and unused.

*Chamba, Gwalior, Patiala, etc.* A nice little group ; many unlisted varieties, and worthy of more attention than they receive. The Queen's Head stamps should show a good increase in value in next few years.

*Japan.* The war has caused many people to take up this country, and now that it is so closely allied to Great Britain by treaty and mutual interest, and to the United States by President Roosevelt, "The Peacemaker," I anticipate a great demand and increased value for these stamps.

*Lagos.* A good safe little lot, sure to increase in value.

*New South African Republic.* Much rarer stamps than most people think, and well worth getting, if you can find any. I have been trying for two years to get a set together, and still want many dates.

*Prince Edward Island.* Well worthy of attention ; many minor varieties, several varieties of perms., and not at all properly listed or valued at present.

*St. Helena, St. Lucia, St. Vincent, Sierra Leone.* All good sound countries ; stamps that are sure to advance in value and prove a good investment.

*Siam.* Much to study here ; a small investment should pay well.

*Turkey.* Very much neglected and worthy of more attention. The earlier issues are getting scarcer each year, and I find a

## THE AMERICAN JOURNAL OF PHILATELY,

20 July, 1871.

## \* FOOT STAMPS. \*

AN old negro woman lately gave a letter to the mail agent on the Carolina train at the station near Branchville, United States, and asked him to send it to her. The agent said the letter must be stamped.

The old woman became indignant, said the darkies were free, and "Whar war de use of freeing the culled pussons ef you didn't free de letters too?" and finally yelled out, "How many stamps he want, eh?"

The mail agent said, "Three."

Down went the letter, and down went the old woman's heel.

"Dar, dar, dar! Dar's three stamps! Dat enuff, eh?"

She was in angry earnest, and the bystanders were amused accordingly. The agent saw the joke, volunteered to pay the money for the stamp, and thus doubly stamped, the letter was sent to its destination.—*Mason's Stamp Collector's Magazine.*

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pretty good demand for them. I should advise beginners, at any rate, to omit the Government Locals; there are many imitations of the surcharges, and not much demand for them.

CLASS III.—*Great Britain, unused, mint.* Our own stamps in perfect condition are bound to advance in value. The supply is gradually becoming smaller and smaller, and the demand increases year by year.

*Cape of Good Hope.* Debenture stock, always a safe seller, and always increasing in value. Triangular stamps, especially unused, getting scarce; the issues of 1864 to 1883 much undervalued, and stocks in dealers' hands very poor.

*Ceylon.* First-class standard stock, safe for steady sale and good, safe rises. The issues of 1867 to 1885, unused, much undervalued at present.

*Dominican Republic.* American collectors might do far worse than take up this country; the old issues are getting very scarce, and the last year or two there has been a lot of inquiry for them from a few wideawake people in the States.

It seems highly probable that within the next few years this Republic may be annexed to the United States, and then the value of the stamps will increase by leaps and bounds.

*France and French Colonies, mint, unused.* French are much rarer than supposed in this country. See how few fine copies any dealer has got. The French Colonies are neglected here, but good collections sell readily in Paris and will in time here.

*Germany and her States.* Have been rather neglected, but a big demand is setting in for them, and as there is always a ready sale for these stamps all over the Continent, they must be sound stock, and I feel sure that a few years hence they will be very much higher than in 1905.

*Italy, with Tuscany, Modena, Sicily, Naples, etc.,* forms a fine group to specialize. There are few fine copies amongst English dealers, and I think a few years will find a very great appreciation in values. There is an immense number of these stamps used for postage in States other than that of the stamp, and the study of used copies is most interesting, and will be very profitable.



## POSTAL CURIOSITIES.

THE AMERICAN JOURNAL OF PHILATELY (7 Oct., 1870).

There are two very curious points in the revelations which occasionally reach us from the archives of the Post Office. One is the remarkably vague way in which ignorant people address their letters. Take this example :—

Mr. —, Travelling Band, one of the four playing in the street,  
Persha (Pershore),  
Worcestershire.

Please to find him if possible.

THE AMERICAN JOURNAL OF PHILATELY (7 Oct., 1870).

E. R.—, a cook as lived tempory with a Mrs. L.—, or some such name, a shoemaker in Castle-street about No. — Hobern in 1851 ; try to make this out. She is a Welch person about 5 feet stoutish. Lives in service some ware in London or naboured. London.

THE AMERICAN JOURNAL OF PHILATELY (7 Oct., 1870).

We have more sympathy with the poor little servant maid who bought a pair of spectacles for her father, and sent them in a letter addressed thus :—

“ My dear Father in Yorkshire at the white cottage with green pailings.”

THE AMERICAN JOURNAL OF PHILATELY (7 Oct., 1870).

This is for her that “ maks ” dresses for ladies, that livs at tother side of road to

James Brocklig,  
Edensover,  
Chesterfield.

THE AMERICAN JOURNAL OF PHILATELY (7 Oct., 1870).

This is for the young girl that wears spectacles, who minds “ two babies,”

30 Sherriff Street,  
Off Prince Edwin Street,  
Liverpool.

THE AMERICAN JOURNAL OF PHILATELY (7 Oct., 1870).

There is a letter addressed :—

The biggest fool in the world,  
Tunbridge.

This is drily endorsed by the Postmaster, to the effect that it cannot be delivered, as he does not know the writer.

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*Natal.* Undervalued at present; not easy to get, either used or unused, and in good, steady demand.

*New South Wales, New Zealand, Queensland, South Australia, Tasmania, Victoria, and Western Australia.* In my opinion these countries are still the *soundest stamps of all the world* in which to invest. They are the best sellers of all the stamps I handle, and there are markets for them not only here and in America, but in France, Germany, Australia, and South America, the reason being that no stocks of the old issues can be found outside Great Britain.

*Roumania.* A very interesting lot of stamps; most of the issues are cheap, but there are rare varieties and perforations all through this country which are only known to the student. The early issues include some of the greatest European rarities.

*Spain.* The old stamps are a good sound investment, especially unused, and it wants a lot of hunting to make a really good collection.

*Switzerland.* One of the soundest lots of old stamps to collect. Prices have been low the last few years, and are bound to advance considerably.

*Straits Settlements and Native States* are rarer than people think; much still to be learnt about them, and a nice group for an advanced specialist.

*Trinidad and Turks Islands* are sound countries, both used and unused, if selected copies are taken.

*Transvaal.* There are few—if any—countries in which the student can find more bargains than in this one; only a few people take the trouble to master the different printings, but once they are learnt it is surprising the lots of really rare stamps that one can find at bargain prices. The forthcoming publication of the Philatelic Society's book on Africa, Part III, will do much to increase our knowledge and the popularity of these stamps.

*United States.* Advancing in value and demand increasing. Our New York Branch informs us that stocks in America of

## Penny Postage.

THE early squibs on any subject have an abiding interest. The following is a cutting from a newspaper which, by a casual date at the back, must be of January, 1840. The Penny Postage commenced on the 10th of the month. The hint in the sixth verse records the author's protest against the usual transfer, namely, that of the merit of the real labourer to the first Government which is forced by opinion into adoption of his plan. I remember plenty of this in 1840.

### THE UNIVERSAL PENNY POSTAGE.

- “ From universal suffrage some  
Say every blessing's sure to come,  
As clear as one and one make two ;  
But other say it's all a hum,  
And there's no blessing like the U-  
niversal Penny Postage.
- “ Of all the penn'worths Nature gave—  
A penny show, a penny shave,  
(There's blacking for a penny too)  
A penny biscuit—all must waive  
Their claims in favour of the U-  
niversal Penny Postage.
- “ For all things now there's some new way—  
To write, to seal, to fold, to pay ;  
And you must talk in idioms new,  
And, when you mean *Post-paid*, must say,  
' *Pre-paid* ' by order of the U-  
niversal Penny Postage.
- “ If aught's *not* new the wonder's great,  
The tables are so turned of late,  
E'en ' useful tables,' thought so true :  
Your half-ounce makes one *pennyweight*,  
According to the school of U-  
niversal Penny Postage.

(Continued on page 208.)

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the old issues—especially unused and fine—are very poor, and a fine collection in good condition will always sell readily, and should show a good return on money invested.

In Class III, for collectors of considerable means, the question of a sound investment is perhaps not so important as that of taking up a country or a group in which they are really interested; but all the same, it is this class that eventually makes the most money when they want to dispose of their collections. The reason, no doubt, is that wealthy collectors get the “pick of the market,” and practically absorb the *really fine* and *rare* stamps, and it is this class of stamp that, if kept for a considerable time, shows a very large profit.

The last few years have seen a great rise in value of *all first-rate* goods in prints, furniture, china, silver, etc., and in a smaller degree the same thing is applying to really rare stamps. The demand increases, the supply diminishes, through absorption by museums, etc., and prices of the *very best stuff are bound to advance*.

Investors of considerable means will be able to select the cream of the market, and while putting large sums in rare stamps, will be practically certain of large increases in value.

To the wealthy collector I should like to point out a few factors that *must* cause really rare stamps to constantly advance in value.

First we have the number of wealthy collectors constantly on the increase, and much of this great increase of interest in the upper circles of society is due to the fact that there are so many Royal collectors—foremost amongst these is our own Royal Philatelist, H.R.H. The Prince of Wales, K.G., President of the Philatelic Society, London, and one of the most advanced collectors of the present time. The fact that the Heir to the Throne is so fond of his stamps has caused Society to take up our hobby with great enthusiasm.

The sons of the Prince of Wales are also coming on as stamp collectors. H.R.H. Prince Edward exhibited a portion of his own collection at the great International Exhibition in London this year.

Amongst other Royal collectors that one hears of there are H.R.H. Prince Gustav Adolf of Sweden; the Heir Apparent to

“ Who'd think our great authorities  
 Would do a thing so (penny) wise?  
 (Pound-foolish things we know they do !)  
 How now in history they'll rise !—  
 ‘ The Government that gave the U-  
 niversal Penny Postage.’

“ O ROWLAND HILL, immortal man,  
 How can we pay you for your plan?  
 To *you* our thanks, our pence, are due :  
 It was the Emp'ror of Japan  
 As much as *they* that gave the U-  
 niversal Penny Postage.

“ Send up a column to the sky,  
 Five thousand office inkstands high ;  
 Take for a basement fair to view,  
 As many reams of ‘ wove demy ’ ;  
 Write ‘ To the author of the U-  
 niversal Penny Postage.’ ”

A. DE MORGAN.



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the throne of Portugal; one of the sons of Kaiser Wilhelm of Germany; the heir to the throne of Siam; and many others.

The next point is, that to my certain knowledge *many* of the greatest collectors in the world are going to follow the example set by the late Mr. T. K. Tapling, who gave his superb collection (now worth over £150,000) to the British Museum.

I know of four of the greatest collections in the world that are being formed by their owners with the intention of bequeathing them to their respective countries. These collections are probably worth over *half a million pounds sterling*, and the rarities that have gone into them will never again be on sale.

Then, last of all, is the destruction of rarities that goes on—the latest terrible loss is in the great fire at San Francisco—many thousands of pounds' worth of rare stamps were burnt, much more than was the case in Baltimore three years ago—and all these reasons go to prove my point, that really rare stamps are a sound and safe investment for large sums of money, and now even the London Bankers recognize this fact, as I know of cases in which they have advanced many thousands of pounds on stamp collections, when the same bankers would not advance anything on shares in South African Mining Companies.

In conclusion, I want my readers to bear in mind that my remarks are made on behalf of the investor in postage stamps, in contradistinction to the collector, and taking this point of view, I have naturally found it necessary to advise those, who seek investments only in stamps, to abstain from many classes that our publishers find it necessary to keep in stock in order to supply the demands of all their customers. For with the *true* collector the money he spends he devotes to his *amusement*, and he is not always thinking of the time when he can get it all back with *compound interest*.

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