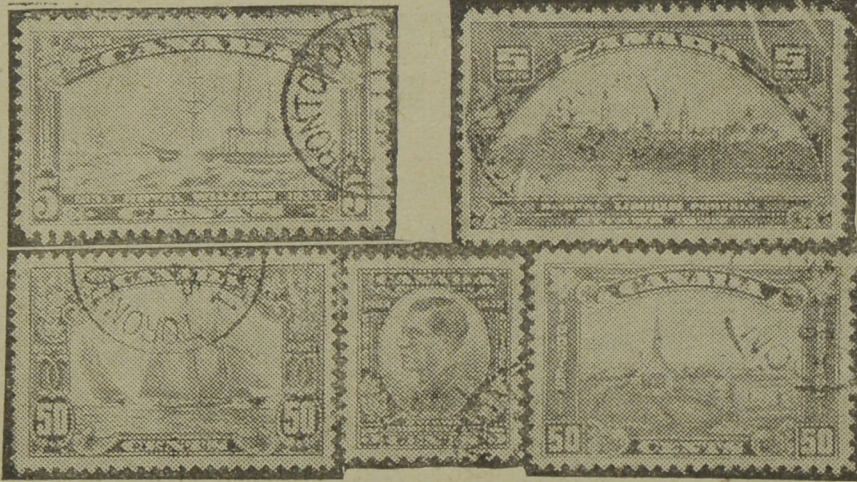


STAMP COLLECTING

THE NEW CATALOGUES



The new Scott catalogue is now on the market, and this signifies that the season for stamp collecting will get under way in a more enthusiastic manner. At least that is what it usually means, but this year brings to light so many changes in price that it is liable to mean anything.

It should be well worthwhile to devote some space to a discussion of the radical changes which appear scattered through the volume.

To begin with, let us quote you the actual selling prices of the Scott Stamp and Coin Co., publishers of the catalogue.

No discounts allowed on purchases of less than \$1.

On all United States stamps and on all current and recent issues of all foreign countries, 10 per cent. discount on purchases of \$1 to \$100.

On all other stamps of foreign countries a discount of 25 per cent. is allowed on all purchases of \$1 to \$100.

For many years past, collectors have bought this catalogue and used it as a guide by which they could correctly classify and mount their stamps. Further, it has been their guide as to the prices they should pay when buying from other dealers.

The actual retail price of many stamps has been set at a discount of 50 per cent. of catalogue value, by the majority of stamp dealers. In other words they have been undercutting the net price of Scott Stamp Co. This 50 per cent. discount, is not to be considered a hard and fast rate. Many stamps sell at 75 per cent. discount, just as many others sell at 35 per cent., 25 per cent., 10 per cent., full catalogue value, and even more. The price of a stamp depends entirely upon its rarity and desirability, and just how badly a collector wants it.

Supposing you write to Scott's for a certain stamp that catalogues, say 25c., but Scott's have sold out that stamp and cannot supply it. You then write to another dealer, who writes that he can supply it at 50c. You immediately write back and tell him he is crazy, that the stamp only catalogues at 25c., so how can he ask 50c. for it? But Scott's cannot supply the stamp at 25c., their price for it; in which case what right has anyone to quote the price of another dealer who cannot supply the stamps at the price quoted. The dealer who has those stamps, is quite justified in asking any price within a reasonable amount of his cost. They

may have cost him 35c. to buy them, and he is certainly entitled to a profit on his investment the same as any other type of seller.

It is quite possible that in the next catalogue issued, the same stamp may be quoted at \$1 or \$2, in which case you wouldn't kick at paying 50c. for it. But by that time, this other dealer has held the stamps so long, that he feels he is entitled to a higher percentage of profit on his initial investment, and up go his prices, too. In the long run, you will find it does not pay to haggle over catalogue prices. If you are buying from a reputable dealer, you may rest assured he knows what he is doing and sooner or later you will undoubtedly find that your purchases were wise, irrespective of catalogue values.

It is important that you keep in mind, that the various catalogues issued are the actual price lists of the publishers, and that all stamps listed therein, are sold at the prices quoted, subject to the various discounts, quoted in the catalogues.

A number of very recent Canadian stamps are priced by Scott, in used condition, at prices which are really surprising considering the prevailing supply and demand. A few comparisons may be of interest and value to the general collector.

Nos. 159 and 172, the \$1 stamps of the 1928 and 1930 issues. We find the former quoted at 30 cents, and the latter at 75 cents. If these two prices were transposed it would be much closer to the mark. The 1928 \$1 stamp is not being used at all now, while the \$1 of the 1930 issue is in current use, and becoming somewhat more plentiful every week.

The 50c. Bluenose, 1928, is priced at 30 cents, while the 50c. Grand Pre, 1930 issue, is down at 25 cents. How these figures are reached is difficult to imagine. The 50c. Bluenose is always in great demand, and sells wholesale at 20 cents to 25 cents each. The 50c. Grand Pre can easily be sold at ten or twelve cents to the collector. Yet we find the prices almost the same.

The five cent postal union congress is marked at three cents, and the five cent Royal William at four cents. The five cent Imperial Conference is down at three cents. If the collector is willing to pay full catalogue value for these stamps, the prices are quite fair but if the old 50 per cent. discount is expected, there

KNOW YOUR WORLD

NICE

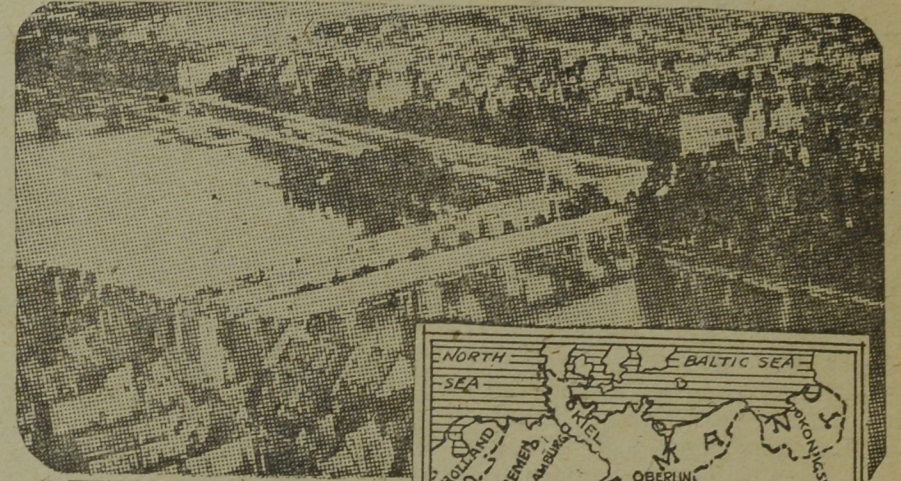
By Central Press Canadian

Descriptive — Frankfort, in the free state of Prussia, is often known as Frankfort-on-the-Main, being situated on the right bank of that navigable river, twenty-four miles above its confluence with the Rhine at Mainz. The population is 461,849, which gives it rank as the ninth city in the republic.

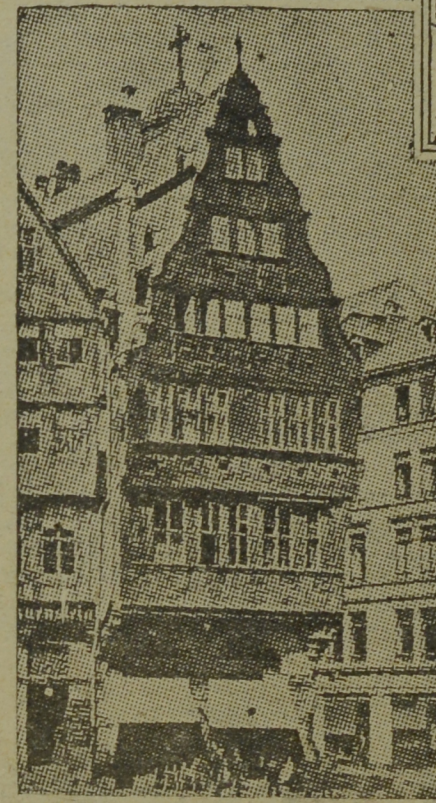
Historical—History is vague concerning settlements on the site until 793 when it was made the juncture of several Roman military roads. After the partition of the empire of Charles the Great, Frankfort was made the capital of the east Frankish kingdom. After 1152 the kings of the Germans were chosen at Frankfort. During the Thirty Years' War the city suffered severely from pestilence. During an insurrection against the merchant oligarchy in 1612, the lower classes took opportunity to vent their spite against the Jews who were forced to flee the city. Intervention of the emperor restored order, the Jews returned to power and the prestige of the trade guilds was swept away. Freedom of labor was established about 1850. Frankfort embraced the cause of Austria in the war of 1866, was occupied by the Prussians and incorporated with Prussia.

Commerce and Industry — Frankfort is reported to be one of the strongest cities in Germany financially. The banks have been famous since the days of the early Rothschilds. Manufactures include chemicals (printer's inks), gold and silver, wire, machinery, carpets, drugs, tobacco and electric supplies. The city is one of the most important railway centres of Europe.

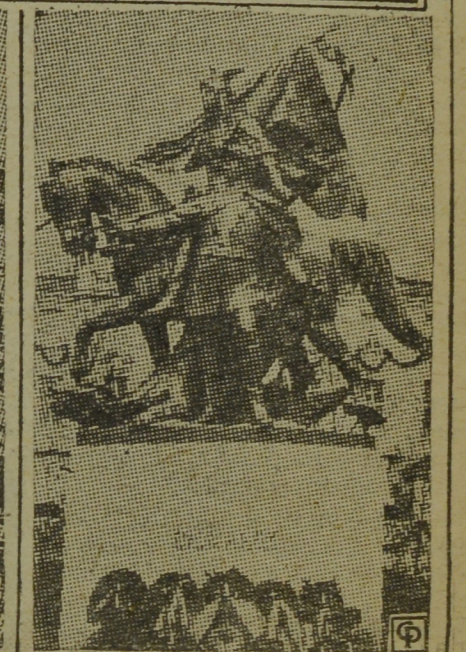
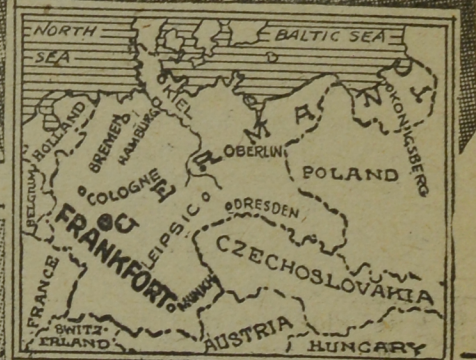
Points of Interest—The site of Frankfort's ancient fortifications are very attractive. The splendid Stadel art institute,



Frankfort-on-the-Main



Old House, Frankfort-on-the-Maine



Bismarck Statue

with a fine Renaissance portal and dome, has fine specimens of early Flemish and Dutch masters. The Taunus promenade is picturesque. On the medieval old bridge are statues of Schopenhauer, William I, Borne and Charlemagne. The

ancient cathedral of St. Bartholomew, where emperors and kings were crowned, is interesting historically. In the heart of the ancient town is the Romerberg, scene of popular festivities after the election of a king.

are going to be a lot of disappointed philatelists.

Here are Stanley Gibbons' prices for these stamps mentioned so far:

Fifty cent Bluenose, one shilling, three pence, just about the same as Scott. Here is a good one, the \$1 Parliament Building, 1928, marked at nine pence. We believe Gibbons' hold a large stock of these, bought at a favorable price, but that doesn't help the other dealers and the stamps are really quite scarce now.

The 50c. Grand Pre, 1930, is priced at sixpence, which is just about right. The \$1 Mt. Edith Cavell is two shilling, sixpence, somewhat high unless at a good discount.

All three of the five cent stamps mentioned are priced at twopence each, which is fair enough at a small discount on one or two, and the other net.

It is the inconsistency of the prices throughout the entire volume, that has roused the ire of many dealers and collectors since looking through these new catalogues.

Scotts' have apparently attempted to revise their entire system of pricing current and recent issues in mint condition. The old practice was to list the stamps at twice their actual face value; this year we find them at all kinds of prices, for the most part lower.

We find the ten cent, Parliament Library of 1930 priced at three cents, used, and the ten Centier, 1931, priced at five cents. The former price is a shade low, and we cannot see how the latter gets by at five cents. A price of two cents would be more reasonable.

The SAINT JOHN STAMP CLUB

On Friday, October 19, members of the Saint John Stamp Club will get together to begin the series of monthly meetings.

Theatre Guest Tickets for J. HAROLD KIRK, 274 Main Street, Saint John, N. B.

which will be held during the fall and winter.

It is expected that the increased interest in stamp collecting will assure a successful season.

The club operates for the benefit of its members; it provides a means for stamp trading and a common ground on which stamp collectors can meet and enjoy their hobby together.

An invitation is extended to everyone interested in stamps to attend the meeting, which will be held in the Y.M.C.A. next Friday evening.

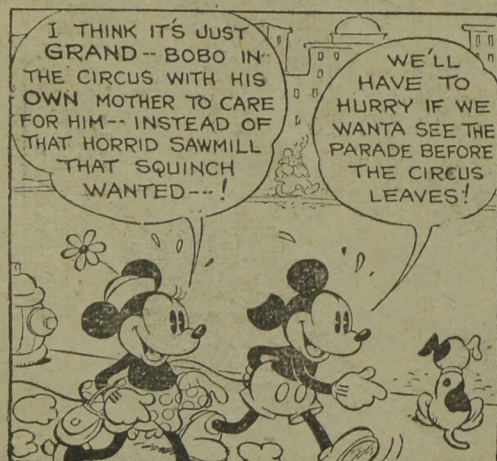
Any information concerning the club may be had from M. C. Clayton, 89 Spring Street, 'phone 3-4859, or R. S. Langstroth, 163 Leinster Street, 'phone 3-7254.

PHONE 3-2023 OPEN EVENINGS

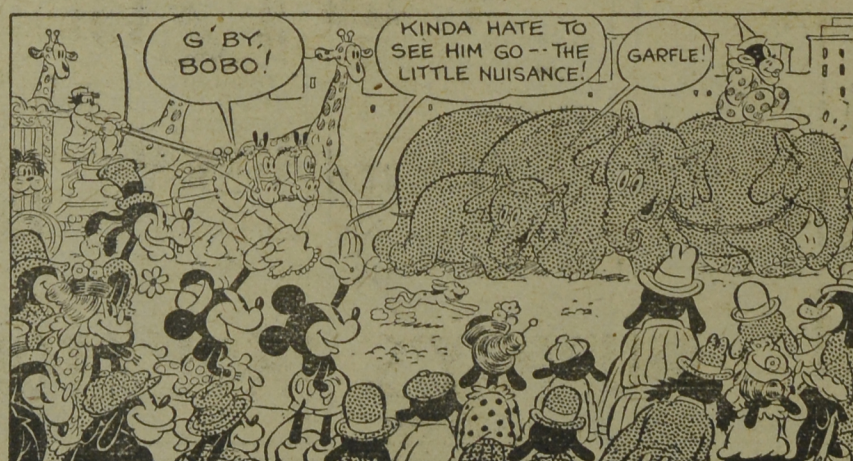
Dr. G. C. MacPhail DENTIST

GAS-OXYGEN ADMINISTERED 519 Main St., (over Gilchrist's Barber Shop), Saint John, N. B.

MICKEY MOUSE



MAKING IT HOT FOR DIPPY



By WALT DISNEY

