

but can also obtain FAR BETTER PRICES. If desired, rare stamps and collections can be sent with reserve price—including our commission—to be sold at the highest price obtainable.

If it is a collection, you can, if you desire, send only a part—FOR A TRIAL—and judge by the results if we can be of further service. There is no necessity for you to sacrifice your stamps. We have had REALLY GREAT SUCCESS with the dozen or so collections we have handled, and believe if you try our agency, you will find it to your interest to continue the connection. We again quote from one of our advertisements:—

DO YOU WANT A SURE MARKET FOR YOUR STAMPS?

"Naturally you do if you are a dealer or wish to sell. We supply a number of collectors and investors on this coast who are WILLING AND ABLE to buy extensively, and offer one of the BEST markets in the world. In our advts. for a long time we have been requesting approval selections and offers and price lists of rare stamps, and our commission sales the past year (to June 1st) have amounted to £1200 (including a collection for £800, another for £100 and several for smaller amounts), and would have been proportionately larger if we had had the stamps; WE SOLD ON AN AVERAGE 90% OF THE GOOD STAMPS SENT US."

Our commission sales have been so successful that we are devoting especial attention to this department, and studying every means in our power to further increase sales, though the supply has not yet been equal to the market. This is not to be wondered at when we have dozens of collectors ready to purchase what can only be supplied to one. We have our exclusive agents among our personal friends, many of whom are brother operators—and who are large buyers—on this coast, and are continually adding new names of wealthy collectors who buy liberally—the only class we cater to—to our already very valuable list.

New issues in sets sell well as we have to supply most of our clients with these: for example, we received a large selection from Stanley Gibbons, Limited, and, although the discount was only 25%, we promptly cleared most of them to one collector, and at a profit at that.

MINOR VARIETIES. Many of our clients are not very keen on varieties of paper, perforations, etc., and, to meet with best results, general selections should be composed of stamps which are not valuable because they are minor or recently recognised varieties. In cases of equal rarity unused stamps are preferred.

QUALITY, DISCOUNT, ETC. Quality is the important factor with us. We would much rather handle exceptionally fine copies of choice stamps—such as would INDUCE collectors to pay top price—at a small reduction from catalogue, than much stuff which has been sent us at 50% discount—this from experience.

It will pay splendidly to make up a special packet to send us, composed of Br. Colonial, U. S. A. and old unreprinted European, (valuable stamps sell best with us, we have had more demand for the ½ peso rose of Peru, at about £12, than for any other stamp); such a packet will be thoroughly appreciated here.

We will not handle damaged or doubtful stamps, nor —except in a few cases—postcards, locals, fiscals or reprints.

The cold season has now begun here, and the best part of the year for stamps is approaching.

RARE SOUTH AMERICAN. We can obtain the highest price for Peru P. S. N. Co., especially used; Medio Peso, especially the rose; Bolivia 500c.; Mexico 1864 3c. brown; Argentine 20 pesos; rare old Brazil, Br. Guiana, Buenos Ayres, Colombia and Uruguay. We have constant calls for these from specialists in S. A., and are sure to make sales if they are submitted on approval with