

APPROVAL SHEETS.

If you want to start a collection, the first thing to do is to send for a packet of 500, 1000, 1500 or 2000 varieties, according to the amount you wish to expend.

The next thing to do is to send references, or a deposit of \$2.00 or more, and receive some of my APPROVAL SHEETS, containing stamps from 2c to \$1.00, arranged according to countries. Then you can see the stamps before you buy them, and select none but good specimens, although you will find on my sheets very few stamps to reject because of their condition.

The discount on my Approval Sheets is generally from 33 $\frac{1}{3}$ to 50 per cent., and all stamps as far as possible are priced by Scott's Standard Catalogue. But for collectors somewhat more advanced, I have APPROVAL BOOKS of scarcer stamps, the discount on which is from 10 to 25 per cent. One or two trials will convince you that for variety and quality my Approval Sheets and Books are unsurpassed.

My conditions are: POSTPAID AND REGISTERED AGAINST POSTPAID AND REGISTERED. This rule must not under any circumstances be departed from. Parties who do not purpose to spend at least \$1.00 each time need not apply. No discount is allowed when purchase is less than \$1.00. Sheets must not be kept more than 5 days, exclusive of time occupied in transit.

SPECIAL NOTICE.—I cannot send approval lots to minors without guarantee from parent or guardian.

HAPS AND MISHAPS.

Fortune is indeed a fickle maid. On December 6th, 1895, I sent an approval lot of stamps, value \$15.35, to Chas. L. Wilcox, of Hastings, Minn. Mr. Wilcox claims that the letter was stolen by a boy who drove a milk wagon for him, and while he has made some promises, has made no remittance. On the 8th of February last I sent another approval lot, value \$18.01, to Richard Goerke, 3631 Robert Avenue, St. Louis, Mo. Mr. Goerke says that this particular lot was carried off by the memorable cyclone, and he refuses to pay anything. If the lot had been returned in reasonable time, it would not have been in the cyclone's path. To a gentleman in Kansas City, Mo., I sent, on the 24th of April, a lot, value \$74.36, and he claims that a friend in whose hands he left the sheets carried them off to New York. He has not been successful in getting them from his friend, and I have had no returns. I cannot say that I hope to have other mishaps to record in next issue of the Philatelic Messenger, but I shall try to prepare a faithful chronicle of them, be they few or many.

ACCOUNTS FOR SALE.

The following accounts will be sold to any dealer or collector at 50 per cent. discount. The first column gives the date when the approval lot was sent out.

December 6, 1895.	Chas. L. Wilcox, Hastings, Minn.,	\$15 35
February 5, 1896.	Harold E. Stewart, Colorado Springs, Colo.,	8 23
February 7, 1896.	Arthur A. Taylor, New York,	14 42
February 8, 1896.	Richard Goerke, St. Louis, Mo.,	18 01

IMPORTANT NOTICE.

The following lots have been out three months or more, and if not returned in the meantime, will be advertised among Accounts for Sale in next issue of this paper:

G. H. W., \$74.36; C. E. B., \$11.39; W. S. Co., balance, \$1.25; J. P. R., St. Thomas, Ont., \$3.96.