

Wholesale Department Discontinued.

The best plan for accumulating a stock of stamps is by exchanging, because the most *practicable* and *cheapest*. We instance the case of the late Henry Gremmel who built up his business by impositions made principally by exchanging. To a dealer who is unacquainted with the exceedingly rich opportunities for buying stamps at **LOW PRICES** in a country like Peru (where there is no opposition of consequence) by our methods, the **RESULTS WILL BE SURPRISING**. For example, we paid \$1.25 (5 sh.) for 1000 Peru put up in bundles of 100, which, upon subsequent examination, we found to contain about 100 of the 1853-60 issue, including *two medio peso* yellow, and the balance was well worth \$20 to any dealer. This was exceptional, but the more ordinary varieties are generally well mixed in average lots.

Dealers desiring to enlarge their stocks at a minimum outlay, *cannot do better than* have a regular supply to exchange with local dealers and those in other parts, besides the question of wholesale and retail *cash* sales. As a desirable country Peru fills all requirements, because of the *great variety* and because there is *not an abundance* on the market (except such, charged, of which the remainder is principally consisted), more especially of late issues, as will be seen by glancing through the majority of price-lists. *Furthermore*, we are *buying* Peruvian stamps, and, with the issue of our catalogue and a monthly philatelic journal, there will be a great demand for them.

Our stamp business—on which we are not in the least dependent—is reaching such large proportions that it is absolutely *necessary* for us to discontinue wholesaling—occupying as it does the bulk of our spare time for sorting, etc.—and to confine our attention to retail and commission sales, which are much less trouble and so better serve the purpose of enlarging our collections.

For this reason we have decided to offer our services for the purchase of Peruvian stamps in quantity, at 10 per cent. commission, to any person who will place the necessary purchasing money with us, to the amount of not less than \$50 (£12) annually. The common Peru we can buy at the rate of 60c. to \$1 per 1000; and the better assortments—good mixtures of common & scarce, including unpaid, official, old and new issues and high values, in bundles as they come, *unsorted*—at \$1 to \$2 per 1000, the scale reckoned by cost. After being properly sorted and classified, these mixtures can easily be disposed of for *cash* at several times cost. This we can **GUARANTEE** from our actual experience.

(Continued on next page.)

CONTINENTALS..

Advertised by us last month are having a **PHENOMENAL** sale.

Collectors are agreed that it is better than what other dealers give for twice the money. See for yourself, and if not satisfactory you get your money back.

Only 23c. per 1000 Post Paid.

Stamps on approval;

50% discount from Scott's 58th.

VERNON STAMP Co., Viroqua, Wisc.

Lone Star State Philatelist,

WACO, TEXAS.

25 Cents per Annum.

Special Contributors.

Emil Gerlich;	G. A. Hunt;
Aug. Dietz;	E. R. Aldrich;
Frederic Noyes;	Oscar Jannasch;
H. Fenton;	Miss A. L. Swift.

SPECIAL: With every yearly subscription we send you the **PHILATELIC MESSENGER** one year FREE.

Articles on Confederate States stamps a speciality. [17]

I WANT TO BUY for CASH or exchange U. S. or Foreign stamps for Canadian JUBILEE or other Canadian stamps, also Newfoundland Cabot issue.

Let me know what you have and how many; also if you want to exchange or sell.

Little Gem Stamp Album, just out; just the thing for beginners, holds almost 1500 stamps. Only 15c post free.

WM. P. SHOURDS, CAMDEN, N. J.

\$20 FOR \$1.25.

I have put up a packet of 1000 mixed foreign stamps, no European, that will catalogue over \$20.00, and contains over 200 varieties, for only \$1.25, post. 6c. extra.

A. A. Van Wie, Schenectady, New York. [20]

50 per cent Discount

on my fine approval sheets of U. S. and foreign stamps. Try me.

E. L. JONES,
DECATUR, ILL. [14]