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JULY 15, 1898.

VOLUME 2, NUMBER 8.

WHOLE NUMBER 12.

The Philatelic Messenger

A MONTHLY JOURNAL FOR STAMP COLLECTORS.

Matthew R. Knight, :: :: :: :: :: :: :: Editor and Publisher.
BOIESTOWN, NEW BRUNSWICK, CANADA.

Francisco F. Meneses,
CASILLA NO. 343,
Guayaquil, Ecuador, South America.

I DESIRE honest exchange of postage stamps on the basis of current STANDARD STAMP CATALOGUES, and collectors may use either SCOTT'S, SENF'S, BELIN'S or STANLEY GIBBONS' CATALOGUE as a basis of exchange.

I offer Stamps of

ECUADOR, BRAZIL,
PERU, CHILI, AND OTHER
SOUTH AND CENTRAL
AMERICAN COUNTRIES.

I desire to receive Catalogues, Price Lists and specimen copies of Philatelic Journals.

ANY PHILATELIC JOURNAL

reproducing this advertisement and sending me marked copy will receive 30 South American Stamps to the catalogue value of \$10.00.

REFERENCE: The Publishers of this Advertiser.

Mr. Meneses corresponds in the
English and Spanish languages.

**SCARCE
AUSTRIANS.**

1850	2	kr black	\$0	06
1858	2	" yellow	9	
"	3	" green	30	
1861	3	" "	4	
1864	2	" yellow, 3 kr green, the pair	5	
1867	25	" dull lilac	5	
"	50	" flesh (so called)	20	
1883	50	" violet	4	
1890	24	" blue	3	
"	50	" violet	9	
"		2 gld carmine	12	
1896	1	" pale lilac	5	
Newspaper, 1861,	1	kr gray	15	
Postage Due, 1893	1, 2, 3, 5,	1okr, set	6	
"		6 kr	4	
"		7 "	6	
"		20 "	10	
"		50 "	40	
LEVANT, 1888,	2	piastres	4	
1890,	8	paras	3	
"	5	piastres, unused	35	
1892,	2	"	2	
"	5	"	8	

Approval sheets. Price-list free. Wants filled. Anything in philatelic line.

W. SELLSCHOPP & CO.,
108 Stockton st., - - San Francisco, Calif.

\$20.00 for \$1.50.

Our packet of 1000 mixed stamps, cataloguing over \$20.00, for only \$1.50.

This packet contains no continentals, but consists of stamps from South and Central America, Africa and Asia.

Try a sample thousand, and you will want more. [13

YOUR MONEY BACK IF YOU WANT IT.

HAMPDEN X STAMP X COMPANY,
Box 29, X Granby, X Massachusetts.

**COLLECTORS!
DEALERS!!
PUBLISHERS!!!**

Our 8-page price list will be ready in June.

Agents wanted to distribute these in their localities.

We will pay liberally for thorough services.

State number of copies required and apply to:

WILLIAMS & CO., Philatelists,
Casilla 989, Lima, Peru.



1000 Varieties.

Made up by countries and mounted on blank sheets. No revenues, postals, cut squares or locals.

A Grand Bargain

For \$10.00, and we refund your money if you are not satisfied.

E. J. Kirby & Co.,
Marshall, Michigan.

Six Dollars for One.

**100 VARIETIES
SELECTED UNUSED STAMPS.**

No Seebecks or Reprints.

Catalogued at \$6 by Scott's 58th.

Postpaid for \$1.00.

Johnstown Stamp and Publishing Co.,
3 and 4 Thomas Building. Johnstown, Pa.

GET POSTED

On Omaha Exposition Stamps and Exhibit by sending for FREE copy of the Philatelic West and Omaha Philatelist, Box 60, Omaha, Nebraska. Subscription, 1c per mo. Free X.col. Ads. pay; 25c per inch, cash with copy. Organ of largest Soc'y in West; only paper left of over 20 in state. Free sub. for names of 25 act. collectors not on our list, if postage is sent for reply.

**WE BUY
STAMPS**

And old Collections for Cash.
What can you offer us?

Standard Stamp Co.,
(INCORPORATED,)
4 Nicholson Place, St. Louis, Mo.

The Philatelic Messenger

A Monthly Journal for Stamp Collectors.

VOL. II.

BOIESTOWN, N. B., JULY 15, 1898.

No. 8.

Written for the Messenger.

Summer Summaries.

By RAYMOND S. BAKER.

An ancient anomaly. — The collector who writes a flattering testimonial for a certain paper and then declares to an ephemeral rival, "It makes me sick." The reason—strong "drink."

There always has been a relaxation of stamp collecting during the summer months and there always will be. It is necessary for the existence of the hobby. While it is true that the last few years have seen a revival of interest in the hot season, yet this is probably only temporary, and at all events no radical changes will soon occur. There are good, substantial reasons for this fact. Collectors get tired of their stamps and require a philatelic vacation. We learn and appreciate the value of things oftentimes by their absence. After the holidays the collector who has been wholly engaged in boating, fishing, golf, bicycling and the like, will return to his album with renewed interest and increased stimulus.

Should the words "philately," "philatelist" and "philatelic" be spelled with capital letters? This is a problem we have been debating ever since it became necessary to make frequent use of the words. To

most persons an apparently easy solution might be found in the dictionary. Approaching that never failing source of information, we find that the term used to designate the study of postage stamps is, along with the rest of the sciences, denied the honour of a capital letter. This surely ought to settle the matter, and it does. But stamp collectors are only too familiar with the sight of hobbies, arts and sciences dressed out in full capitals, and, being exceedingly proud and jealous of their own pursuit, they very naturally write themselves "Philatelists," with a big P. Of similar nature is the fact that the upstart who declares himself interested in Numismatics will be met with the counter reply that there is no science to be compared with Philately or perhaps even Timbrology. Turning to our own peculiar scholars and writers, the affair assuredly gets very perplexing. This is due to the variety of renderings and the tremendous authority at the back of each. We have seen some writers, and we are unable to plead "not guilty," use the words in question both ways in one sentence. Here, however, the printer comes forward, a scapegoat, obliging to some, deserving of severe reproof—to others, albeit they are few. Some day we take up our favourite magazine and find therein an article by a classical writer, one learned and wielding au-

thority. Eureka! He uses the big P's. With a grateful sigh we murmur, "at last!" "Example is better than precept;" we too will be classical. But alas! only a week elapses before to our amazed and faltering vision our learned friend appears denuded of his capitals and wearing the robe of small letters. It is then with a feeling of melancholy we remember that the *editor* has asserted himself. And so betwixt upstarts, printers, editors and scholars, driven here and there, and upset generally, we give up the struggle and await the advent of the philatelic Webster.

The saying "ill blows the wind that profits nobody" is true, from the stamp collector's standpoint, regarding the Spanish-American war. While the postal issues of Cuba, Porto Rico and the Philippines have always been regarded as first class, yet their popularity at the present time is largely increased, and is likely to be of a lasting character. The writer has always had a fondness for the stamps of Spain and Cuba, and it is certainly a fact that in an unused state they form a pretty and historic portrait gallery, although there is quite a similarity in the features and the babies of the family are numerous. Mr. Stevens, an enterprising young Bostonian, has written a timely book on "The Philippines," which graphically describes the conditions of life in these eastern islands. It would not be a bad idea if one of our own pencil pushers should favour the collecting public with an exhaustive philatelic treatise on the subject. Collectors who have large

collections of these three countries can congratulate themselves, while those who have only a few varieties have the opportunity of largely increasing the number as the low prices of these stamps place them within the reach of all. The early issues of the Philippines are of course expensive, several varieties listing from \$20 to \$50. The stamps of Cuba and Porto Rico however are comparatively cheap as both countries have only one specimen each cataloguing as high as \$12. As a specialty these three Spanish colonies almost stand supreme. Approximately Cuba has 135 varieties, Porto Rico the same number, and the Philippines 200, making with the aid of the specialist a collection of 500.

In the July number of the *Eastern*

JUST OUT.

A BOON TO PHILATELISTS!

International Philatelic Collectors' Directory.

Contains over 9500 addresses of active collectors in all parts of the world, America, Europe, Asia, Africa and Australia.

Many addresses have notes added, mentioning the specialties collected and the languages in which correspondence is answered. Key to abbreviations, in English, German and French. Every collector and dealer should have a copy.

Price \$1.00 post free. Registered 8c extra.

Remit by U. S. bank note, money order or unused 2c. U. S. postage stamps, full gum. [17

A. C. DERLAM,
621E Bramhall Avenue, - - - Jersey City, N. J.

U. S. War Revenues.

Proprietary, $\frac{1}{8}$, $\frac{1}{4}$, $\frac{3}{8}$, $\frac{5}{8}$, 1, $1\frac{1}{4}$, 2,
2 $\frac{1}{2}$, 4, 5c., set of 10 25c
Documentary, $\frac{1}{2}$, 1, 2, 3, 4, 5c., (6) 25c

Omahas at face. Postage and registration extra. Cash with order.
ADAM HAUTZ, 3522 BACON ST., ST. LOUIS, MO.

Philatelist Miss Amy L. Swift has a very applicable article on "The Abuse of the Philatelic Society." While not going into the subject extensively, Miss Swift has nevertheless pointed out some flagrant abuses in philatelic society and every collector can easily call to mind many examples of loose conduct and dishonourable action in the running of the leading associations of the day. There is beginning to be a feeling among a number of collectors that the standard of our societies should be raised. The gates of our national organizations have been left wide open long enough, and it is time the tickets should be examined. Then, let undisputed honesty and recognised integrity, together with warranted proofs of the same, be the only passport to the society of philatelists.

Philatelic journalism in the maritime provinces cannot be said to have had a great and glorious record. It is true that the *Halifax Philatelist* is fondly remembered by many old time collectors, but the recent philatelic emissions from that city have been received with anything but terms of love and endearment. The *Halifax Philatelic Magazine* was a fairly good paper from more than one standpoint but it lacked as usual the necessary amount of "sand." A journal which published a respectable amount of original and interesting matter was the *Nova Scotian Philatelist* hailing from the enterprising town of Amherst. The versatile John R. Hooper was a frequent contributor to this magazine and did much to-

wards improving the quality of its literary contents. Its general and typographical appearance however resisted its success and this lively little paper followed in the long line of departed ventures. To the best of our knowledge New Brunswick has but one literary aspirant wholly devoted to philately, and this provincial champion is still battling with Father Time and the Postmaster General. That its glorious victory over the former will be as assured as its success with the latter is beginning to be the opinion of all collectors by the sea.

SEE WHAT a 50c. M. O. will do, and lets. extra for postage. Read carefully.

100 stamps to sell at 1c. to 2c. each, value	\$1.75
1000 best stamp hinges,	" 15
10 good stamp papers,	" 25
A one inch adv. in Herald Exchange "	35
Total value \$2.50.	

Send a copy of your adv. when you remit.
N. B. — This offer will not appear again.

W. M. WATERBURY, Ithaca, Michigan.

Don't forget to enclose four cents extra for postage. [21]

60 per cent Discount

On High Grade Stamps by our new plan for collectors. Or it will give you fine exchange for your duplicates. Send for circulars.

Northwestern Stamp Co.,
Freeport, Illinois. [12]

Collectors and Dealers, Look Here!

I offer Mexican and U. S. A. stamps in exchange for those from Europe (except current issues) and any from Asia, Africa, South America and the West Indies; especially French and Portuguese colonies.

For Canadian and Newfoundland jubilee issues I will send (in Mexican or U. S. stamps) 25% over amount sent me.

Always register letters. Publishers, send me sample copies of your papers.

Address: Jose M. Ponce de Leon, Apartado No. 7, Chihuahua, Mexico. [15]

When writing to our advertisers, please mention the Messenger.

THE PHILATELIC MESSENGER

PUBLISHED MONTHLY.

Subscription:

In Canada, United States and Newfoundland, 15 cents per year; to all other countries, 25 cents per year.

Subscriptions must begin with current number. Back numbers cannot be supplied at subscription rates.

We will exchange two copies with all philatelic publications.

Advertising Rates:

One inch, 30 cents; quarter column ($1\frac{3}{4}$ inches), 50 cents; half column, 90 cents; one column, \$1.70; one page, \$3.25.

Advertisements on front page of cover are 50 per cent. additional.

The following discounts are allowed on contracts: 3 months, 10 per cent.; 6 mos., 20 per cent.; 12 mos., 25 per cent. Contract forms will be sent on application.

Position cannot be guaranteed except to annual contracts for at least a half column each month.

Bargain & Exchange Column: One half cent per word. Minimum charge, 15 cents. One free exchange notice of 30 words (address counted) for each annual subscription of 15c. remitted to this office direct.

Business Cards: 3 times, 45 cents; 6 times, 80 cents; 12 times, \$1.50.

Dealers' Directory: 3 times, 25 cents.

TERMS:—Positively cash in advance in every case. Contract ads. must be paid for quarterly in advance.

All ads. must reach us before the first day of each month to insure insertion.

Ads. will be translated from French or German into English if desired.

Remittances.

Unused current stamps of any country are taken in payment for subscriptions and advertisements to the amount of \$1.00. Larger amounts may be remitted in bank notes, or by postal notes, post office or express money order.

Address all communications to

MATTHEW R. KNIGHT,

Boiestown, New Brunswick, Canada.

A blue pencil mark opposite this paragraph means that your subscription has expired, and an early renewal will be thankfully received.

Authorised Agents:

John Edwards, Box 379, Montreal;

Parke Advertising Agency, New York;

Arthur L. Austin, Durban, Natal;

Williams & Co., Casilla 989, Lima, Peru;

J. Tchakidji & Co., Constantinople;

And all publishers of philatelic journals running our one-inch ad. regularly.

Our Monthly Chat.

There are several philatelic papers published in Canada, each of which claims to be "Canada's best." We make no comparisons of that sort. We do not need to. Our subscribers and advertisers give the Messenger as much praise as our modesty can stand. We are satisfied to let them blow the trumpet for us.

The steady growth of our subscription list is very gratifying, but we have not yet reached the 5000 mark. We hope to reach it before another season has passed. We offer liberal inducements to our readers to help us in the 1898-99 campaign. Every subscriber who sends us two new names and 30 cents, will have his own subscription extended one year. Subscribers sending us five or more new names at one time may remit 8c. for each name and retain the balance as commission.

For every 25c. remitted in payment for advertising before Jan. 1st, 1899, we will send the Messenger for 6 months to a customer of the advertiser, if names and addresses are furnished us. Advertisers will find this offer greatly to their advantage, and we anticipate a brisk demand for advertising space in the Messenger this fall. Those who make contracts soon will not be disappointed.

Advertisements rather monopolise our space this month, but they are all worth reading and will prove more interesting than an article which is published simultaneously in about a dozen of the leading philatelic journals. We expect to give a larger proportion of first-class reading matter in the future.

We can accept no more advertising for the August number, which will be issued immediately, but copy for the September number will be received up to Sept. 15.

We will accept good stamps in payment for advertising space on the following terms:

1. We do not accept exchange for ads. of less than a half column.
2. Exchange must be submitted and approved before ad. will be inserted.
3. Lots submitted must not contain stamps listing less than 10c. each (unless in sets) and not more than 25 of one sort, and must be offered at lowest wholesale prices.
4. Scarcer stamps, listing from 50c. up, will be reckoned at half catalogue, Scott's 58th.

We shall be glad to hear from philatelic publishers who wish to dispose of their journals. We will fill unexpired subscriptions on very liberal terms.

We can use some good articles on philatelic topics, for which highest prices will be paid in cash or exchange. When sending manuscript, always state price (cash or exchange) and send stamps for return postage.

OMAHA STAMPS

10 per cent above face.

Postage extra on amounts less than \$1.00. Fine U. S. on approval for reference.

G. W. ENSIGN, FALCONER, N. Y.

THE HISTORY of the POSTAL SERVICE in JAPAN, in Japanese and English. 88 pp. Contains facsimiles (in reduced size) of 40 stamps and 31 entires, pasted in, and the 26 current stamps, cards and envelopes illustrated. This book describes all the varieties of Japanese stamps, their values, colours and dates, and gives the reasons for their issue and for their representation in reduced size. All the reduced facsimiles of stamps and entires in this book are printed in the very colours of the originals. They make a complete set of Japanese stamps. Price, 80 cents, postfree.

K. WADA, No. 74 BAMBACHO, HONJO, TOKYO, JAPAN. [15]

FREE. 40 varieties good stamps free to all giving references when writing for stamps on approval, at 50 per cent. discount. Good clean stock, and the prices are all right. Send for sample lot.

10 var. Cuba, unused, '74-81, cat. 45c. 20c
15 varieties Porto Rico, used 20c

K. S. Heck, Columbia, Mo.

APPROVAL SHEETS

for Small Dealers, \$4.00 catalogue for \$1.00. Also for Collectors, good sheets on approval at 50 per cent.

Have a few Hawaii, 1882, 10c. black, catalogued at \$2.00, which we will sell for 75c. each. R. G. HARMON, Box 494, Sacramento, California.

HOW IS THIS?

100 mixed U. S. \$0.10
50 all different U. S. 1.25
100 mixed Foreign .05

Fine Sheets, not common, at 25 per cent. discount. G. S. POWELL, Box 179, PHENIXVILLE, PA.

10c. Free.

A Confederate States stamp worth 10 cents, free to each applicant for approval sheets who encloses 2c. stamp and gives good reference.

25 varieties Mexican Revenues 25c
Central Stamp Co., Wamego, Kansas.

BOX 156.

Stamp Journals Received.

The following are the latest numbers received of the papers mentioned:

June Papers.

CANADA.—B. O. Philatelist

G. B. AND COLONIES.—Australian Philatelist.

U. S.—Philatelic West.

FOREIGN.—Post (Leipzig).

July Papers.

CANADA.—Can. Philatelic Magazine, Edwards' Philatelic Press List, Ontario Philatelist, Philatelic Advocate, Stamp Reporter.

G. B. & COLONIES.—Stamps, Stanley Gibbons' Monthly Journal.

U. S.—Boston Stamp Book, Columbian Philatelist, Filatelic Facts and Fallacies, Herald Exchange, International Philatelist, Lone Star State Philatelist, New York Philatelist, Perforator, Philatelic Bulletin, Postal Card Bulletin, Texan Philatelist, Weekly Philatelic Era, Western Philatelist.

FOREIGN.—Filatelico Comercial, Revue Philatelique.

We have received a number of requests for Williams & Co.'s price list. The lists have not yet come to hand. As soon as they arrive, orders will be filled. We believe it is Messrs. Williams & Co.'s intention to have the whole list (12 pp.) appear in the *Messenger* as an advertisement, so that all of our subscribers will receive it in that way. We direct attention to the advertisements of this well known Peruvian firm on pages 11, 67 and 68.

Messrs. Stanley Gibbons, Ltd., have our thanks for copies of their retail Prospectus and Wholesale Price List. The latter is the largest and most complete we have seen.

JAPAN.

	Per 1	10	100
4 1896 Souvenir, compl.	\$0 12	\$1 00	\$8
2 1894 Jubilee, complete	6	50	4
13 current, complete	16	1 00	7
1 Officially Sealed, 1885	80		
1 Officially Sealed, 1889	30	1 80	
2 Observatory bands	25	2 00	
6 1872-75, all different	40	3 00	18
4 Corea, complete	30	2 50	
2 Corea surcharged 1898	8		
8 Samoa Express, compl.	50		
9 Samoa current, compl.	75	6 50	
3 China, 1885, complete	20	1 80	
3 China, 1897 surcharges	20	1 50	

Current China and Corea stamps supplied at 25% commission in adv. Rare Japan, China and Hawaii stamps 30% under Scott. Common Japan, 8 var. ass'd, at \$6 per 10,000. All postage extra. Cash in advance. [15

T. MORI, AZABU, TOKYO, JAPAN.

American Souvenir Card Society,
"LIBERTY,"

M. TAUSIG, EXCHANGE MANAGER,
 9 EAST 108TH ST., - - NEW YORK.

DURS: 75c. per year, including a year's subscription to the Official Organ, the "Herald Exchange."

The only German-American advertising medium in existence. Sample copy for the asking.

The "Herald Exchange" and the "Virginia Philatelist" one year for 80c.

The "Herald Exchange" one year, Scott's '98 Cat. and a 30 word exchange advertisement for 65c. [17

JUST OUT.**Omaha Trans-Mississippi Issue.****SUPERB UNUSED COPIES!**

Complete set of 1, 2, 4, 5, 8, 10, 50c.,
 \$1.00 and \$2.00 only \$4 00

Any quantity supplied otherwise than in sets at 8% over face value. No orders filled under \$1.00. Send quickly while they last.

HAWKEYE STAMP CO.,
116 E. Grand Ave., Des Moines, Ia.

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 *su. 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. *For instance*, 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]

Wholesale Department . . .**Discontinued.**

(See first column of last page.)

Any business man understanding stamps can at once begin a very profitable business with these alone. It is not necessary to enter into a general wholesale or retail business in order to reap the benefits of our offer, as dealers will be only too glad to supply quantity and quality desired in exchange, or to pay cash when price is reasonable. We can supply addresses of several well known wholesale dealers in Europe who have lately written us offering to take large quantities of the common assortments at \$: to \$3 per 1000. These orders we will not fill as they do not send cash in advance, and all our future wholesale purchases will be made only on commission and against cash deposit.

On receipt of any sum from \$20 (a third of the minimum annual purchasing money and which can be used to try our plan) upwards, we will at once proceed to fulfill our agreement, and will forward a box of stamps by parcel express as soon as purchases justify it.

Under this minimum purchasing deposit we cannot limit our services to any one person, but our well known reputation should be sufficient guarantee that we will not undertake more than we can fulfill to the satisfaction of all concerned. We shall be pleased, however, to hear from any person wishing the exclusive supply and who can back it up with sufficient funds, about \$250 quarterly.

In conclusion: We have explained all pertinent points and it will be useless to ask us to deviate from these terms. Under no circumstances will we buy for any dealer's account until we receive the purchasing money or equivalent in approved rare stamps. On our part we assure good and reliable services.

WILLIAMS & Co., Philatelists,
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Certain unused stamps of Peru are on the market in large quantities as the government recently sold the balance of the obsolete stamps on hand (certain values of 1876 to 1885) and prices on these have dropped; but our correspondents must not think that all or even a large proportion of Peruvian stamps can or will be sold at such greatly reduced prices. As a matter of fact only 26 varieties were in this remainder in large quantities and these, with 6 exceptions, are surcharged stamps. It will cause a "boom" in other varieties as a great many collectors will buy these remainders at the new prices, and will afterwards naturally desire to obtain the many other varieties; thus creating an extensive demand. We hold quite a large stock of nearly all the varieties in this remainder, and will not be undersold by any dealer. We will give our clients the benefit of any reduction which may be made at any time on any stamps we sell. Be sure and obtain our price list (see advt. on 2nd page of cover) and SAVE MONEY.

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No. 2 is now ready. Sent free for the asking. If you send a 2c stamp for postage and mention the PHILATELIC MESSENGER, I will send you a handsome Unused Postal Card with it. [19

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We will send you the *Philatelic Messenger* for one year, and give you FREE a 20 word exchange notice, not counting the address. If you send a stamped and addressed envelope, we will send you one of the following premiums—*your own choice*. Remember, you get the exchange notice too.

1. A nice collection of 100 different foreign stamps.
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4. A set of 4 Canada Jubilee, 1, 2, 3 and 5c.
5. A set of 7 Canada postal cards, 1871-97, cat. value 30c.
6. A Canada postal card, unused, catalogued at 30c, Scott's 57th, No. 417.
9. A set of 10 Greece, 1862-82, cat. value 26c.
10. A Mount Athos stamp, catalogued at 50c.
11. A set of 6 Newfoundland, obsolete, cat. value 21c.
13. Sarawak, 1892, 1c on 3c brown, and Siam, 1889-91, 1a on 3a, both unused, cat. value 30c.
14. A set of 6 Servia, 1881, 5p to 1d, cat. value 29c.
15. Straits Settlements, 3c on 32c violet rose, and Selangor, 3c on 5c rose, both unused, cat. value 27c.
16. A set of 9 Switzerland, 1881, unused, 2c to 1 fr, cat. value 36c.
17. A set of 10 Turkey, cat. value 25c.
18. Adams' Catalogue of Canadian Revenues. (The stamped envelope need not be sent for this premium.)
33. Canada Jubilee, 10c., brown violet, unused.
34. Set of Guatemala, 1887-95, cat. value 25c.
35. Set of 10 Jamaica.
36. Set of 4 Japan, 1896, Memorial, cat. value 30c.
37. Set of 9 Mexico, 1895, 1c to 20c, cat. value 31c.
38. Set of 3 Newfoundland postal cards, 1c 2c and 2 & 2c, unused.
39. Set of 8 New South Wales, 1882-91, inc., 3p and 5p, cat. value 29c.
40. Set of 8 Tunis, 1883-93, 1c to 40c, cat. value 29c.

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42. Canada Jubilee, 15c, steel blue, unused.
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22. A set of 10 Bulgaria, 1889, 1s to 1 lev., cat. value 50c.
23. Ceylon registration envelope, 1885, 12c, rose, size 6 by 11 inches, unused and entire, cat. value 60c.
24. A set of 8 Ecuador revenues, used postal-ly, cat. value \$1.95.
25. A set of 20 India, 1865-92, cat. value 63c.
26. A set of 9 North Borneo, 1887-92, 4c to 10c, cat. value 43c.
27. A set of 8 Queensland, 1882-94, 4p to 1s, cat. value 41c.
28. A set of 10 Thurn & Taxis, including 5 and 10 sgr. and 30 kr., unused, cat. value 49c.
29. United States envelope, 1875-79, 1c blue on fawn paper, unused and entire, catalogued at 75c.

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31. A set of 7 Labuan, 1891, lithographed, 2c to 40c, cat. value \$1.10.
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To buy for CASH—or exchange for other stamps—used Canada Jubilee and Newf'd'd Cabot stamps. Send on approval.
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