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STAMP ✦ HINGE.

Inviting the careful perusal of both
Collector and Dealer.

EXCELSIOR STAMP CO.,

HOOSICK FALLS, N. Y., W. S. A.

SOLE MANUFACTURERS

"PERFECT" STAMP HINGE.

1896

Perfect



ABOUT THE

"PERFECT" STAMP HINGE.

THE various methods of mounting stamps in albums which have been used since the beginning of stamp collecting, with which beginning was associated the old glue or mucilage pot and brush; a little later the cumbersome sheets of thick gummed paper and shears: and still more recently the so-called perforated hinges—which were a questionable improvement. All these have gradually given way, until today, there is only one admittedly proper way—by the use of uniform die-cut gummed hinges.

How many old, rare and valuable stamps have been nearly or completely ruined by being pasted flat in albums, and when by careful pains such stamps have been removed they were discolored beyond recall, by impure and rancid mucilage.

Coming now to the thick hinges which at present are being extensively advertised and sold to collectors by dealers

who are more desirous of making large profits than of furnishing the best article obtainable to their customers, we contend that the only possible advantage such hinges have over the old styled gummed paper is their uniformity of size. We have found by experience that the use of a hinge cut from the ordinary gum paper invariably results in an unsightly bunch under each stamp so mounted, and that it is next to impossible to remove such a hinge without mutilating the stamp.



Over ten years' experience in collecting and dealing in postage stamps, and later in the manufacture of gummed hinges, has demonstrated to us that a stamp hinge in order to PERFECTLY meet the requirements of the advanced collector of today must possess the following qualities, all of which will be found summed up in our "Perfect" Stamp Hinge :

Cut With a Die it is ALWAYS of a UNIFORM SIZE and necessarily TRUE and EXACT.

The Paper used is beyond criticism—the very best imported onion skin—being THIN and at the same time FIRM and PLIABLE.

The Gum is PURE, FREE FROM ACID or objectionable flavoring matter, and WILL NOT injure or discolor the most valuable stamp.

While possessing exceptional adhesive properties the gum is such that a "Perfect" hinge can be readily removed without the slightest danger of tearing or injuring either stamp or album and without the aid of moisture.

Owing to the extreme thinness of the paper an excess of gum would render it brittle. In using the "Perfect" hinge moisten it but slightly; this will be found sufficient.

Not the least among the many points of excellence which we claim for our "Perfect" hinge is its **SHAPE**. This readily adapts itself for use in two distinct ways as demonstrated below:

No. 1.

No. 2.

No. 1 is the most common way for stamps of ordinary size. For extra large stamps method No. 2 can be used to advantage. The same hinge answers for both.

"IMITATION IS THE SINCEREST FLATTERY."


The "Perfect" was the first and original die-cut hinge offered to collectors.

Placed on the market over five years ago, it has always sold on its merits, and from that time to this has retained its place at the head.

From time to time other hinges, depending for their sale on price, not quality, have appeared and yet at the present time the sales of the "Perfect" will exceed the combined sale of all other hinges.

Last year we cut and sold over THIRTY MILLION (30,000,000) "Perfect" Hinges. This year, (1894) our sales for the month of March were over five million (5,000,000.) Must not an article which can attain





such a sale possess exceptional merits? And "Perfect" hinges sell on their merits.

We would call attention to endorsements printed on another page of President JOHN FANY and Secretary MILLARD TON of the A. P. A., E. B. LING and other philatelists.

Thousands of collectors attest by their orders and letters that the "Perfect" is the BEST.

Is the BEST any TOO GOOD for YOU?

If not, insist upon having the "Perfect." Do not accept an imitation.

The "Perfect" stamp hinge is endorsed and sold by most of the leading dealers of the United States.

If your dealer will not supply them send direct to us. Your order will receive prompt and careful attention.

Prices quoted on next page.

Address

EXCELSIOR STAMP CO.,

HOOSICK FALLS, N. Y.





"Perfect" hinges are neatly put up in packages of 1000 each and **GUARANTEED FULL COUNT.**

Every package bears our trade mark :



Perfect

All others are imitations.

OUR PRICES :

1,000, - - 10 cts.		5,000, - - 40 cts.
3,000, - - 25 "		10,000, - - 65 "

Special prices to dealers on larger quantities.



"Perfect" Testimonials.

From John K. Tiffany, Esq., President American Philatelic Association.

EXCELSIOR STAMP CO.

GENTLEMEN:—I have received the sample package of "Perfect" Stamp Hinges. I have tried almost all kinds offered but I find a hinge cut with a die is the neatest and most satisfactory, and the paper and gum employed in the "Perfect" seem to be superior. It is a very important requisite that the paper should be *thin*, otherwise the stamp is often ruined by it. It must also be *pliable* and not crack or split when gummed; these qualities you seem to have found.

Very truly, JOHN K. TIFFANY.

Your stamp hinges, called the "Perfect," are well named and every collector who wishes to have his stamps in good condition should use them.—*Millard F. Walton, Secy. A. P. A.*

Have yet to see a hinge that will beat the "Perfect."—*E. S. Stilson, Des Moines, Iowa.*

The "Perfect" is the best. There are 10,000 of them used here to 1,000 of any other kind.—*F. E. Smouse, Des Moines, Ia.*

Beyond a doubt the finest I have ever seen.—*George B. Burchell, Sidney, Cape Breton.*

Have been using them for over a year and would use no other.—*Lafayette G. Durr, Nashville, Tenn.*

Enclosed find 10 cents for 1,000 hinges. Be sure to send the "Perfect" as I would not have any other.—*W. J. Bliesener, President Central Illinois Philatelic Society, Warsaw, Ill.*

Have tried many kinds but like yours best of all.—*T. R. Pierce, Rockland, Me.*

I use no other hinge. The "Perfect" beats them all.—*J. M. Chappel, Jr., Macon, Miss.*

The "Perfect" is the best.—*Queen City Stamp Co., Plainfield, N. J.*

Hinges received. They are "out of sight." Best I have ever used.—*E. L. Howard, Fayette, O.*

To Dealers.



In the foregoing pages we have endeavored to set forth the advantages which the "Perfect" Stamp Hinge possesses over its competitors. We shall now try to demonstrate why YOU as a DEALER should handle this hinge in preference to all others.

1. It is the Best. The verdict of hundreds of testimonials which we have received from collectors and dealers all over the country, and the fact that the majority of collectors are using this hinge prove this assertion.



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2. It is the Standard. Collectors are demanding this hinge and in many cases will accept no substitute. The fact that the leading and most reliable dealers sell and endorse the "Perfect" substantiates this claim.

3. It is the Cheapest. We mean of course the cheapest when quality is considered. We manufacture in large quantities, and no hinge on the market is sold at so close a margin for profit. We offer special inducements to dealers ordering large quantities.



The "Perfect" has been EXTENSIVELY ADVERTISED for the past four years. Collectors know just what it is. Dealers who sell it get the benefit of this. You have only to mention the "Perfect" Stamp Hinge in your catalogue or price list. No further explanation will be necessary, and you will receive more orders for it than another one thing you handle.



In view of these facts can you as a dealer, who is endeavoring to cater the wants of collectors, afford to handle an inferior hinge?

Perhaps you have never thought it necessary or profitable to include Stamp Hinges in your stock. If so, you have overlooked and neglected one of the best paying parts of the business.

It costs but little extra to carry "Perfect" Hinges in stock and advertise them with your other goods. Their sale will prove MORE PROFITABLE than any other part of your business FOR THE AMOUNT INVESTED.

JUST TRY IT and prove the truth of this assertion.

Upon application we shall be pleased to quote any dealer prices on our hinges in any quantity desired.



MANUFACTURED ONLY BY

EXCELSIOR STAMP CO.,

HOUSICK FALLS,

NEW YORK, U. S. A.

Member National Stamp Dealers' Association

A. MELVIN JONES, Manager
OLIVER A. JONES, Secy.

To Dealers in Foreign Countries



We are prepared to give
Exclusive Sale
for our
"PERFECT" Hinge
to any
leading and responsible dealer
in each country
where we
are not represented.

If you like our Hinge write us.

Sole wholesale agent for Great Britain,

ALFRED SMITH & SON,

BATH, ENGLAND.

To whom all orders in the United Kingdom should
be addressed

Perfect

