

Brawford 2314 (1)

SCHUSTER'S NEWS CIRCULAR AND BARGAIN LIST

PUBLISHED OCCASIONALLY BY THE
E. J. SCHUSTER CO., ST. LOUIS, MO.

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ST. LOUIS, MO., FEBRUARY 8, 1909.

GRATIS.

ABOUT THIS PUBLICATION.

This is Number 1 of "Schuster's News Circular and Bargain List." We expect to bring out this little publication monthly, or as often as convenient. It is our purpose to incorporate in each issue a liberal supply of reading matter, useful information, etc., using that which we think will be of special interest to our collector friends, in addition to announcements of **special purchases** which we are able to offer at **very low prices**.

As we receive hundreds of letters a day from collectors in different parts of the world, many of which contain, or ask for, information of interest to stamp collectors in general, we have plenty of material from which to glean items of utility for these columns. We are continually picking up job lots and large lots of desirable stamps cheap for **spot cash**, which it gives us pleasure to be able to offer collectors at a small fraction of the catalogue value. With the above combination we feel certain that we can make this little publication almost indispensable to the earnest collector.

TO OUR OLD PATRONS.

This Circular and our large, new list for 1909 is mailed simultaneously to about 4,000 of our old patrons who have patronized us liberally during the last year and longer. We are not mailing a letter with this, but we want you to consider this the same as a personal greeting to you, wishing you all **happiness and prosperity for 1909**.

It may be that you are not just now receiving approval selections from us, and, if such is the case, we shall be very glad to hear from you, with a **request for a selection**. If you receive this Circular without request, you will know that you are of good record on our books, so all you will need to do will be to **write us** requesting a selection, stating your preferences, if any.

Enclosed herewith you will find an Order Blank for your convenience, in case you wish to send us an order from our list, and a "Want List" form in case you wish to file a want list with us. We trust that the inducements we are offering will be sufficient to cause you to make use of these blanks at an early date, because the more business we do the cheaper we can sell, and the greater resulting satisfaction to us and to our patrons.

Nothing would please us better than to hear from each one of our old patrons, in some shape or form, upon receipt of these enclosures. Should you have any good stamps or collection you wish to dispose of, remember that we are just as anxious to **buy** as we are to sell.

YOUR CO-OPERATION SOLICITED.

We will be glad to have you co-operate with us to make these pages interesting and valuable to all collectors. We would especially appreciate any early information about new issues, with sample specimen (which will be returned), or proposed new issues for any part of the globe, as well as to learn of any new discoveries; to receive clippings about stamps, or, in fact, any items of interest to the stamp collector, and, in each case, we will give full and proper credit to our informant. We shall also be pleased to utilize any valuable article about stamps submitted to us by our friends, which is short and original. This will, no doubt, necessitate our increasing the size of our publication shortly, but, if necessity demands it, we will give the space if you will help supply the matter.

MAILING LIST BEING REVISED.

We are revising our mailing list so as to avoid wasting postage on dead names. If you send us an order for anything from this number, you will continue to receive future numbers for one year, without request. If you do not find anything in this list that you wish to order, please drop us a card so that we will continue you on our mailing list anyway.

OUR NEW U. S. ISSUE.

The Most Exciting Topic of the Hour to Philatelists.

The bringing out of our new U. S. Issue has been attended with greater interest than any Philatelic happening for years. The Philatelic Press, as well as the newspapers of the country, have for several months teemed with news, comment and speculations about the issue, much of which our readers are no doubt familiar with. Nevertheless, as all of the values are not on sale as yet and things are happening and still liable to happen, the subject by far overshadows any other of a newsy nature.

For the benefit of our readers, who have their information about the New Issue only in installments, we have gleaned such added information as we required from Mekeel's and Redfield's Stamp Weeklys, and have boiled it down and present herewith, in somewhat concentrated form, the net results up to our going to press. The following table shows the values already chronicled as issued, with description of same and date of issue:

	Date Issued.
1c green.....	Dec. 3, 1908
2c carmine.....	Nov. 16, 1908
3c purple.....	Dec. 26, 1908
4c brown.....	Dec. 26, 1908
5c blue.....	Dec. 21, 1908
6c orange.....	Dec. 31, 1908

8c olive-green.....	Dec. 18, 1908
10c yellow.....	Jan. 7, 1909
13c sea green.....	Jan. 11, 1909
15c light ultramarine.....	Jan. 18, 1909
50c lavender.....	Jan. 13, 1909
10c dark green, special delivery.....	Dec. 14, 1908.

The following value is to appear some time in February:

\$1.00 gray

Note:—The 1c and 2c values were issued in book form on above dates. The 1c were issued, in sheets, Dec. 14th, and 2c, in sheets, on Dec. 1st.

All of the regular postage bear the portrait of Washington (the celebrated Houdon profile), except the 1c green, which bears the portrait of Franklin. The Special Delivery is of special design, being a radical departure from that of any former issue. The stamp is patterned something after the order of French designs, is about one inch square and of a dark green color. Running diagonally across its face is an illustration of an olive branch, the leaves of which entwine a Mercury hat, symbolic of peace and haste. In the upper left hand corner is the inscription "10c," while in the lower right hand corner, in bold letters, are the words, "U. S. Postage, Special Delivery."

Most of the comment we have noticed in the press about the New Issue is favorable, indeed, the stamps are pronounced models of simplicity and beauty, it being pointed out that the designers of recent issues of U. S. Stamps had gone to extremes in trying to crowd in so much information on a postage stamp, thereby spoiling the effect. There are many things about the New Issue that can not help but attract the attention of even the non-philatelist, such as the discontinuance of the familiar portraits from our postage stamps as those of Jackson, Grant, Lincoln, Garfield, Webster, Harrison, Clay, Jefferson and Farragut, and change of colors of all the values from 6c up.

We can hardly reconcile ourselves to the use of Washington's portrait throughout, to the displacement of all those enumerated above, and we would not be surprised at a general protest from the public against this feature. It would be interesting to learn just why Postmaster-General Meyer saw fit to depart from our time-honored custom of honoring the memory of as many of our great men as possible by a reproduction of their portraits on our postal issues.

There has been much excitement caused by the issue of the 1c and 2c values **without numerals**. This is in direct contravention of the agreement of the International Postal Union to place the value on all the lower denominations in numerals, in addition to words. This was an oversight on the part of the Postmaster-General, which was soon brought to his attention, how-

ever, when the stamps were issued, and it was rumored that these stamps would be withdrawn and destroyed and the dies re-engraved, but this was not done, probably, because a quantity of the issues had been circulated in this condition and being needed for actual consumption, and a withdrawal of which would possibly have caused a shortage and general inconvenience. It is quite likely that these issues will soon be superseded by others with numerals, as it will be noted that all the other denominations are appearing with numerals.

We await further developments with much interest, and promise our readers such further information as we are able to procure in our next month's issue.

The New Stamps at Face Value.

For the accommodation of our patrons, we will supply any values, in quantity desired, of our New J. S. Issue, while current, at face value, plus 2c extra for return postage, and, if registration is desired, 8c additional. We will make a special effort to have all these values at hand as soon as possible after issued, as we know every collector will be desirous of securing at least a copy of each as soon as issued.

The New U. S. Issue

2c LINCOLN COMMEMORATIVE.

The new Lincoln 2c stamp has been prepared and will be on sale the morning of February 12th (Lincoln's birthday), at all the more important post-offices of the country.

This is a commemorative issue, and will only "remain on sale a reasonable length of time" (quoting 3d Asst. P. M.)

The numerals do not appear, the design is very similar to the new Washington 2c, with the exception that over the words "Two Cents" there is a ribbon which is draped across the lower part of the oval, in which "1809" and "1909" appear in the ends, with "Feb. 12" in the center.

The head is taken from the St. Gauden statue of Lincoln, in which his head is shown as slightly lowered in a meditative mood. It is turned to the right instead of to the left, as is usual in our stamps.

We shall be pleased to supply collectors with these stamps, while current, at face value, plus postage. If orders are placed with us in advance we will fill same the morning of Feb. 12th, or sooner if we can get them. There will no doubt be a lively demand for the stamp, as it certainly is a novelty in the way of U. S. Commemorative Issue.

Items of Interest About HOLLAND AND DUTCH INDIES STAMPS.

A gentleman of this city and a friend of ours, well acquainted with Postal matters in the above countries and formerly of Dutch East India, has, at our request, given us some interesting details in regard to postal matters and postage stamps in the Dutch East Indies and Holland. We give the substance of his letter herewith, which, no doubt, will be of interest to our readers.

Commenting on how difficult it is to procure the high values of Dutch Indies and Holland stamps, and why some of even the low values are high, quoting from his letter, he says:

"Take, for instance, the present issue of Holland stamps. You will see that the following values, $\frac{1}{2}$ cent, 1 cent, 2 cents, $2\frac{1}{2}$ cents, 3 cents, 5 cents, 10 cents, are very common. The $7\frac{1}{2}$ cents value, however, is about ten times as

TO FOREIGN COLLECTORS.

We are particularly desirous of receiving early supplies of **New and Provisional Issues of Postage Stamps** from every part of the Globe. You are requested to send us two full sets of any New or Provisional Issue of your country, within 15 days of their issue. We will remit you cash for such by return mail, adding 10% cash commission; also adding any postage charges you have incurred. We hope you will get in touch with us and we will endeavor to make it mutually advantageous.

We also want to buy any old issues in unused condition of any country, as well as used stamps from the commonest to rarest kinds, in **any quantity**, for all of which we will pay the highest market prices in **cash**. Let us know what you have to offer and, if possible, your lowest price on same.

Noticia Especial A Correspondientes Espanolas!

Deseamos procurar inmediato todos los series de sellos postales nuevos o provisionales del cualquier partes del mundo. Haganos el favor de mandenos dos series nuevos de cualquier sellos postales, sin usar, de su Pais, dentro 15 dias despues los son suplido por el correo y remitirenos al contado en billetes del Banco por retorno de correo con 10% adicional como comision, y pagamente por los gastos de correo ha incurrido. Esperamos que escribirenos y lo posible haremos al aprovechamiento mutual.

Tambien deseamos comprar cualquier sellos antiguos, sin usar, de cualquier Pais y algo sellos antiguos, usados, desde lo mas comunes a las que **muy Raros**, en cualquier cantidades, por todos los que pagamos muy buenos precios en al contado. Escribanos que puede ofrece!

scarce as any of the above-mentioned, because it is a stamp that is very seldom used on account of the domestic as well as foreign postage rates. The domestic rate for printed matter is 1 cent and multiples of 1 cent. The foreign rates are $2\frac{1}{2}$ cents and multiples, but it is seldom that circulars and similar printed matter are so heavy that they require three times the postage ($7\frac{1}{2}$ cents), and even then you will find out of a hundred pieces of printed matter over 90 will carry three $2\frac{1}{2}$ cents stamps instead of one $7\frac{1}{2}$ cents stamp. Though the $12\frac{1}{2}$ cents stamp is catalogued low, it is a stamp that is hardly ever used in domestic mail, and, therefore, not so easy to get. The 15 cents stamp is pretty rare. The rates for domestic letters in Holland are 1 to 15 grams ($\frac{1}{4}$ ounce), 5 cents; 15 to 200 grams (7 ounces), 10 cents; 200 to 500 grams ($17\frac{1}{2}$ ounces), 15 cents. It is seldom that a letter will weigh so much, and, therefore, this stamp is hardly ever used.

The 20 cent stamp is, in fact, only used between Holland and Belgium, where there is a special rate of 10 cents for $\frac{1}{2}$ ounce. The $22\frac{1}{2}$ cent stamp was created to fulfill the demand for a stamp paying, at the same time, the rate for foreign postage and the additional registry fee. It is a fact, however, that hardly any one brings his letters to the post-office without having affixed before hand the necessary stamps on the envelope, and, as the Government sells very handy books containing one or two Guilders worth of stamps (which are fit for nearly every purpose), in 1 cent, $2\frac{1}{2}$ cent and 5 cent values, it occurs very seldom that the $22\frac{1}{2}$ cents value is used, and, of course, this is the reason for their scarcity.

The 25 cent stamp, though notwithstanding a higher value, is much more easily procured, because it is the stamp used for foreign correspondence in case the letters weight two times the common weight, which is often the case.

The 50 cent stamp is for the same purpose, but is rarer because of the lack of many letters whereon such a high value of postage is necessary. 1 gld. and $2\frac{1}{2}$ gld. stamps are very hard to get. The reason is that those stamps are used practically only on Parcels Post packages. When you send away a Parcels Post package in Holland or India you have to affix the stamps on

Continued on page 3.

SPECIAL SNAPS IN

MEXICO

Mexico is one of our near neighbors and a very interesting country, Philatelically. We are very strong in stamps of this country, having purchased the stocks of several old Dealers who made a specialty of this country, and accumulated large lots of these stamps years ago when they were current and could be obtained in quantities. If we had to depend upon buying these stamps in the open market now, it would simply be out of the question to make the low prices we append herewith, as they are less than **Wholesale**. We can make these prices, however, and still have a small margin left for our profit, so we do this to draw your attention to our stock.

The following are some of the values we have a surplus of. If your collection lacks any of these, better **order now**:

	Scott's Price	Our Price
1874. *5c brown, thin paper.....	\$0.75	\$0.15
1874. *10c orange, thin paper.....	.50	.10
1879. 85c purple.....	1.00	.35
1879. 100c black.....	1.25	.40
1882. *10c blue.....	.15	.05
1882. *10c brown, Imp.....	.20	.04
1882. *25c rose, without schg.....	.25	.10
1882. *25c brown.....	.25	.10
1882. *50c green.....	1.50	.50
1882. *85c rd violet, without schg.....	.75	.30
1882. *100c black.....	2.00	.60
1882. Same without schg.....	.50	.25
1882. *6c blue.....	.10	.04
1882. 50c yellow, fine.....	2.50	1.25
1882. Same, not quite so fine.....	2.50	1.00
1882. 100c orange, fine.....	3.00	1.50
1882. Same, not quite so fine.....	3.00	1.00
1886. 6c lilac.....	.06	.03
1898. 4c orange.....	.05	.02
1898. 12c olive.....	.20	.10
1899. 15c lavender and claret.....	.08	.02
1899. 20c rose and blue.....	.05	.02
1899. 1 peso, blue and black.....	.40	.10
1903. 50c rose and black.....	.10	.04

This is not a "Fire Sale," though our prices would seem to indicate it, but on the other hand, the stamps are in fine condition for these old Mexicos. If you are not very particular about condition, we can send you ordinary copies at one-half the above net prices. The 50c yellow and 100c orange 1882 are extremely scarce; we have the only stock of these in the world, and we might hold these at a stiff price if we were so inclined. We can't promise to make these prices in our next issue—**better order now**.

VERY SCARCE MONTENEGRO.

Have you these 2 stamps in your collection!

	Scott's Price	Our Price
1894, 1 Florin Deep Green, unused.	\$0.50	\$0.10
1894, 2 Florin brown violet, unused.	1.00	.20

We will never be able to do it again: order these to-day if you haven't already got them—we only have 96 copies of each. One copy to a customer, please.

LABUAN—NORTH BORNEO.

A few special offers of desirable sets from these popular countries:

	Cat. Price	Our Price
Labuan, 1894, 2c to 40c, 7 var.	\$1.20	\$0.30
Labuan, 1895, 5c to 24c, surcharged 4c in black, 6 var.	1.50	.50
North Borneo, 1899, 5c to 24c, surcharged 4c in black, 6 var	1.50	.50

DUTCH EAST INDIES.

A fortunate connection enables us to offer herewith a number of these desirable stamps at attractive prices. At these very low prices you can not afford to skip over this opportunity to procure them if there are any in the list you need. As many collectors are on the lookout for good Duplicates, where they can buy them right, for exchange and trading purposes, we have concluded to offer these also in lots of 5. We have a fair stock of these desirable stamps and will supply them as long as they last at the prices quoted:

	Scott's Price	Our Price Per 1	Our Price Per 5
1870-74, 10c orange brown	\$0.01	\$0.01	\$0.02
1876-86, 12½c gray	.06	.03	.14
1889, 3c lilac	.02	.01	.02
1889, 5c ultramarine	.02	.01	.02
1892, 20c ultramarine	.03	.02	.09
1892, 25c violet	.04	.02	.08
1892, 50c carmine	.03	.02	.09
1899, 12½ on 12½c blue	.05	.03	.13
1899, 15 on 15c yellow brown	.05	.02	.08
1899, 50 on 50c bronze green	.05	.03	.12
1899, 24½ on 24½c brown, rare	.50	.40	...
1901, 2c brown	.02	.01	.02
1902, ½ on 2c yellow brown	.03	.02	.07
1902, 2½ on 3c violet	.03	.02	.09
1902, 12½c deep blue	.04	.02	.09
1902, 25c purple	.04	.02	.08
1902, 50c red brown	.05	.03	.12
1905, 10 on 20c rare	.10	.07	.30
1906, 20c olive	.04	.03	.13
1906, 1 g'd. violet	.15	.10	.45
1882, 5c carmine, postage due	.08	.05	.20
1883, 20c carmine, postage due	.04	.03	.10

FRANCE.

Special Snaps in Very Desirable Low-Priced Stamps of this Interesting Country.

Please check up your collection by this list—you will most likely find you are short a number of these stamps and now is the time to fill them in while we have them and are offering them so cheap. This offer is not apt to be repeated in the next issue of this list.

	Cat. Price	Our Price
1853, 40c orange	\$0.02	\$0.01
1853, 80c rose	.08	.03
1863, 30c brown	.02	.01
1871, 80c rose	.03	.02
1876, 20c red-brown	.02	.01
1876, 30c brown	.02	.01
1876, 1 fr. bronze-green	.01	.01
1877, 35c deep-violet	.05	.02
1900, 2 fr. brown	.15	.06
1900, 20c brown-violet	.04	.02
1900, 30c violet	.04	.02
1900, 2 fr. gray, violet and yellow	.10	.04
1903, 20c violet-brown	.02	.01
1906, 10c red	..	.01
1906, 25c blue	..	.01

Unpaid Letter.

1881, 1c black	.02	.01
1881, 30c black	.02	.01
1894, 5c blue	.02	.01
1894, 10c chocolate	.02	.01
1894, 15c light green	.04	.02
1894, 30c Carmine	.02	.01
1906, 20c olive-green	.02	.01

The above are all in excellent condition, and they are certainly most attractive and interesting stamps. What else do you need in France!

an addressed card, which goes along with the parcel, and you are not allowed to affix the stamps on the parcel itself. When the receiver of the parcel signs for it, he does it on the addressed card, and the post-carrier takes this card with him as a receipt for the delivery. The stamps that are affixed to this card become the property of the Government, and sometimes are destroyed and sometimes are sold at public auction. Here is, practically, the only way to get any good-sized quantity of these stamps, and as all the wholesale stamp dealers are present at these sales, they bring very high prices. There are a few business houses, such as large banks and exporting firms, who receive letters with valuable papers, on which the postal insurance is so high that the postage often amounts to from 4 to 7 Guilders, and the only way to buy these higher values, without going to dealers, is to obtain them from the clerks or managers of those business houses.

"All that I have written you here about the stamps of Holland will apply equally well to the stamps of Dutch East India. As you go over the catalogue you will see that the lower values, ½ cent, 1 cent, 2 cents, 2½ cents, 5 cents, are very reasonable in price; 3 cents stamps are about five or six times as scarce. The only reason for this is that the 3 cent stamp is a stamp that is used for city correspondence, and, as a matter of fact, there is very, very little city correspondence done in India, because life over in those countries is not like it is in European cities, and if people have to ask each other something, they use the telephone or they send one of their native servants, which is considered as a more courteous way of transmitting errands than by letter, while, in the second place, a letter requires much longer time, as in most cities there is only one delivery a day.

"The higher values in India are very difficult to get, because in domestic mails in India they are hardly ever used, and the only people that use stamps of the higher values are those that send regular important and valuable letters to their offices in Europe, and, as a rule, those valuable stamps are returned by the special request of the firms who sent the letter, under pretention that they use them for collection, but I know it is a fact that they ask for them because they can always sell them at a good price to local dealers or collectors."

GREECE.

We are able to supply a fine line of the cheap to medium-priced stamps of Greece at very reasonable prices. This country is one of our specialties, and one in which we take great interest. We are in close touch with an expert stamp gatherer in Athens, who forwards us his entire accumulations every few weeks, and by purchasing his entire sendings for prompt cash, we get them low enough to enable us to establish much lower net prices than these goods usually fetch. We append a few special offers herewith of some we have a surplus of just now; anything else you want in Greece we can furnish you also, at right prices:

	Scott's Price	Our Price
1872, 20l dark blue	\$0.12	\$0.05
1876, 20l blue	.05	.02
1882, 20l Carmine	.12	.05
Belgium print, clear impression.		
1886, 1l brown	.03	.01
1886, 50l gray-green	.06	.02
1886, 1 dr. gray	.05	.02
1891, 50l gray-green	.08	.03
1891, 1 dr. gray	.06	.03
Athens print, poor impression.		
1892, 25l red violet	.03	.02
1892, 40l blue	.10	.05
1892, 1 dr. gray	.12	.04
1892, 1l brown, perf. 13½	2.00	.60
1892, 25l red-violet	.03	.01
1896, 40l purple, Olymp. Games	.15	.07
1896, 60l black, Olymp. Games	.35	.25
1900, 20l on 25l blue	.06	.03
1900, 30l on 40l violet	.10	.04
1900, 40l on 2l bistre	.12	.08
1900, 50l on 40l salmon	.08	.03
1900, 1 dr. on 40l red-violet	.40	.20
1901, 30l violet	.08	.04
1901, 40l dark brown	.10	.04
1901, 50l maroon	.05	.02
1901, 1 dr. black	.10	.06

HAYTI,

The "Black Republic."

Most advantageous buying connections with stamp gatherers in Hayti enable us to make the following unparalleled offers in stamps of this country. Buy now, as in no other way will you get these values so cheap as you will by ordering them from this list:

	Scott's Price	Our Price
1904, 5c blue, used	\$0.04	\$0.01
1904, 10c brown, unused	.08	.03
1904, 50c claret	.40	.10
1906, 2c on 50c claret blk. schg., used	.03	.01
1907, 1c on 5c blue, red, schg., used	.05	.02
1907, 2c on 10c brown, red, schg., used	.05	.02
1907, 1c on 10c brown, blk. schg., used	.03	.01
1907, 2c on 20c orange, blk., schg., used	.03	.01

The above set of 8 varieties catalogue value 71c, for only 18c.

WANT LISTS WANTED

Have you looked at those vacant spaces in your Album until your eyes were almost sore? Have you tried in vain to fill out these vacant spaces from packets and approval sheets? Have you ever noticed how certain stamps seem to elude all your efforts to corner them, even though they may be catalogued at only a few cents each? No doubt you have had precisely these experiences, if you have collected for any length of time. Let us make you a suggestion—send us a list of these stamps you especially desire to fill in with—use the blank "WANT LIST" form enclosed—you will find it easy and convenient to enter your list on this form; then note how satisfactory this plan works and how QUICK you will receive a reply from us. We have all of our stock classified and arranged by experts, so conveniently that we can fill your want list promptly and intelligently. We are most particular about CONDITION and PRICES will be RIGHT.

Do it to-day while you think of it.

THE E. J. SCHUSTER CO.

L. B. DOVER, Mgr.

ST. LOUIS, MISSOURI, U. S. A.

AN INTERESTING LETTER FROM THE FORMER LIBRARIAN OF THE UNIVERSITY OF PENNSYLVANIA.

Here is a Collector who Has Grasped the Possibilities for Much Pleasure and Profitable Research in Stamp Collecting. He is Going About it in the Right Way to Get the Most Out of It.

PHILADELPHIA, PA., JAN. 26, 1909.

THE E. J. SCHUSTER CO.,

ST. LOUIS, MO.

GENTLEMEN:

Your favor of the 22d inst. was duly received yesterday and also the Lecture on Philately by Mr. Luff, for which please accept my sincere thanks. It is not only interesting but very instructive.

I find that I have still much to learn on the subject. I have not yet begun to mount the last lot that I purchased, though I have compared some of them with a view of ascertaining if there were any duplicates. There certainly seem to be some, but it may be that I have in these cases overlooked some nice points of distinction or they may be obscured by the cancellation marks.

Unfortunately, I cannot give much time to the work, and I do not want to entrust it to any one else, as it will give me practice in learning and ultimately lead me to greater speed by being very careful with these.

I make these remarks explain then my delay in ordering any more does not result from any abatement of interest, but that I want to make sure of these being free from duplicates and correctly mounted before giving additional orders. Before using the albums that you supplied I merely kept my stamps in envelopes, arranged by countries and denominations, but not by the minor varieties of issues.

I have access to color charts and sample books such as are used by painters and papermakers, but if you can supply one used specially in stamp collecting I should be glad to have it, as the names of the same colors and shades differ.

Yours Truly,

JAMES G. BARNWELL.

Note.—In addition to this being a live letter it should carry more weight, coming from one who has occupied the important positions which Mr. Barnwell has, having also formerly been Librarian of the Phila. Library, Pres. of the Pa. Library Club, Librarian of the Cincinnati Mercantile Library, Vice-Pres. of the Phila. Mercantile Library, &c., &c.

We recently sold Mr. Barnwell an elegant collection of 8 000 varieties and have since added another thousand to that.

Simple Definitions of a Few Philatelic Terms We Are Often Asked to Define by Amateurs.

Watermarks:—These are closely allied to the paper, as they are usually formed in the process of manufacturing the paper. They consist of small designs, such as Crowns, Stars, etc., form-

ed of wire or cut from metal and soldered to the frame on which the paper is manufactured. These designs form thin places in the paper and show when held up to the light, or, better still, when laid face down in a "benzine cup" and saturated with deodorized benzine. This process shows up the faintest watermark, in dark lines, instantly.

Separation:—Is the general term applied to the means provided for separating the stamps. The earliest issues did not have any means provided for separating the stamps, and they were usually clipped apart with scissors. Such stamps are classed as Imperforate or Unperforated.

Methods of Separation—

Rouletting, Perforating.

In rouletting the stamps have a broken line of short cuts between, but no paper is removed. In the case of perforated stamps there is a row of small holes between and a portion of the paper is usually entirely removed.

Thus, we have the three terms: Imperforated, Perforated and Rouletted, an early general knowledge of which is imperative with the stamp collector.

Special Snaps in U. S. REVENUES.

Here are a few values in these popular stamps which we have a pretty good stock of and are willing to sell them to you for the next 30 days at the prices below, which are very much cheaper than usual, just to see what Prices will do and to give you the satisfaction that will come of having gotten such a good deal from us:

No.	All Perforated.	Cat. Price	Our Price
2812	2c proprietary, blue.....	\$0.10	\$0.03
2822	5c agreement, red.....	.04	.01
2825	5c For. Exch., red.....	.05	.02
2844	25 Entry of goods, red.....	.12	.04
	Same punched canc'l.....	.12	.02
2846	25c Life Ins., punched canc'l.....	.20	.04
2860	50c passage ticket, blue.....	.20	.06
2862	50c surety bond, blue.....	.10	.04
2866	1d entry of goods, red.....	.10	.04
2869	1d lease, red.....	.10	.04
2880	2d conveyance, red.....	.10	.04
3001	1c green, prop., unused.....	.02	.01
3002	1c brown, prop., unused.....	.02	.01
3003	1c orange, prop., unused.....	.02	.01
3004	1c blue, prop., unused.....	.04	.01
3035	50c slate, doc. cut.....	.03	.01
3036	80c bistre, doc. cut.....	.15	.04
3047	1d gray and blk., doc. uncut.....	.05	.02
3048	2d gray and blk., uncut.....	.05	.02
3050	3d gray and blk., cut.....	.10	.03
3051	5d gray and blk., cut.....	.15	.04
3055	1d green and blk., cut.....	.03	.01
3056	2d green and blk., cut.....	.03	.01

The above are all special snaps—see our regular list for low prices on all other U. S. Revenues.

High Values COLUMBIA REPUBLIC.

These high values are very desirable, and they are very pretty stamps. An exceptionally advantageous purchase of a large lot of these direct from this country enables us to offer them to our customers at the ridiculously low prices named. We will supply them at these figures as long as our present supply of about 200 to 500 of each last, only. Think of getting a good 75c stamp for only 7c and a \$2.50 one for 20c? Better order now.

	Price	Our Price
1888, *50c red brown, O. G.....	\$0.75	\$0.07
1888, 1p claret.....	.40	.04
1889, 20c purple.....	.15	.02
1892, *50c violet, O. G.....	.10	.02
1897, *20c red-brown, O. G.....	.30	.03
1899, *50c red-violet, O. G.....	.40	.03
1886, *2c lilac, O. G., "Too late".....	.06	.02
1902, *10c blue, O. G., "AR".....	.25	.02
Boyaca, Colombia Republic.		
1902, *5c green, O. G.....	\$2.50	\$0.20
Panama.		
1887, *20c lilac, O. G.....	\$0.50	\$0.04

Special Snaps in Fine Original Covers.

If you appreciate something especially fine on covers, here are a few choice items:

NEW YORK, 1845, 5c, Scott's No. 17a, white paper: initialed "A. C. M." in red ink. This copy is simply SUPERB and on nice, clean' entire cover. Any Collector who appreciates condition would readily pay full catalogue for this Gem. We have only one copy like this, and the first check for \$8.00 gets it.

U. S., 1847, 10c. The finest copy of this stamp we ever saw, on nice, clean, entire original cover, very lightly cancelled. We have only one copy like this, and it is worth more than catalogue price of anybody's money, but to draw an order from some one who appreciates the finest to be had and is willing to pay a reasonable price, we will sell this magnificent cover for only \$4.00. REMEMBER! The two covers above are UNUSUALLY Fine, and if you order them and do not so pronounce them, we will cheerfully refund your money.

CONFEDERATE LOCALS.

Here are a few specials that we are able to offer you to-day in these "hard-to-get" stamps. If you are interested in this line, we want to hear from you, whether you can use any of the following or not, as we are liable to get just what you want at any time, and we desire your "want" list so that we can advise you when we run across stock that would interest you. We buy as cheap as we can and then add only a moderate profit, so we believe we can please you.

CHARLESTON, S. C., 5c blue
 on entire original cover: very fine: catalogued at \$12.00, for only... \$5.00
 Another copy of same, but torn close to frame line in separating, but a very fine cover, only... \$4.00
 Another copy of same on fine original cover, but with about 1-16 inch gone from upper left corner, for only... \$2.00

COLUMBIA, S. C., Envelopes.	Cat. Price.	Our Price
5c blue, white, fine.....	\$10.00	\$3.75
5c blue, orange, fine.....	25.00	8.00
5c blue, white, Scott's No. 32, fine, rare.....		10.00

OTHER GOOD U. S. ON ORIGINAL COVERS.
 1851, 1c blue, fine, only..... \$0.40
 1851, 1c blue, vertical strip of 3, fine, only..... 1.00
 1851, 3c dull red, fine, only..... .03
 1856, 10c green, nice copy, only..... .35
 1856, 12c black, pr. nice copies, only..... 2.00
 1861, 1c blue, pr. nice copies, only..... .15

The above are SNAPS, for good original covers of these old U. S. are scarce, and getting scarcer every day. If you need any of these, better order early.

