

Wamsutta Stamp News.

Vol. I. NORTH ATTLEBORO, MASS., DEC., 1890. No. 1.

MARCUS MONTAGUE'S LETTER.

Hon. Wm. E. Dodge once said "If the history of our citizens of wealth were written, we should find that fully three-fourths have risen from comparatively small beginnings to their present positions." I believe that I may safely say that if the history of our most successful stamp dealers were written we should find that every one of them rose from very small beginnings to positions they now hold.

I am well aware that our business is looked upon as a boy's notion, an idle pastime, and I know only too well that not one in a hundred succeeds who enter the trade. But the cause is very quickly found, for the very reason that so many fail and so few succeed the public is all too ready to call it folly and a waste of time.

And it is from a lack of perseverance and principle that so few are successful.

I am not willing however, to believe as some people claim, that stamp dealers are as a rule dishonest, to the contrary I am inclined to praise them for their straight-forward

conduct in the face of so many temptations.

The business is of necessity almost exclusively done by mail and there are a thousand ways in which one may be dishonest, but everything considered I do not think the stamp dealer deserves to be called any more dishonorable than those in other trades.

But it is not my purpose to applaud the trade, but rather to assist it to become more worthy the confidence of the public.

What I shall say will be mostly to beginners but I hope to give a hint now and then which our older brothers will find useful.

If any of my readers are undecided whether to go into the business or not I would sincerely advise you to "wade in."

"There is danger in undertaking *anything*, but there is greater danger in doing *nothing*."

If you expect to make a fortune in a day, you had better *stop now*. What you need is *push* and *principle* and some capital.

You will no doubt ask me, how much capital?

It depends on what kind you have. There are two kinds, *brains* and *cash*.

WAMSUTTA STAMP NEWS.

If you have a good supply of one you will need less of the other. You can begin on half a dollar and do a good business if you have plenty of common sense. Ten to one the boy with the *Brains* will come out way ahead of the *Cash* boy. Begin with what you have, it is just enough.

But what are you going to do with your capital. My advice is, use your *Brains* a great deal, and your cash as much as your brains will advise you.

It will depend very much on how you intend to conduct your business. Whether by approval, packets, or catalogue. A large dealer will use all methods, if you have a sufficient cash capital you can buy a quantity of each variety and issue a catalogue, this is by far the most costly arrangement and in most cases I would not advise it at first, you had better find what stamps you can make the most on, you can learn this only by experience and I would suggest that you begin with both packets and approval sheets.

You can confine your dealings to the stamps of one country or one continent, to cheap or high cost stamps, whatever course you take, stick to it.

I have thus far written only in a general way, in my following letters I shall go more into detail and tell you what I know as to buying for approval sheets and packets and how to sell them at best advantage.

I shall also give you some points on specialties and how to advertise to get the most for your money.

On this last point, I flatter myself that I am pretty well posted and will let you judge whether I am or not by what I shall write on this subject.

Before I say good bye for a month I want to leave one thought with you "Only live fish swim up stream".

What you need most of all in this or in any other business is perseverance.

It is easier to float down stream than to row up, but you must bend to the oar if you intend to "get there".

"The heights by great men reached and kept
Were not attained by sudden flight;
But they while their companions slept,
Were toiling upward in the night".

WHY NOT?

Send 15 cents for *Wolverine Packet*, No. 1, containing 15 all different Foreign stamps catalogued at 60 cents.

"The Effort," sample free.

FARRAND H. BORGMAN & CO.,
228 Howard St., Detroit, Mich.

BOYS. A Type-Writer

that will do GOOD work for only \$1.00. Thousands are being sold. Send for sample at once and cure Agency. Liberal terms. Lincoln K. Peyle, Trumansburg, N. Y.

ALTHO' AUTUMN IS HERE and the poet writes of "fading leaves"—say, "Chestnuts!" in regard to some of our state contemporaries. Our paper is ORIGINAL—and that is more than most publishers can say. It is death on the A. P. A. Boodler etc! 3 months for a nickel, name in Directory and Exchange column free to all! Philately News Co., 145 Fayette St., Utica, N. Y.

ONE DIME.

Is an 8 page and cover stamp magazine published monthly for only 10cts. a year and an unused U. S. Dept. stamp free, catalogued at 9cts. Exchange column free to subscribers also your name in the collectors directory time free. C. W. Peugh, Kossuth, Ind.

WAMSUTTA STAMP NEWS.

ANNOUNCEMENT OF THE

Mound City Stamp Co.,

Importers under the State Laws of Missouri.

Wanted! Agents! Wanted!

Our Approval Sheets

AT 33 $\frac{1}{3}$ PER CENT. COMMISSION

— Are : the : Best : in : the : Market : To-day. —

Write for a trial selection and you will be astonished.

All stamps sold by us are GUARANTEED genuine and in fine condition.

We constantly receive foreign consignments, of stamps, thus combining variety with cheapness.

OUR PRICE-LIST FREE WITH PREMIUM OFFER.

Address,

Mound City Stamp Co.,

1501 Washington Ave.,

ST. LOUIS,

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MO.

Sample Copy.
We shall be pleased to receive
your subscription.

WAMSUTTA STAMP NEWS.

Wamsutta Stamp News,

PUBLISHED MONTHLY IN THE INTERESTS
OF STAMP DEALERS.

Subscription, 30 cents per year.

ADVERTISING RATES:

One inch, 50c. One page, \$5.00
CASH IN ADVANCE.
Special rates and discounts on application.
Address

WAMSUTTA STAMP NEWS,
North Attleboro, - Mass.

In entering the field of Philatelic publications we realize that the NEWS stands alone as the champion of the American stamp dealers. The numerous philatelic papers which flood the country, and which are good or bad as the case may be, are all published in the interest of collectors. But the NEWS, while proposing to be of profit to collectors, will devote its energies more especially for the benefit of the dealers. We intend to make it the most welcome and valuable monthly visitor that the dealer receives. That the NEWS is small in size is no reason that it is of little value or that it will remain of its present proportions. But we make no promises beyond this, to be always on the alert for what will interest you and by which you may profit.

Its columns will always be open for suggestions and items of interest, and every dealer may be assured that his communications will be always

welcomed.

We also assure you that your subscription will be very thankfully received.

Many and many a time have we heard the question, "does the stamp business pay?"

For answer we refer the enquirer to Mekeel, Scott and many others. Mekeel began his business with the stamps that he carried in his pocket to school and is now president of a company incorporated with thirty thousand dollars capital.

But there are so many things that go to make the business profitable otherwise that we believe we can do our readers no greater favor than to give you a few points from the pen of our friend "Marcus Montague" an old and successful dealer who knows just what he is talking about and whose real name if mentioned would be recognized by nearly every reader.

His letters will run through several numbers and will cover a variety of subjects, how to buy, how to get approval, packets, lists, how to advertise and others of equal importance.

We were very much surprised and pained to learn, some weeks since of the death of our friend Fred Goldsbury, who altho known only by correspondence, had won the highest esteem. His loss will be felt by a very large circle of friends.

OUR CHEAP COLUMN.

A limited space will be reserved each month for half inch ads under these conditions. No ads taken for this column for over one half inch space or for more than one month. The price for each ad which is 25 cents *must* be sent with copy.

Every third ad received will be inserted FREE AND THE MONEY RETURNED.

Only one ad allowed each month to one person.

25 CENTS FREE.

To anyone sending for one of my fine sheets I will allow them to select 25 cents worth from it free. Com. twenty-five per cent. Subscriptions and ads. taken for my paper at a good discount. Address, R. M. PENCER, Nordhoff, Cal.

I WILL PAY CASH,

or give good exchange for any coin not in my collection. A rare old Roman coin for 50cts. J. F. Barden, Plainville, Mass.

WANTED.

Every one to try a half inch ad in this column. Every third ad rec'd is inserted free and the money returned. Wamsutta Stamp News.

You cannot afford to lose one of Marcus Montague's letters. Subscribe now.

PRIZE COMPETITION.

We will give to the person who answers the greatest number of advertisements, appearing in the News, before Feburary 15th 1891, their choice of the following:

ANY TWENTY-FIVE BOOKS FROM OUR LIST OF NOVELS,

A PAGE AD IN THE NEWS,

A COLLECTION OF STAMPS WORTH \$5, or

A NICKLE PLATED BRACKET SAW OUTFIT, WORTH \$2.50.

Carpenter & Co.,

DEALERS IN U. S. AND

Foreign Postage Stamps for Collectors,

867 East 137th St., N. Y., N. Y., U. S. A.

Fine Stamps on Approval at 35 per cent. from catalogue prices.

Agents wanted in every city, town and school, (send reference).

Correspondence desired with collectors and dealers all over the world. Consignments solicited.

PRICE LISTS FOR STAMP.

(Business transacted by mail exclusively, and best of reference given.)

L. LAMBECK,

Importer of and Dealer in

FOREIGN AND U. S.

POSTAGE STAMPS,

BOX C,

BEAVER DAM,

WIS.

I make a specialty of the Approval Sheet business, have over 3000 varieties on my sheets, from 1c up to \$5.00. My stamps are stamps that sell. My agents frequently send back sheets entirely stripped, and want more of the same kind. I allow 33 1-3 per cent. commission on all sales.

If you want stamps for your collection send to me.

If you want stamps to sell send to me.

If you have stamps to sell or exchange, send to me. I will give you a fair deal, and guarantee satisfaction. Send for my approval sheets, and give references.

BARGAINS FOR THIRTY DAYS.

U. S. Newspaper, 1 c, black	.05
U. S. " " 2 c, "	.06
P. O. dept, 6 c, black on lemon, (unused)	.12
U. S. envelope, 1882, 5 c, Garfield (")	.10
" " " 1886, 4c, gr. on white (")	.06
" " " " 4c, gr. on amber (")	.06
British. N. Borneo, (Scott's no. 563)	2.00
Hanover, 1-13 rose, (Scott's no. 1022)	.20
Philippine Islands, (Scott's no. 1707)	.50
Porte de Mar, 6 varieties, colored	.25
Packet No. 1, 25 varieties	.05
" " 2, 50 "	.15
" " 3, 100 "	.25
" " 4, 200 "	.50
" " 5, 250 "	1.00

P. S. A. L. LAMBECK, A. P. A.

Box C,

BEAVER DAM, WIS.

READ! READ!

100 Var. foreign stamps, *No Duplicates*, guaranteed to catalogue by Scott's 50th edition at over \$3.00, Only 80 Cents.

Set of Mexico, 1864, 4 var., only 10 cents.

AGENTS WANTED

To sell stamps from my approval sheets at 35 per cent. commission.

I ALSO WANT

Every collector to send for my list of sets and packets.

S. W. SCOTT.

— DEALER IN —

Foreign & U. S. Stamps,

1046 IOWA STREET,

DUBUQUE, - IOWA.

A. P. A. 1067.

C. P. S. 222.

P. S. A. 95

H. B. Wilber & Co.,

14-16 MAIN STREET,

CAMBRIDGEBORO, - - PENN.

can supply dealers with every needed article from the stamps and albums to the hinges.

We have stocks of stamps from \$1.50 to \$50. Lists will be sent on request.

ONE OF OUR \$5 OUTFITS,

400 stamps to sell at 1 cent

225 " " " " 2 "

150 " " " " 3 "

50 " " " " 5 "

100 blank approval sheets

10000 gummed hinges

1 inch advt in any good paper.

BLANK APPROVAL SHEETS

25 postpaid	10c.	500 postpaid	\$1.00
100 "	25c.	1000 "	1.75

Send stamp for sample. We can supply dealers with all the needed stationery such as envelopes, note, letter and bill heads and circulars printed. Write to us before placing an order.

Dealers wishing to sell out will do well to correspond with us. We will also buy collections for cash or exchange as preferred.

Three Complete Novels Free To Every Reader of the "News."

We want to increase our circulation very largely during the next six months—double it, if possible. To accomplish this we need the co-operation of our present subscribers and readers. If each one of our present readers would secure for us *one* subscriber, our circulation would be doubled, of course. But we know that it will take an extraordinary inducement to bring out the united efforts of every one of our present subscribers—we shall have to make a high bid. Well, we are ambitious and anxious to double our circulation, and, by special arrangement with one of the leading publishing houses we are enabled to make you an offer which is remarkable for its liberality. We give you three charming complete novels *free* if you will get us *one* yearly subscriber. The novels are splendid ones, and they are published complete in neat pamphlet form. Note the names of the authors—the most celebrated writers both of America and Europe. Note also the long attractive list from which you are privileged to select. No matter which of the novels you choose, you will be perfectly delighted with them. Most of the novels in this list sell for 25 cents each in the *Seaside* and other libraries. You can get *three of them*—any three you may choose—*free*, for getting us only one yearly subscriber. Can you doubt that this is a *wonderful opportunity*—such a one as you never had before?

Now let every reader of this paper consider this offer as addressed to himself or herself individually. Make up your mind that *you* will have three of these charming novels. And how easily you can do it! What is it to get one yearly subscriber to this paper? There is not one single one of our present subscribers and readers but can do it, if they will try. Remember, you are not asked to get up a club or to do any canvassing, but merely to use your influence to induce *one* of your neighbors or friends to take our paper for a year. Anybody can do this. Among your neighbors and friends there is certainly *one* who will subscribe for our paper at your solicitation. Do not put it off, or stop to think it over, but go right out at once and get your subscriber. You yourself will be surprised to find how easy a thing it is to do, and when you receive your novels and commence reading them, you will be delighted to think you took advantage of our great and very liberal offer.

We will give six of the novels for two yearly subscribers, nine for three subscribers, and so on for any number. Get more than one subscriber if you can without too much trouble, but do not fail to get at least one, and secure for yourself three charming complete novels free. You will miss a grand chance—a great opportunity—if you pass this offer by unheeded. Order your novels by the numbers as given in the list on the next page.

Your own subscription can count for three books if you send it in soon. Remember our subscription price is thirty cents per year.

Any of our readers wishing to purchase any of these books may have as many as they want at ten cents each, which is less than half the regular price. *Always order by number.* Address, Wamsutta Stamp News, North Attleboro, Mass.

An Offer Remarkable for Its Liberality.

Read it: To any one who will send us ONE SUBSCRIBER to this paper for ONE YEAR at the regular subscription price, thirty cents, we will give ABSOLUTELY FREE, and send by mail, postpaid, THREE COMPLETE NOVELS—three you may select from the following list:

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 No. 281. Dolores. By Mrs. JANE G. AUSTIN.
 No. 280. A Brave Forward. By R. L. STEVENSON.
 No. 279. A Troublesome Girl. By "THE DUCHESS."
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 No. 277. Falsely Accused. By Mrs. ANN S. STEPHENS. <i>Ill'd</i>
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 No. 275. The Pearl of the Orient. By SYLVANUS COBB, Jr.
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 No. 272. A Dangerous Woman. By Mrs. ANN S. STEPHENS.
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 No. 45. The Cricket on the Hearth. A Christmas Story. By CHARLES DICKENS. <i>Illustrated</i>
 No. 44. The Yellow Mask. By WILKIN COLLINS. <i>Ill'd</i>
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 No. 38. Anne. By Mrs. HENRY WOOD.
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 No. 21. Hearing the Whirlwind. By MARY CECIL HAY.
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 No. 7. The Laurel Bush. By Miss MULLOCK.
 No. 6. Honey Arkell. By Mrs. HENRY WOOD.
 No. 5. Thomas Harrison. By GEORGE ELIOT.
 No. 4. Blue Eyes and Golden Hair. By ANNIE THOMAS.
 No. 3. Captain Alton's Legacy. By M. T. CALDON.
 No. 2. Among the Ruins. By MARY CECIL HAY. <i>Ill'd</i></p> |
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It costs us money to make this offer but we want subscribers and are bound to get them at any cost. WAMSUTTA STAMP NEWS, North Attleboro, Mass.



Wamsutta Stamp News.

VOL. I. NORTH ATTLEBORO, MASS., JAN., 1891. No. 2.

ABOUT BUYING STAMPS.

BY MARCUS MONTAGUE.

Now that you have decided to go into the stamp business, it will be well to consider the very important point of buying. Don't buy of more than one or two firms, if possible, in any one line.

It is a great mistake made by nearly all dealers to suppose that by buying *a little* of every one whose circular or ads he reads, he can secure "bargains" through the competition for his trade.

It is very much wiser to select your wholesaler, choosing one of the most reliable, write him a full, frank and honest statement of what you intend to do, and what is your financial condition; tell him you mean to buy your stamps of him, and that you expect every possible advantage in quality, prices and bargains, and if you have selected an honorable wholesaler, you will benefit by this course in the long run.

It is an inevitable fact in all business that *quality* makes *price*, and your little money scattered among a dozen firms, will loose all the force

of concentration which it would gain if thrown in one direction.

There are occasionally auction and other sales when stamps may be bought below the market price, but they are usually unsalable or undesirable. You can take it for a safe rule that *your* wholesaler can supply you with *what you want* as cheap or cheaper than any one else and what you *don't want* is dear at any price.

Then do not let the importing idea run away with you. Buy of American houses. It may not seem reasonable to suppose that you can buy stamps of foreign countries cheaper at home than in these countries themselves but it is a fact that you can.

Now we have discussed *how* to buy, let us see *what* to buy. Here you will need to pause and consider how you intend to sell, whether by packets, approval sheets or by list.

Cheap stamps are usually more popular in packets, all kinds on approval sheets and the rarer ones by list.

My advice would be to begin on approval sheets and packets, but as we want to discuss the selling in a
(Continued on second page.)

Wamsutta Stamp News.

PUBLISHED MONTHLY IN THE INTERESTS
OF STAMP DEALERS.

Subscription, 30 cents per year.

ADVERTISING RATES:

One inch, 50c. One page, \$5.00

CASH IN ADVANCE.

Special rates and discounts on application.

Address

WAMSUTTA STAMP NEWS,

North ttleboro, - Mass.

Philatelic journalism has received a valuable addition in the *Standard Philatelist* which appeared in January.

Every word of "A New Departure" is of interest to you.

Increase your business by advertising in the NEWS.

Our "Trade Notes" are crowded out of this issue, look for them next month.

Noah advertised the flood. He lived through it, and the fellows who laughed at him got drowned. Ever since then the advertiser has been getting along, and those who didn't advertise have been getting left.

We have received many exchanges this month, for which publishers will please accept our thanks.

Next month Marcus Montagu will give us some points on advertising, and it seems very proper that we should make the issue a special "advertisers' number." We will send a copy to any stamp dealer on application. Advertising is the stamp dealers best method of building up a profitable business and certainly every one ought to be posted on the best methods.

Any patron of the NEWS may become a member of a society, this will save many dollars. There is no admission fee and no dues, and if there is no society in existence this can be of more benefit to the dealer than the "League." Read "A New Departure."

later paper we will drop it for the present.

Experience will teach you better than I can tell you what to buy, but I would advise you to begin small and increase your stock as your increasing business demands.

If you sell by catalogue or list you will need to keep a supply of each stamp, if by packets you can buy an assortment of stamps, make up your packets and when the supply is exhausted lay in more, if by approval sheets buy a good assortment and keep enough on hand to keep your sheets constantly full.

As a rule keep clear of reprints and do not under any circumstances have anything to do with counterfeits or any stamps that have not a clear history.

A NEW DEPARTURE.

The object for which the NEWS is published is the benefit of the dealers, which there are several hundred in this country. With this in view we present a plan which we have deemed it advisable not to publish until now, and which we feel sure will meet with the hearty approval and support of our readers.

Without going into detail we may say that it is a plan for the protection of our readers against fraud. It needs no long argument to set forth the benefits of such a plan if well conducted, for every dealer of any experience knows just what a loss and trouble approval sheet and other frauds are. So, without engaging upon the call for the departure, we will present the general plan.

1st. Every subscriber and advertiser of the NEWS will be entitled to the privileges of the plan, which for convenience we will call the "League."

2nd. Any subscriber or advertiser who has been defrauded in any way, or who has owing him for stamps any amount, which he cannot collect, will send a statement of the

same to the editor of the NEWS, with all the particulars in each and every case. These will be examined and two lists will be published in the following number of the NEWS. One list of frauds and one of delinquent debtors. By this method it will be very difficult for any one to defraud any member after the lists are published, and the plan cannot fail to be a great benefit to all.

3rd. Be very careful in sending names that they *are* frauds.

4th. Any member who knowingly sends the names of innocent parties, or who makes any false charges against any person, or who is himself proven to be a fraud, will be at once dropped from the list of League members.

5th. In order that this may be made as complete as possible, we shall be glad to receive from any one, whether a member or not, lists of all who have defrauded them, and if the evidence is deemed sufficient, they will be published.

6th. A copy of the paper will be sent to all whose names are in the list, and if they settle their account or return the stamps within two weeks, the dealer having the charge against them, should notify us at once.

Everything in relation to the League, should be addressed to the editor of the WAMSUTTA STAMP NEWS, North Attleboro, Mass.

H. B. Wilber & Co.,

14-16 MAIN STREET,

CAMBRIDGEBORO,

PE

can supply dealers with every needed article from the stamps and albums to the h
We have stocks of stamps from \$1.50 to \$50. Lists will be sent on request.

ONE OF OUR \$5 OUTFITS,

- 400 stamps to sell at 1 cent
- 225 " " " " 2 "
- 150 " " " " 3 "
- 50 " " " " 5 "
- 100 blank approval sheets
- 10000 gummed hinges
- 1 inch advt in any good paper.

BLANK APPROVAL SHEETS

25 postpaid	10c.	500 postpaid	\$1.00
100 "	25c.	1000 "	1.75

Send stamp for sample. We can supply dealers with all the needed sta
such as envelopes, note, letter and bill heads and circulars printed. Write to u
placing an order.

Dealers wishing to sell out will do well to correspond with us. We will a
collections for cash or exchange as preferred.

Carpenter & Co..

DEALERS IN U. S. AND

Foreign Postage Stamps for Collectors,

867 East 137th St., N. Y., N. Y., U. S. A.

Fine Stamps on Approval at 35 per cent.
from catalogue prices.

Agents wanted in every city, town and
school, (send reference).

Correspondence desired with collectors and
dealers all over the world. Consignments
solicited.

PRICE LISTS FOR STAMP.

(Business transacted by mail exclusively, and best of
reference given.)

BOYS. A Type-Writer,

that will do GOOD work for
only \$1.00. Thousands are
being sold. Send for sample at once and se-
cure Agency. Liberal terms. Lincoln Rap-
pleye, Trumansburg, N. Y.

FREE. FREE. FREE.

1st. A handsome present. 2nd. 50 genuine foreign
stamps. 3rd. An approval sheet 50 per cent. discount.
4th. Our complete catalogues, books, novelties, etc.
Send only 5c. for postage and packing. H. C. BUC-
HANAN & CO., 37 Clinton Place, New York City.

ONE DIME.

Is an 8 page and cover stamp m
published monthly for only 10cts. a y
an unused U. S. Dept. stamp free, ca
at 9cts. Exchange column free to sub
also your name in the collectors direct
time free. C. W. Peugh, Kossuth, I

ALTHO' AUTUMN IS H
and the poet writes of "fading leav
say, "Chestnuts!" in regard to som
state contemporaries. Our paper is O
—and that is more than most publi
say. It is death on the A. P. A. B
etc! 3 months for a nickel, name in
and Exchange column free to all
News Co., 145 Fayette St., Utica, N

3 CENTS FOR 100 ASSORTED U. FOREIGN STAMPS.

Address Handford & Co., Lincoln P

McGinty's Baby,	10c	5 Wire Puzzles
Package of Games,	12c	Lovers' Packag
5 Novels,	15c	Book of Magic
Fortune Teller,	15c	

Address—
Handford & Co., Lincoln Park

Press of W. W. Jewett, Portland.

SPECIAL ADVERTISERS' NUMBER.

Vol. I.

No. 3.

◁ FEBRUARY, 1891. ▷

WAMSUTTA STAMP NEWS

PUBLISHED MONTHLY

In the Interest of Stamp Dealers.

Wamsutta Stamp News Publishing Co.,

North Attleborough, Mass.

How to get Rich.

Our circulation this month is more than double that of previous issue now exceeds that of any paper of its class.

It is published for the **Benefit** of dealers and therefore goes where do them the most good.

We have promised to **pay cash** to all who advertise in the NEWS and don't propose to go back on our word.

A page ad. at regular rates costs \$15, and one of our advertisers writes us that ad. brought him more replies than six other papers combined, all of which are all considered first class. He thinks our rates low.

In order that every dealer, great and small, may have a chance to test the we offer a page ad. three months for \$5.00 cash, and give you \$5.00 worth of of your own selection from our list, and send them free of any expense. This virtually giving \$15.00 worth of advertising and \$5.00 worth of books for \$5.00.

We expect that this offer will cost us many dollars, but we believe thorough advertising and think we can afford to pay something in order to get dealers to the NEWS a trial, for we know that nine out of ten will become regular advertisers after doing so.

For those who do not wish to take a page, we make the following rates, good for three month ads received before March 15th :

One-half page and \$2.75 worth of books for \$2.75; or one-fourth page and worth of books for \$1.50.

At this cut rate we shall be obliged to hold strictly to cash in advance.

We shall double our circulation for these three months.

Send an ad. and be happy.

Address,

WAMSUTTA STAMP NEWS North Attleboro, Mass.

If any dealer wishes to try the NEWS on our special test offer, but do care for the books, we will give a page ad. three months and 500 circulars like to for \$5.00 cash in advance. Your order *must* be in by March 15th, send it if possible.

Are you aware how much trade an ad. in the NEWS will bring? You will know till you try it. Don't wait until you have seen others reap the benefit. Be in the swim yourself.

Amstutta Stamp News.

V. NORTH ATTLEBORO, MASS., FEB., 1891. No. 3.

POINTS ON ADVERTISING.

BY MARCUS MONTAGUE.

Editor is getting stingy with space, and tells me I can have only one page this month. I could do just what I want to say in twenty

Advertising is an art, judicious advertising pays and keeping ever busy at it brings results."

Every man has made his fortune by judicious advertising. Stamp dealers rely almost wholly on mail orders for their business, and must therefore be large advertisers. Your ads will be in proportion to advertising.

Objects to be attained by advertising are, to increase business, to get more trade, to win the patronage of those not bestowing their patronage on any special dealer, to induce those now dealing with competitors, to secure the order of the customer who never did want anything in your line until now and who expects to again. He who never had his attention directed to you cannot trade with you. Until you get of you he cannot deal with you. The idea then is to place your ad in as attractive a form as

possible, before as many people who patronize your line as possible. The variety of methods of advertising is without end, but for stamp dealers the philatelic newspaper is undoubtedly the most effective, but there are so many to choose from, that if you attempt to use them all you will soon be bankrupt. You don't want an ad. in a paper that sends twenty copies to each advertiser, and thus makes up its circulation, it is not worth the paper it is printed on. You want the paper that goes everywhere, and a safe rule is to use what other dealers find to pay.

Make your advertisement plain and to the point.

Don't try to make a great sensation, it does not pay. Don't copy other's ideas, original ideas are most attractive.

It often pays to push one special thing, the customer who buys this may be induced to buy of you in addition what you may offer no cheaper than other dealers.

Sometimes your ads will not pay, find out why, and try to remedy the trouble. If they do pay, study the reasons, and try to make them pay better. You ought to put as much time and money into your advertisements, as you do in purchasing your stamps.

CHEAP SETS.

UNUSED.

*Austria, telegraph 8 var.	.10
*Alsace & Lorraine, 7 var.	.15
*Baden, '62 to '68 inc. 30k., 6 var.	.25
*Bavaria, return letter 6 var.	.05
*Constantinople, 3 var. comp.	.05
*Corea, 5 var. complete	.30
*Cashmere, 5 var.	.25
*Denmark official, 3, 4, 8, 32 0	.25
*France, '59 & '63 unpaid 2 var.	.10
*Fakridot, ¼a 17 var.	.45
“ ½a 8 var.	.45

USED.

Bosnia, 79, 8 var.	.25
Cyprus, 5 var.	.20
Danube, S. N. Co. '90, 6 var.	.35
Iceland, 10 var.	.40
Italy, segnatasse 1c to 10l 12 var.	.35
Japan, 15 var.	.15
Persia, 5 & 10 fr.	.25
Sweden official, 11 var.	.15
“ Losen, 10 var.	.15
Transvaal, '69, 5 var.	.25

BARGAINS IN U. S.

Agriculture, 9 var.	\$2.50	1861, 9 var.	\$2.00
Executive, 5 var.	5.00	1856, 4 var.	4.00
State, 11 var.	2.25	1890, 30 & 90c	.30

Packet No. 10 contains 10 var. of fine U. S. stamps catalogued at more than \$5. No revenues, locals, counterfeit or torn stamps in this packet. Price \$1 postpaid.

None of the above stamps sent out on approval at such low prices but if not found as represented, money will be returned on demand.

Address,

J. T. JELF,

519 Kansas Ave.,

Atchison, Kan

WAMSUTTA STAMP NEWS.

HERE IT IS—OUR LIST OF BOOKS.

Read our notices on front cover and on page opposite this.

- | | |
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| <p>No. 181. Her Manifest Destiny. By AMANDA M. DOUGLAS.</p> <p>No. 182. Olympia. By M. T. CALDON.</p> <p>No. 183. Dolores. By Mrs. JANE G. AUSTIN.</p> <p>No. 184. A Brave Good-bye. By R. L. STEVENSON.</p> <p>No. 185. A Troublesome Girl. By "THE DUCHESS."</p> <p>No. 186. Gully or not Gully. By AMANDA M. DOUGLAS. <i>Ill'd.</i></p> <p>No. 187. Falsely Accused. By Mrs. ANN S. STEPHENS. <i>Ill'd.</i></p> <p>No. 188. A False Step. By Mrs. ALEXANDER.</p> <p>No. 189. The Pearl of the Orient. By SYLVANUS CORB, JR.</p> <p>No. 190. Simon Derrick's Daughter. By M. T. CALDON.</p> <p>No. 191. The Linden Farm Heiress. By MARGARET FLOUNT.</p> <p>No. 192. A Dangerous Woman. By Mrs. ANN S. STEPHENS.</p> <p>No. 193. Blackbird Hill. By ESTHER SMITH KENNETH.</p> <p>No. 194. The Peril of Richard Pardon. By R. L. STEVENSON.</p> <p>No. 195. The Little Old Man of the Buttrickses. By GEORGE BROWN.</p> <p>No. 196. From the Earth to the Moon. By JULIUS VERNE.</p> <p>No. 197. Tom Guardian's Plot. By Dr. J. H. ROBINSON.</p> <p>No. 198. The Baron's Will. By SYLVANUS CORB, JR.</p> <p>No. 199. The Gray Falcon. By M. T. CALDON.</p> <p>No. 200. The Sorrow of a Secret. By MARY CECIL HAY.</p> <p>No. 201. Percy and the Prophet. By WILKIE COLLINS.</p> <p>No. 202. The Story of a Wedding Ring. By the author of "Dora Thorne."</p> <p>No. 203. Martin Ware's Temptation. By Mrs. H. WOOD.</p> <p>No. 204. A Murderer's Confession. By author of "Dora Thorne."</p> <p>No. 205. Confidential Evidence. By M. T. CALDON.</p> <p>No. 206. A Fatal Mistake. By CLARA AUGUSTA.</p> <p>No. 207. A Mad Girl of Tyrol. By M. T. CALDON.</p> <p>No. 208. My Own Revenges. By H. HUGH HARRARD.</p> <p>No. 209. Therese's Story. By WILLIAM H. RUSSELL.</p> <p>No. 210. Therese's Will. By FLORENCE MARRIAGE.</p> <p>No. 211. Therese's Will. By the author of "Dora Thorne."</p> <p>No. 212. Therese's Will. By GEORGE BROWN.</p> <p>No. 213. A Dangerous Heir. By Mrs. A. EDWARDS.</p> <p>No. 214. A Dangerous Heir. By HETTY WINWOOD.</p> <p>No. 215. A Dangerous Heir. By Mrs. HENRY WOOD.</p> <p>No. 216. A Dangerous Heir. By WILKIE COLLINS.</p> <p>No. 217. A Dangerous Heir. By R. L. STEVENSON.</p> <p>No. 218. A Dangerous Heir. By JOHN NICHOLSON.</p> <p>No. 219. A Dangerous Heir. By Mrs. MELLOCK. <i>Ill'd.</i></p> <p>No. 220. A Dangerous Heir. By H. HUGH HARRARD.</p> <p>No. 221. A Dangerous Heir. By Mrs. H. WOOD.</p> <p>No. 222. A Dangerous Heir. By CLARA AUGUSTA. <i>Ill'd.</i></p> <p>No. 223. A Dangerous Heir. By MARY BRADTON.</p> <p>No. 224. A Dangerous Heir. By "Dora Thorne." <i>Ill'd.</i></p> <p>No. 225. A Dangerous Heir. By M. T. CALDON.</p> <p>No. 226. A Dangerous Heir. By SYLVANUS CORB, JR.</p> <p>No. 227. A Dangerous Heir. By MARY CECIL HAY.</p> <p>No. 228. A Dangerous Heir. By ROBERT BUCHANAN.</p> <p>No. 229. A Dangerous Heir. By M. T. CALDON.</p> <p>No. 230. A Dangerous Heir. By author "A Great Mystery."</p> <p>No. 231. A Dangerous Heir. By M. T. CALDON.</p> <p>No. 232. A Dangerous Heir. By CLARA AUGUSTA.</p> <p>No. 233. A Dangerous Heir. By WILKIE COLLINS.</p> <p>No. 234. A Dangerous Heir. By Mrs. MARY A. BRADTON.</p> <p>No. 235. A Dangerous Heir. By Mrs. M. V. VICTOR. <i>Ill'd.</i></p> <p>No. 236. A Dangerous Heir. By Mrs. HENRY WOOD.</p> <p>No. 237. A Dangerous Heir. By FLORENCE MARRIAGE.</p> <p>No. 238. A Dangerous Heir. By Mrs. ALEXANDER.</p> <p>No. 239. A Dangerous Heir. By Mrs. ANNIE BRADTON. <i>Illustrated.</i></p> <p>No. 240. A Dangerous Heir. By MARGARET FLOUNT. <i>Ill'd.</i></p> <p>No. 241. A Dangerous Heir. By MARIAN HARRARD.</p> <p>No. 242. A Dangerous Heir. By Mrs. MAY ANNE FLEMING.</p> <p>No. 243. A Dangerous Heir. By FLORENCE VARNER.</p> <p>No. 244. A Dangerous Heir. By R. L. STEVENSON.</p> <p>No. 245. A Dangerous Heir. By "The Queen of Diamonds." By "The Queen of Diamonds."</p> <p>No. 246. A Dangerous Heir. By author of "Dora Thorne." <i>Ill'd.</i></p> <p>No. 247. A Dangerous Heir. By Dr. J. H. ROBINSON. <i>Ill'd.</i></p> <p>No. 248. A Dangerous Heir. 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A Low Marriage. By Mrs. MELLOCK. <i>Illustrated.</i></p> <p>No. 187. A Wicked Girl. By MARY CECIL HAY.</p> <p>No. 188. The Pearl of the Ocean. By CLARA AUGUSTA.</p> <p>No. 189. The Old Oak Chest. By SYLVANUS CORB, JR.</p> <p>No. 190. The California Cabin. By M. T. CALDON.</p> <p>No. 191. The Forecellin Rubica. By M. T. CALDON.</p> <p>No. 192. The Diamond Bracelet. By Mrs. H. WOOD.</p> <p>No. 193. Coffee House. By ETNA W. PICKER.</p> <p>No. 194. Agatha's History. By MARGARET F. GUNT.</p> <p>No. 195. Out of the Sea. By CLARA AUGUSTA.</p> <p>No. 196. The Story of a Storm. By Mrs. JANE G. AUSTIN.</p> <p>No. 197. The Evil Genius. By M. T. CALDON.</p> <p>No. 198. The Mystery at Blackwood Grange. By Mrs. MAY ANNE FLEMING.</p> <p>No. 199. The Last of the Ruthvens. By Mrs. MELLOCK.</p> <p>No. 200. The Morwick Farm Mystery. By WILKIE COLLINS. <i>Illustrated.</i></p> <p>No. 201. Out of the Depths. By HUGH CONWAY.</p> <p>No. 202. Revelation. By MARGARET FLOUNT.</p> <p>No. 203. A Tale of Sin. By Mrs. HENRY WOOD.</p> <p>No. 204. A Fortune Hunter. By ANNIE THOMAS. <i>Ill'd.</i></p> <p>No. 205. Wedded and Parted. By author "Dora Thorne."</p> <p>No. 206. The Knightsbridge Mystery. By CHAS. BRADTON.</p> <p>No. 207. Inglewood House. By author of "Dora Thorne."</p> <p>No. 208. A Pearly Crime. By "THE DUCHESS."</p> <p>No. 209. False Lodge. By Mrs. HENRY WOOD.</p> <p>No. 210. A Bridge of Love. By author "Dora Thorne."</p> <p>No. 211. The Fatal Marriage. By Mrs. M. E. BRADTON.</p> <p>No. 212. A Queen Amongst Women. By the author of "Dora Thorne."</p> <p>No. 213. The Blatchford Bequest. By HUGH CONWAY. <i>Ill'd.</i></p> <p>No. 214. The Curse of Carrow. By author "Dora Thorne."</p> <p>No. 215. A Shadow on the Threshold. By MARY CECIL HAY.</p> <p>No. 216. The Fatal Lilies. By author "Dora Thorne."</p> <p>No. 217. Carroll's Gift. By HUGH CONWAY. <i>Ill'd.</i></p> <p>No. 218. More Bitter than Death. By author of "Dora Thorne."</p> <p>No. 219. Miss or Mrs. I. By WILKIE COLLINS. <i>Illustrated.</i></p> <p>No. 220. In the Hallways. By MARY CECIL HAY.</p> <p>No. 221. The Romantic Adventures of a Milkmaid. By THOMAS HADLEY.</p> <p>No. 222. A Dead Heart. By author of "Dora Thorne."</p> <p>No. 223. Dark Days. By HUGH CONWAY.</p> <p>No. 224. Shadows on the Snow. By R. L. STEVENSON.</p> <p>No. 225. At the World's Mercy. By FLORENCE VARNER.</p> <p>No. 226. Called Back. By HUGH CONWAY.</p> <p>No. 227. Mildred Trevanion. By "THE DUCHESS."</p> <p>No. 228. In Cupid's Net. By author of "Dora Thorne."</p> <p>No. 229. The Grey Woman. By Mrs. GABRIEL. <i>Ill'd.</i></p> <p>No. 230. The Mystery of the Holly Tree. By the author of "Dora Thorne." <i>Illustrated.</i></p> <p>No. 231. Gabriel's Marriage. By WILKIE COLLINS. <i>Ill'd.</i></p> <p>No. 232. John Bowerbank's Wife. By Mrs. MELLOCK. <i>Ill'd.</i></p> <p>No. 233. Jasper Dane's Secret. By Mrs. M. E. BRADTON.</p> <p>No. 234. Leoline. By MARY CECIL HAY. <i>Illustrated.</i></p> <p>No. 235. Lady Gwendoline's Dream. By the author of "Dora Thorne." <i>Illustrated.</i></p> <p>No. 236. Red Court Farm. By Mrs. HENRY WOOD. <i>Ill'd.</i></p> <p>No. 237. The Frozen Deep. By WILKIE COLLINS. <i>Ill'd.</i></p> <p>No. 238. Back to the Old Home. By MARY CECIL HAY. <i>Ill'd.</i></p> <p>No. 239. The Lost Bank Note. By Mrs. HENRY WOOD. <i>Ill'd.</i></p> <p>No. 240. Hoster. By B. B. STRICK. <i>Illustrated.</i></p> <p>No. 241. A Heir from the Sea. By author "Dora Thorne."</p> <p>No. 242. The Clock on the Hearth. A Christmas Story By GEORGE BROWN. <i>Illustrated.</i></p> <p>No. 243. The Yellow Mask. By WILKIE COLLINS.</p> <p>No. 244. Half-Husband. By P. HAMILTON MYERS. <i>Ill'd.</i></p> <p>No. 245. Misling. By MARY CECIL HAY.</p> <p>No. 246. Amos. By Mrs. HENRY WOOD.</p> <p>No. 247. Sister's Love. By WILKIE COLLINS.</p> <p>No. 248. Valerie's Fate. By Mrs. ALEXANDER.</p> <p>No. 249. A Gold in Down. By author "Dora Thorne." <i>Ill'd.</i></p> <p>No. 250. Calcutta or the Mystery of the Headlands. By F. W. PICKER. <i>Illustrated.</i></p> <p>No. 251. Dudley Jackson. By Mrs. M. E. BRADTON.</p> <p>No. 252. Dick's Dream. By Mrs. ANN S. STEPHENS.</p> <p>No. 253. The Heir to Ashley. By Mrs. HENRY WOOD.</p> <p>No. 254. Reveries of the Whiteford. By MARY CECIL HAY.</p> <p>No. 255. A Gifted Girl. By the author of "Dora Thorne."</p> <p>No. 256. The Laurel Bush. By Mrs. MELLOCK.</p> <p>No. 257. Henry Arkell. By Mrs. HENRY WOOD.</p> <p>No. 258. Amos Barton. By GEORGE ELIOT.</p> <p>No. 259. Blue Eyes and Golden Hair. By ANNIE THOMAS.</p> <p>No. 260. Sustain Alice's Legacy. By M. T. CALDON.</p> <p>No. 261. Among the Ruins. By MARY CECIL HAY. <i>Ill'd.</i></p> |
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We will send these books postpaid to any address for 25 cents each.

WAMSUTTA STAMP NEWS.

Wamsutta Stamp News.

PUBLISHED MONTHLY IN THE INTERESTS
OF STAMP DEALERS.

Subscription, 30 cents per year.

ADVERTISING RATES:

One inch, 50c. One page, \$5.00
CASH IN ADVANCE.
Special rates and discounts on application.
Address

WAMSUTTA STAMP NEWS,
North Attleboro, - Mass.

We heartily thank our friends, the dealers, for the manner in which the NEWS and its plans have been received. Its success is already assured by the liberal patronage of our advertising columns, the unexpectedly large number of subscriptions and the many encouraging letters which we have received. We shall do our best to merit your patronage.

Mr. W. F. Greany is one of the old standbys, having been in the business quite a number of years. He has had enough experience to know a thing when he sees it, and we consider it one of the best of recommendations in having him among our advertisers.

Just as we go to press several ads. are received which crowd out considerable reading matter, including our

"Trade Gossip." Of course we are pleased to have the ads, but we are sorry we could not make room for more reading matter. Next month we will try to have room for every thing.

By special arrangement with the manufacturers we make a special offer to subscribers for a short time only. We will give *fifty first class 6 gov. white envelopes* to every one subscribing before April 1st.

Stamp dealers like to advertise where they know they will get the moneys worth and it is for this reason that so many of the large dealers publish a paper of their own and thus do their own advertising. The NEWS is not published to advertise any one person's business, but for the benefit of all dealers, and it is this that prompts us to invite dealers to become members of the publishing company. On the inside of back cover you will find a column headed "A Good Investment," which we invite you to read and consider.

Two dealers have taken notice of our methods of finding out whether an ad. in the NEWS will pay or not. A. M. Barden & Co., offer stamp free to all who reply and enclose enough for postage. The other part of a year's subscription for

WAMSUTTA STAMP NEWS.

reply. We expect that he will be sick of his bargain long before the limit of time has expired, as a chance to get the NEWS for 5 cents a year is not to be winked at.

COMPARISONS. — One thousand circulars cost, say \$2.50 for printing, \$2.50 for envelopes, \$10.00 for postage, which counting your time worth nothing, makes a total of \$15.00. Spend the same \$15.00 in advertising in the NEWS and you get a page ad. six months which will equal the work done by more than fifteen thousand circulars.

ANOTHER.—For \$5.00 you can get a two line ad. once in the *Youths' Companion*, which goes to a great many people, but few of which are interested in your ad. If you take advantage of our special offer, for \$5.00 you get an entire page for three months in the NEWS, every copy of the large circulation going to some one who is interested, besides \$5.00 worth of books.

I believe a paper, in order to become a success, should advertise just continuously as the merchants it presents in its columns.—*Frank Perry, Ed. Shortville (N. Y.) Enterprise.*

This is our opinion exactly. We believe in doing what we encourage others to do. We also believe that our columns furnish the very best

possible medium for pushing the NEWS. We think we have a good thing and that we may be pardoned for "blowing our own horn."

Stamp dealers will find many good points which will help them to do their advertising intelligently, in future numbers of the NEWS, under the title, "Your Horn, How to Blow It."

He bought a brand new pair of shoes,
He thought he'd got some spats;
He then discovered that he lacked
The latest thing in hats

He bought one. Then his trousers bagged;
He ordered two new pair,
And then, strange fact! he noticed that
His coat was quite threadbare.

He bought another. Then he saw
Some waistcoats. Just the thing!
He had to get some ties to match;
He bought a diamond ring.

He joined three clubs. He bought a horse,
Then changed it for a team;
He bought a sailing yacht at first.
And then moved up to steam

He bought these things, and many more,
This man so great and wise;
For during his career he had
The sense to advertise.

—*Canadian Press.*

This is Special.

20 var. stamps India, Turkey, Egypt, etc., 10 cts.; 20 var. Finland, Japan, Levant, etc., 10 cts.; postage 1 ct. Our monthly list of special bargains sent 1 year for 10 cts. for postage. Lists and huge samples free. (4)
ENTERPRISE STAMP CO.,
115 East 25th St., New York.

H. B. Wilber & Co.,

WHITE GRAVEL, McKEAN Co., PENN.

can supply dealers with every needed article from the stamps and albums to the highest quality. We have stocks of stamps from \$1.50 to \$50. Lists will be sent on request.

ONE OF OUR \$5 OUTFITS,

- 400 stamps to sell at 1 cent
- 225 " " " " 2 "
- 150 " " " " 3 "
- 50 " " " " 5 "
- 100 blank approval sheets
- 10000 gummed hinges
- 1 inch advt in any good paper.

BLANK APPROVAL SHEETS

25 postpaid	10c.	500 postpaid	\$1.00
100 "	25c.	1000 "	1.75

Send stamp for sample. We can supply dealers with all the needed stamps such as envelopes, note, letter and bill heads and circulars printed. Write to us placing an order.

Dealers wishing to sell out will do well to correspond with us. We will also accept collections for cash or exchange as preferred.

I Want for Cash or Exchange

UNITED STATES STAMPS, USED; IN GOOD CONDITION.

1857, 1c	500	" 15c	100	1888, 30c	200	1861, 24c	100	1875, 5c	200	1890, 15c	100
" 12c	100	1872 7c	200	" 90c	100	1863, 2c	200	1882, 6c red	100	" 30c	100
1861, 1c	500	" 12c	200	" 4c car.	500	1869, 1c	200	1883, 4c green	500	" 50c	100
" 5c	200	" 15c	500	1890, 3c p.	2000	" 2c	250	1887, 3c var.	500	1888, 5c	100
" 10c	200	" 30c	200	" 4c	2000	" 5c	200				
" 12c	100	" 90c	100	" 6c	2000						

A Few of the Sets I have For Sale.

NO. IN SET.	PRICE.	NO. IN SET.
7 U. S., 1887-8 1, 2, 3, 4, 5, 30, 90c	\$.55	9 French Colonies, 1870-80
10 " 1890, 1, 2, 3, 4, 5, 6, 10, 15, 30, 90c	.30	21 Heligoland,
10 Baden,	.20	11 Germany,
7 Bavaria 1870-3	.08	14 " Thurn and Taxis
7 Bosnia	.20	11 Great Britain, Jubilee issue, incl. 9d and 1d
15 Brazil	.20	20 India,
9 Bulgaria	.18	3 Jamaica, 1890, official
5 Canada, 1850, 1, 5, 10, 12 1-2, 17	.55	15 Japan,
7 " 1868, 1-2, 1, 2, 3, 6, 12 1-2, 15	.50	25 Mexico,
3 " Registered Stamps 2c, 5c, 8c,	.05	4 Phillipine Islands, babyhead,
3 " " " 2c 3 shades	.05	6 Porto Rico, 1882
3 " " " 5c 3 shades	.05	6 " " 1890, babyhead
10 Ceylon	.20	12 Russia,
12 Chili, 1867 81,	.20	50 Spain,
6 Cuba, 1888	.10	10 Sweden, official
6 " 1890, babyhead	.10	10 " unpaid
13 Denmark, 1874-85	.15	9 Switzerland,
4 " Officials	.08	Postage extra on orders under \$1.00.

Agents Wanted at 33 1-3 per cent. Commission.

T. S. CLARK, C. P. A., 193, Box 1039, Belleville, Ont., Canada.
A. P. A., 983.

WHAT ONE DOLLAR CAN DO.

On receipt of one dollar, I will send you 300 varieties of stamps, including old issues of the United States, and such stamps as WAR, CASPERY, INTERIOR, POST-OFFICE, and rare AGRICULTURAL DEPARTMENTS.

Or, send one dollar as a deposit, and state you desire an agency, and your sales have reached \$3.00 keep \$2.00, and remit me \$1.00.

Don't do it to-morrow, do it to-day, this hour, this minute.

All unsatisfactory goods can be returned at my expense, and money be refunded. (5

W. F. Grany,

827 BRANNAN ST.,

San Francisco,

Cal.

C. F. ALLCOTT & CO.,
Printers and Stationers,
 90 WISCONSIN ST.,
 MILWAUKEE, WIS.

Also dealers in Rubber Printing Stamps, Seals and Presses, used and unused. Postage Stamps, Foreign and Domestic, old coins for collectors, latest Novelties, etc. 3000 of these stickers, printed for \$1.25, cash in advance.

Carpenter & Co.

DEALERS IN U. S. AND

Foreign Postage Stamps for Collectors,

867 East 137th St., N. Y., N. Y., U. S. A.

Fine Stamps on Approval at 35 per cent. from catalogue prices.

Agents wanted in every city, town and school, (send reference).

Correspondence desired with collectors and dealers all over the world. Consignments solicited.

PRICE LISTS FOR STAMP.

(Business transacted by mail exclusively, and best of reference given.)

3 CENTS FOR 100 ASSORTED U. S. AND FOREIGN STAMPS.

Address Handford & Co., Lincoln Park, N. J.

McGinty's Baby,	10c	5 Wire Puzzles,	12c
Package of Games,	12c	Lovers' Package,	10c
5 Novels,	15c	Book of Magic,	15c
Fortune Teller,	15c		
Address—			(4

Handford & Co., Lincoln Park, N. J.

Press of W. W. Jewett, Portland, Me.

OUR CHEAP COLUMN

Ads in this column with at display, *cash in advance*, 10 words or less 1c per over 10 words ½c per word.

FREE. No Charge if You Postage. Send ten cents to pay postage and select any two books from our list, will be sent to you free as samples. sutta Stamp News.

To any one sending four cents postage, we will send free, 50 Rare Postage stamps. A. M. Barden & Co., N. Att. Mass.

For Sale. A magic lantern and slides. Cost \$5.00, for \$1.50. Address care Wamsutta Stamp News.

Rare Roman Coins. Dup. from my collection. Price from 10 c to \$2 each, or sent on approval on receipt of deposit of 50 cents. W. F. Barden, Plainville, Mass.

Send Three cents to pay postage a sample lot of first class envelopes, all colors, two sizes. Just the thing for postage stamps. Price No. 1 20c per 100, No. 2 27c per 100. W. F. Barden, Plainville, Mass.

Dime Registering Savings Bank. Cost \$2.00, will sell for \$1.00. A bargain. Address X, care Wamsutta Stamp News.

Magic Lantern and 100 photographs. Cost \$9.00, will sell for \$3.00 cash. Address A, care Wamsutta Stamp News.

By Special Arrangement the Wamsutta Stamp News Pub. Co. order to determine how many persons want this ad., I will send the NEWS one year for *five cents* to all who answer before March 1891. Address, J. M. C. & Co., care Wamsutta Stamp News.

[The above offer is made by a stamp and is a test as to the circulation of the NEWS. The number of replies will be announced next month.—ED.]

Stamp Dealers League A Good Investment.

Conducted by the

WAMSUTTA STAMP NEWS.

Our "New Departure" or the "League" received a most cordial welcome by the stamp dealers of the country. The support which is thus early promised insures its success, and exceeds our fondest anticipations. The fact is, it is just the thing the dealers need, and the dealers appreciate the efforts made by the News in their behalf. The indications at present are that it is desired to do more for the protection of dealers than any scheme yet proposed.

The advantages may be summed up under one head PROTECTION. Here is the

Every patron, advertiser, or subscriber, is entitled to membership. Every member who has been defrauded in any way, or has owing him anything which he cannot collect, sends a statement of the same to the Secretary, who is the editor of the News; the Secretary sends a letter (Form B.) to the party complained of. If a satisfactory answer is not received within ten days, the name of the party is published in the News and the charge given. After this, any other is defrauded by the party, it is his own fault, as he has had notice.

If a member is in doubt as to the honesty of a party, he writes the Secretary, for information, and he will get all that can be obtained.

There is no admission fee or dues; there is no salary or commissioned officers. The official organ costs the League nothing. Absolutely the only expense is the cost of the blanks and postage.

Every member who has trouble in collecting from any one, should at once fill out, and send to the party owing him, in form A, which certifies that the sender is a member of the League, and that if the account is not paid at once, it will be placed in the hands of the League.

If a member is not a dealer in the country who is desired to be out of the League. Why not? The only requirement is that you are a patron of the NEWS.

THE WAMSUTTA STAMP NEWS is published for the benefit of the stamp dealers. The proprietors intend to make it as valuable as possible. It usually requires six months or more to place a paper on a paying basis. That the NEWS has been remarkably successful, is shown by the fact that at the close of the second month, a dividend of *twenty per cent.* was paid, besides leaving a large surplus. This is equal to **120 per cent. interest per year**, six per cent. is considered good. The dealers have given the NEWS a hearty welcome, it is well received, and with good management cannot fail to grow in size and circulation, and just so fast as it grows, just so fast will the profits increase.

The capital is divided into equal shares of one dollar each, and we offer a limited number to dealers at that price, no one being allowed over five shares. On March 1st the price will be advanced.

Advantages of belonging to the Publishing Company.

1st. The profits are large, and are bound to increase.

2nd. Members are privileged to use as much space as they wish for advertising, *at cost*. Thus getting the best medium at one-quarter of the usual price.

3d. Every member receives the paper as long as he remains in the company.

4th. Every member is entitled to all the benefits of the *Stamp Dealers' League*.

Those desiring to join the company, should remit by postal note or money order, as soon as possible as the shares are being rapidly taken, and the number is limited.

Make remittances payable to

Wamsutta Stamp News Pub. Co.,

NORTH ATTLEBORO, MASS.

EVERYBODY Can Go Into the Stamp Business NOW!

And every dealer that buys of us the *Next Month* can make from 50 to 75 per cent. profit.

Look at Some of our Offers Good until March first.

COLLECTORS.

No. 1.
100 foreign stamps cat.
1000 stamp hinges
3 blank approval sheets
Total value

Price 20c.
1c each
value 10c.
3c.
\$1.13

No. 2.
50 foreign stamps cat.
25 foreign stamps cat.
2000 stamp hinges
5 blank approval sheets
Total value

Price 25c.
1c each
2c each
20c.
5c.
\$1.25

No. 3.
1 set of Roman States unused stamps cat.
1 set of Japan stamps cat.
1 set of Egypt stamps cat.
Total value

Price 30c.
.37
.18
.17
.72

No. 4.
Set Roman States 14 varieties
Set Japan stamps 7 varieties
Set Egypt stamps 7 varieties
Set Samoa unused 4 varieties
50 stamps cat, 1c each
2000 stamp hinges
Total value

Price 50c.
.37
.18
.17
.18
.50
20
\$1.60

DEALERS.

No. 1.
200 stamps cat. 1c each
50 stamps cat. 2c each
25 stamps cat. 3 to 5c each
3000 stamp hinges
Total value

Price
\$2
1
1
\$4

No. 2.
300 stamps cat. 1c each
75 stamps cat. 2c each
25 stamps cat. 3 to 5c each
12 approval sheets
6000 stamp hinges
Total value

Price
\$3
1
2
\$6

No. 3.
500 stamps cat. 1c each
100 stamps cat. 2c each
50 stamps cat. 3 to 5c each
15 original envelopes and stamps
15 blank approval sheets
10,000 stamp hinges
Total value

Price
\$5
2
2
\$10

Money will be refunded for any part that is not satisfactory on return of same. If you have a certain amount you wish to invest and do not want any of the offers, tell us what you want and how much to invest, and we will give you a special bargain.

Adelbert M. Barden & Co., No. Attleboro', Mass.