

The Stamp Advertiser.

AUGUST, 1896.

ELMIRA, N. Y.

NO. 2.

Published Monthly. Subscription, 12c. per year. Advertising rates on application. W. A. TURNBULL, Pub'r, P. O. Box 29, Elmira, N. Y.

The Stamp Collectors' Directory.

Names under this heading, 10 cents each insertion.

Philatelic publishers and stamp dealers are requested to send sample copies, price-lists, and im catalogues etc. to the following names. This directory contains the names of active, buying collectors only, and no wise dealer or publisher will neglect this matter.

- A. E. Barron, Tarrytown, N. Y.
- J. A. Chappe, 1614 N. St., Sacramento, Cal.
- W. C. Lotz, 321 Tasker St., Philadelphia, Pa.
- Chas. W. Nestel, 243 W. Creighton Ave., Fort Wayne, Ind.
- James J. Flanigan, 317 Douglass St., Syracuse, N. Y.
- L. S. Ovlit, Waukesha, Wis.
- Frank T. Hall, 94 S. Main St., New Britain, Conn.
- Wesley S. Kaldon, P. O. Box 100, New Orleans, La.
- Otto Reusch, 815 Cedar Place, N. Y. City.
- Arthur Turnbull, 614 Park Place, Elmira, N. Y.

MAKE MONEY

collecting the names and addresses of stamp collectors. We pay five cents each for them.

Send four cents in stamps for full particulars.

W. A. TURNBULL,

P. O. Box 29, Elmira, N. Y.

Press of A. C. Richards, Greenough, O.

Publisher's Notice.

For various reasons it has been thought best to change the name of this paper. Hence the appearance of the STAMP ADVERTISER instead of the STAMP COLLECTORS' DIRECTORY.



For a Silver Dime

we will insert your name and address in the Stamp Exchanger's Directory, which we send to stamp dealers and publishers all over the U. S. and Canada, who will send you a large number of philatelic magazines, price-lists, catalogues etc. You will receive a big philatelic mail worth many times the amount of your small investment. Send to-day and get your name in the next issue of the Directory, which will be out soon. You will be well pleased with the results.

Copy of Directory containing your name sent FREE. Address

W. A. Turnbull, Pub'r,

P. O. Box 29, ELMIRA, N. Y.

Special Offer! . . .

I will give a year's subscription to the Boston Philatelist and a copy of our 25pp Buying List, both for only 20c., (value 35c.) SEND NOW! Sample of B. P. Free.

E. B. HORN, Jr.,

11 Greenwich Park, Boston, Mass.

CONFEDERATE STATES OF AMERICA.

1861	2 only	Envelopes	- - - -	1 x	5c Green	45
1862	6 "	Envelopes each cover has	2 x	5c Blue stamps	25	
1863	16 "	Envelopes each cover has	1 x	10c	- - - -	15

NEW-BRUNSWICK.

1860	1c	Red Lilac	unused	- - - -	10
"	5c	Green	—	- - - -	5
"	5c	—	used	- - - -	9
"	10c	Vermilion	unused	- - - -	28
"	12½c	Blue	—	- - - -	68
"	17c	Black	—	- - - -	25

NOVA SCOTIA.


1851-53	3d	Dark Blue	used	. . . . .	1.65
1860-4	1c	Black	—	. . . . .	55
"	2c	Mauve	. . . . .	. . . . .	72
"	5c	Blue	. . . . .	. . . . .	23
"	5c	— on original cover	. . . . .	. . . . .	30

NEWFOUNDLAND.

1880	3c	Blue	- - - - -	- - - - -	4
1887	½c	Red per 10 @ 40c	unused or used	- - - - -	5

Send want lists. I buy stamps; send memo of what you have. Advertise in my great Directory.

C. B. L. BEARD,

 P. O. Box 179.

MONTREAL, - - - - - CANADA.

The Boston Philatelist.

Bright, Newsy, Interesting.

Subscription, 20c. per annum. Ads. 40c. per inch. Circulation 1000. Sample free.

E. B. HORN, Jr., Publisher,

12 Broadway Pk. Boston, Mass.

4th. Year. Sample 1d. or Double Foreign Post Card.

ADVERTISER OF WANTS & OFFERS.

Did you ever try an adv. in this Journal? If not you are missing a chance to reach thousands of Collectors every fortnight. Are you a Dealer? Then you have stamps to sell. Are you a Collector? Then you have stamps to exchange, duplicates to dispose of, or blanks to put up and you MUST see what others are offering for exchange or sale.—and other advantages use *The Advertiser*. So must you. If you have an advt. to insert, the cost is 1d (or 2d for 4 words, *opce*; or 2d for 3 times; or 4d for 2 times, with 12 consecutive issues sent FREE.

Per lb, once 2s 6d; 3 times 5s; 6 times 10s.

The Advertiser is cheap, and must be prepared.

THE ADVERTISER.

Fentham Rd., Handsworth,
Birmingham, England.

Eastern Agent, L. Brodstone, Superior,
Neb'r.

Sample for stamp.

The Dixie Philatelist.

will be sent on trial six months for ten cents.

Free Exchange Column.

Are you a member of the Southern Philatelic Association?

Then, send for application blank at once.

Dues, 30c. Initiation fee 10c. The blank free to all members.

Address

J. M. CHAPPELL, Jr.,

Box F, Macon, Miss.

"GREAT,"

is no name for it. So "Silver" people say. Are you on the list of parties who have seen free number in Vol. 2 in its new form?

THE PHILATELIC WEST,
Lock Box 116, Superior, Neb'r.

Better try a trial subscription, 6 mos. 10c. Ads. at 50c. per inch pay well.

Dealers.

We will sell a limited amount of advertising space in the *STAMP ADVERTISER* for less than half price. It will pay you to send a stamp for particulars and terms.

W. A. TURNBULL, Publisher,
P. O. Box 29. Elmira, N. Y.

"Philatelic Facts"

is not the *only* paper in the world, but it is the *only* one in *Southern California*. Only 25c. per year. Issued monthly.

"Philatelic Facts," Riverside, Cal.



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Let us give you a pointer on where to get your printing done. We do good work at the very lowest possible prices. Send for estimate on anything you want.

The Editor of this paper knows us;—write to him regarding our reliability.

A. C. RICHARDS,
GREENOUGH, OHIO.

TURNBULL'S PHILATELIC MAILING AGENCY,

W. A. TURNBULL, MANAGER,

P. O. Box 29, Elmira, N. Y.

Circulars, price-lists, auction catalogues &c. mailed to stamp collectors in all parts of the United States and Canada.

Circulars mailed to our own lists of active, buying collectors or to names which the dealer may furnish.

Our lists of names are fresh and up-to-date, as we are constantly securing the names of active, buying collectors.

RATES.

We mail circulars not larger than 6x9 inches for 10 cents per 100; \$1.00 per 1000. Prices on other sizes of circulars, and on price-lists, auction catalogues etc. furnished upon receipt of sample.

We also mail wholesale price-lists and publisher's rate cards to dealers. Prices on application.

Correspondence Solicited.

Turnbull's Philatelic Mailing Agency,

W. A. Turnbull, Manager,

P. O. BOX 29.

ELMIRA, N. Y.

The Stamp Advertiser.

Sept., 1896.

Elmira, N. Y.

No. 3.

Published Monthly. Subscription, 12c. per year. Advertising Rates on application. W. A. TURNBULL, Pub'r., P. O. Box 29, ELMIRA, N. Y.

The Stamp Collectors' Directory.

Names under this heading, 10 cents each insertion.

Philatelic publishers and stamp dealers are requested to send sample copies, price-lists, auction catalogues etc. to the following names. This directory contains the names of active, buying collectors only, and no wise dealer or publisher will neglect this matter.

Fairbanks Stamp Co., 330 S Morley St., Montreal, Mo.

G Schirmer, 117 E 35th St., New York City.

W A Young, box 85, South Franklin, Mass.

R Bruce Oliver, box 406, Lockport, N. Y.

D A Bowman, 4412 Delmar Ave., St Louis, Mo.

Adrian E Green, care of Shepherds' Fold, Elmford, Westchester Co., N Y.

C F Goodrich, Westfield, Chautauqua Co., N Y

Chas G Thompson, 74 Pine St., Waltham, Mass.

John Gustavson, Box 6, Rockford, Ill.

Wm Thill, 1229 Eighth St. N W., Washington, D. C.

Harry Lauderdale, 75 Royalton Ave., Minneapolis, Minn.

Frank E Barry, 1233 Talman Ave., Chicago, Ill

James W Hart, box 28, South Wabash, Ind.

Brown W Ush, " " " "

Eureka Stamp Co., box 739, East Providence, R. I.

H. Morrison, 1 box 73, Nyack, N. Y.

Leola Hunt, 636 Main St., Woburn, Mass.

George G Goodsmith, 36 S 6th St., Zanesville, O.

Ernest Barden, St Marys' Hospital, Saginaw, E. S. Mich

William B Morris, 6735 Penn. Ave., E. E. Pittsburgh, Pa.

Isidore Carrigan, 50 Hutchinson St., Montreal, Can.

F R Goodwin, b 36, Springhill, N.S., Can.

Geo J Koch, b 497, Peoria, Ill.

J H Kennedy, 7056 Germantown Ave., Germantown, Philadelphia, Pa.

J H E Brooks, b 112, Grenola, Elk Co., Kan.

O E Jacobson, b 132, Greeley, Colo.

A E Barron, Tarrytown, N. Y.

J A Chappe, 1614 N St., Sacramento, Cal.

W C Lotz, 321 Tasker st., Philadelphia, Pa.

Chas W Nestel, 243 W Creighton Ave., Fort Wayne, Ind.

James J Flanigan, 317 Douglas St., Syracuse, N. Y.

L S Ovitt, Waukesha, Wis.

Ewald Vick, 1337 S 9th st., St Louis, Mo.

Daniel W Weis, 6 Murray Ave., Roxbury, Mass.

Wm Brown, 59 E 43d. st., Chicago, Ill.

Wallace M Flagg, Fitzwilliam, N. H.

(CONTINUED ON PAGE 2).

For a Silver Dime

we will insert your name and address in the **Stamp Collectors' Directory**, which we send to stamp dealers and publishers all over the world, who will send you a large number of philatelic magazines, price-lists, catalogues etc. You will receive a big philatelic mail. We also send you **ABSOLUTELY FREE** six fine varieties of unused stamps and the **STAMP ADVERTISER** for three months.

W. A. TURNBULL,

P. O Box 29,

Elmira, N. Y.

(Continued from page 1).

- Frank T Hall, 94 S Main st., New Britain Conn.
 Wesley S Kaidon, P.O. box 100, New Orleans, La.
 Otto Kensch, 815 Cedar Place, New York City.
 Arthur Turnbull, 614 Park Place, Elmira, N. Y.
 Alex Silverman, 1229 5th Ave., Pittsburg, Pa.
 Geo E Kohn, b 437, Hartford, Conn.
 Herbert F Butler, Newton Highlands, Mass.
 C E Holmes, 2 Central St., Somerville, Mass.
 George A Smith, 499 Willoughby Ave., Brooklyn, N. Y.
 Chas C Keeler, Jr., 5110 Madison Ave., Station N, Chicago, Ill.

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The Only Stamp Paper Published
in America

Devoted to Advertisements!

Circulation, 15,000 throughout America,
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although *not* the *only* paper in the U. S., it is the *only* one in *Western Pennsylvania*. Sub. 25c. per year. Issued monthly. *Free exchange column.*

Send stamp for *sample copy.*

Philatelic Publishing Co.,

H. L. Kiefer, Bus. Mgr.,

Box 75.

Allegheny, Pa.

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You can save

**TIME, MONEY
& LABOR,**

by having your circulars, price lists, auction catalogues, sample copies, rate cards etc., mailed by

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PHILATELIC MAILING AGENT,

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PHILATELIC PUBLISHING CO.,

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Box 75, Allegheny, Pa.

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In Winter, Spring and Fall,
But wiser yet are they, you bet,
Who never let up at all."

If interested send for advertising rates
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The Leading Philatelic Magazine of the South.
25c. a year.

The Home Worker.

Sample copies
free. Send postal to Box
26 Knoxville, Tenn., U. S. A.

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will be sent on trial
six months for 10c.

Free Exchange Column!

Are you a member of the Southern Philatelic Association?

If not, send for application blank at once.

Dues, 30c. Initiation fee 10c. The "Dixie" free to all member.

Address

J. M. CHAPPELL, Jr.,
Box F, Macon, Miss.

4th. Year. Sample 1d. or Double Foreign Post Card.

ADVERTISER OF WANTS & OFFERS.

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Advertising is cheap, and must be prepaid.

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Fentham Rd., Handsworth,
Birmingham, England.

American Agent, L. Brodstone, Superior, Neb'r.

Sample for stamp.

"GREAT,"

is no name for it. So "SILVER" people say. Are you on the list of parties who have seen free number in Vol. 2 in its new form?

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Better try a trial subscription, 6 mos. 10c. Ads. at 50c. per inch pay well.

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"	17c	Black	—	-	-	-	25

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1851-53	3d	Dark Blue	used	-	-	-	1.65
1860-4	1c	Black	—	-	-	-	55
"	2c	Mauve	—	-	-	-	72
"	5c	Blue	—	-	-	-	23
"	5c	—	on original cover	-	-	-	30

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1880	3c	Blue	-	-	-	-	4
1887	¼c	Red per 10 @ 40c	unused or used	-	-	-	5

Send want lists. I buy stamps; send memo of what you have. Advertise in my great Directory.

C * B * L * BEARD, *

P. O. Box 179,

MONTREAL, CANADA.

Press of A. C. Richards, Greenough, O.

The Stamp Advertiser.

Oct., 1896.

Elmira, N. Y.

No. 4.

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Eliseo del Valle, Brownsville, Cameron Co., Texas.

D Sanelnet, 25 Dauphine St., New Orleans, La.

James Donnelly, 3244 Carlisle St., Philadelphia, Pa.

F W Bradley, 1718 Corcoran St., Washington, D. C.

Key stone Stamp Co., box 216, Kittanning, Pa.

Harry Konwiser, 36 Barbara St., Newark, N. J.

P B Heller, box 530, Napoleon, O.

G Schürmer, Jr., 117 E. 35th St., N. Y. City.

W O Smith, Red Lion, Pa.

Henry Dahl, care of Shepherd's Fold, Mt. Minturn, Elmsford, Westchester Co., N. Y.

Rose Irons, L. Box 30, Stuart, Guthrie Co., Ia.

Geo. J Koch, L. Box 197, Peoria, Ill.

For a Silver Dime

we will insert your name and address in the **Stamp Collectors' Directory**, which we send to stamp dealers and publishers all over the world, who will send you a large number of philatelic magazines, price-lists, catalogues etc. You will receive a big philatelic mail. We also send you **ABSOLUTELY FREE** six fine varieties of unused stamps and the **STAMP ADVERTISER** for three months.

W. A. TURNBULL,
P. O. Box 29, Elmira, N. Y.

SEND 15 CTS.

For one year's subscription to the . . .

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STAMP ADVERTISER,

The Only Stamp Paper Published
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Devoted to Advertisements!

Circulation, 15,000 throughout America,
Asia, Africa, Europe & Oceania.

TOMBS & VALLEE, Publishers,
St. Hyacinthe, P. Q., Canada.

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is no name for it. So "SILVER" people say. Are you on the list of parties who have seen free number in Vol. 2. in its new form?

THE PHILATELIC WEST,
Lock Box 116, Superior, Neb'r.

Better try a trial subscription, 6 mos.
10c. Ads. at 50c. per inch pay well.

Porto Rico 1896. 4 varieties, unused, 6 cents, postpaid. W. A. TURNBULL,
P. O. Box 29, Elmira, N. Y.

4th. Year. *Sample 1d. or Double Foreign Post Card.*

ADVERTISER OF WANTS & OFFERS.

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Per in. once 2s 6d; 3 times 5s; 6 times 10s.

Advertising is cheap, and must be prepaid.

THE ADVERTISER.

Fentham Rd., Handsworth.

Birmingham, England.

American Agent, L. Broadstone, Superior, Nebr.

Sample for stamp.

The Dixie . . . PHILATELIST.

will be sent on trial six mos.
for 10 cents.

Free Exchange Column!

Are you a member of the Southern Philatelic Association?

If not, send for application blank at once.

Dues, 30c. Initiation fee 10c.

The "Dixie" free to all members.

Address

J. M. CHAPPELL, JR.,

BOX F., MACON, MISS.

Special Offer! . . .

I will give a year's subscription to the **BOSTON PHILATELIST** and a copy of our 25 pp Buying List, both for only 20c., (value 35c.) **SEND NOW!** Sample of B. P. free.

E. B. HORN, JR.,
11 Greenwich Park. Boston, Mass.

The Home Worker, Knoxville, Tenn.

If you have not received a sample copy send your name on a postal to the pub. at once.

Read the following SPECIAL NOTICE:

To everyone sending us twenty cents, and mentioning the name of this paper, before the end of September, we will send twenty numbers of the *Home Worker*, the best philatelic paper published in the Southern states.

If you don't think it is worth the money **DON'T WRITE.**

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and send postpaid

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500 " " 60 " " 10c.

100 No. 6 Manilla Envelopes for 20c.

100 Packet Size Note Heads for 20c.

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will be a 4 or 8 page, semi-monthly paper. Price only 25c. per year. The Western Stamp and the Phil. Californian both one year for only 35c.

THE WESTERN STAMP,

Riverside, Calif.

DO U WANT

your circulars mailed to good, active, buyers agents: 100 circulars, 6x9, mailed to each for only 10c. 100 papers, 6x9, 4 pages, for 6c. We pay 5c. each for the names and addresses of stamp collectors. Send 10c. in stamps for particulars etc. Your name inserted in our Agents' Directory and the *Allegheny Philatelist* for 3 months for 10c. Ads., 3c. an inch.

W. L. KIEFER, Allegheny, PA.

For fifteen cents we will insert a one inch adv. in the Stamp Advertiser and send 100 copies of the issue containing ad. to be mailed with your correspondence. W. A. Turnbull, P. O. Box 29, Elmira, N. Y.

P. O. Box 29, ELMIRA, N. Y.

Mr. Advertiser,

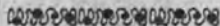
Dear Sir: Enclosed find a copy of the STAMP ADVERTISER. This sheet, though small and unpretentious at present, will be enlarged as occasion demands. It is a *first-class* philatelic advertising medium, and as such we desire to call your attention to it. The present circulation is TWO THOUSAND COPIES OF EACH ISSUE. Advertising Rate: 25 cents per inch, regardless of time or space. Considering circulation we think this rate very low. Terms, cash with copy. Please send us a trial advertisement; we are confident you will not regret it.

Hoping to receive your patronage, we remain,

Yours Respectfully,

THE STAMP ADVERTISER.

W. A. Turnbull, Publisher.

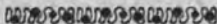


TO DEALERS AND PUBLISHERS.

Our *Specialty* is mailing circulars, price-lists, auction catalogues, rate cards, sample copies etc., to active, buying collectors all over the U. S. and Canada.

We mail circulars, not larger than 6x9 inches, for ten cents per hundred; one dollar per thousand. Will quote prices for mailing larger circulars, price-lists, auction catalogues etc. upon receipt of sample.

Dealers and Publishers are requested to write us before mailing.

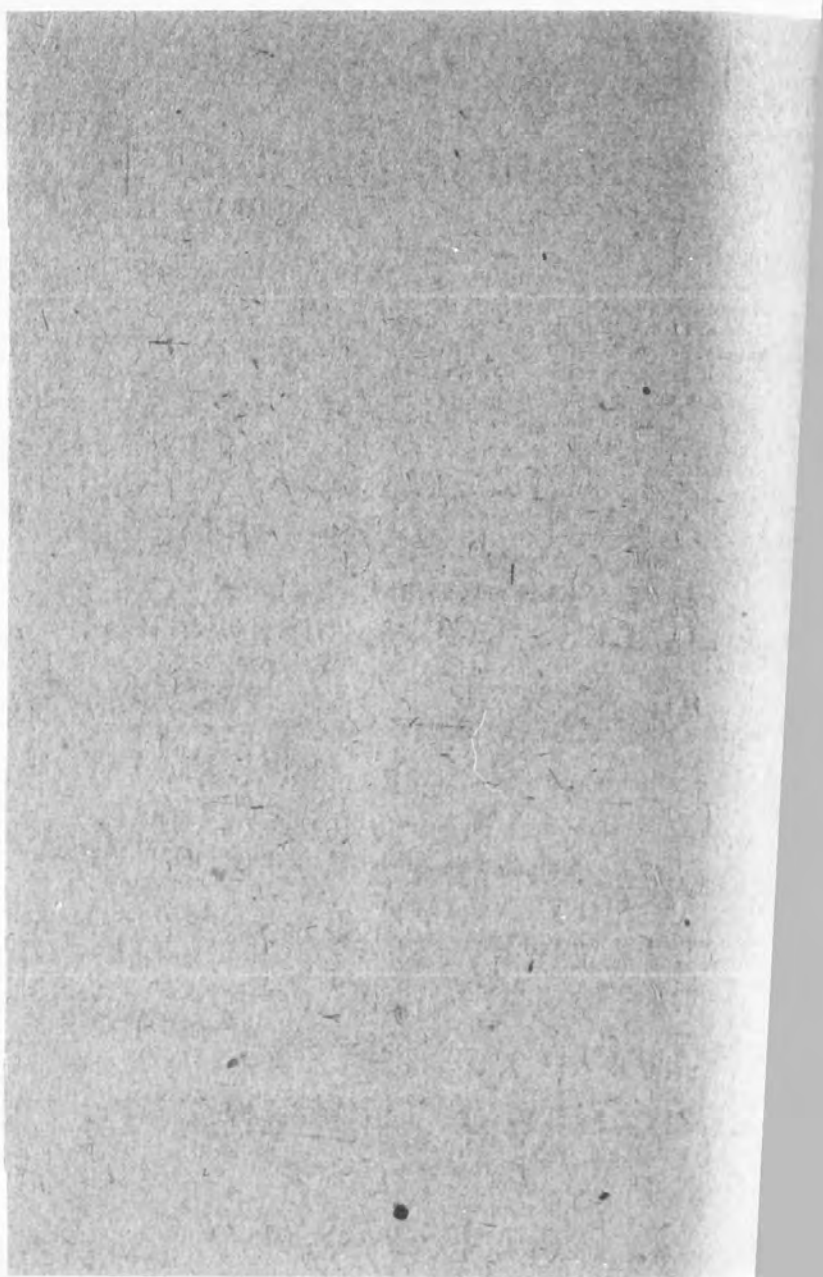


SPECIAL OFFER.

For one dollar we will print 1000 circulars, size 4½x6 inches, (same size as this circular). We will mail 500 to active, buying collectors and send you the remaining 500 postpaid.

W. A. Turnbull, Philatelic Mailing Agent,
P. O. Box 29, Elmira, N. Y.





HOW IS THIS?

Send for one of my 10c. packets, 100 different. A 3c. stamp free with each. Approval sheets at 33 $\frac{1}{2}$ to 50 per ct. com. and immediately; it will pay you.

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P. O. Box 739, East Providence, R. I.

The Favorite Album

FOR

United States Stamps

POST FREE, ONLY 30 CENTS.



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Address all orders to

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P. O. Box 29,

ELMIRA, - - - N. Y.

Special Bargain Set!

10 varieties Cuba, 1877-81, unused.

This set is catalogued at 50 cents, but for this month we will send it post free for ONLY 10 CENTS.

Our stock of this set is limited, so if you wish to take advantage of this Special Bargain Offer sent at once.

W. A. TURNBULL,

P. O. Box 29,

ELMIRA, N. Y.

Write Us for estimate on any Job. Printing you may need. The best of work and the lowest of prices. A. C. RICHARDS, Greenough O.

It Pays

to advertise in

The Stamp Advertiser . .

Circulation: 2000 copies per month.

Advertising Rates: 25c. per inch, regardless of time or space.

W. A. TURNBULL, Pub'r,

P. O. Box 29, Elmira, N. Y.

Mr. Advertiser:

For \$1. we will print one thousand circulars, size 4 $\frac{1}{2}$ x6 inches. We will mail 500 of them to active, buying stamp collectors through our Philatelic Mailing Agency, and send you the remaining 500 by mail post paid. This is

An Advertising Scheme That Pays!

W. A. Turnbull, P. O. Box 29, Elmira, N. Y.



Our FAMOUS Packet of 200 fine varieties of foreign stamps. No revenues, locals, telegraphs or cards.

Price Only 50 Cents, Postpaid. Satisfaction guaranteed or money refunded.



Special Offer for This Month.

We will insert the name and address of every person buying the above packet, in the *Stamp Collectors' Directory* FREE OF CHARGE.

W. A. TURNBULL,

P. O. Box 29.

ELMIRA, N. Y.

OF COURSE . . .

you use stamp hinges. Why not use the best?

Perfect Stamp Hinges,

10c. per 1000; 3000 for 25c.

W. A. TURNBULL,

P. O. Box 29, Elmira, N. Y.

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2. **Manual of Etiquette** for Ladies and Gentlemen, a guide to politeness and good breeding.
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W. A. Turnbull,

Philatelic Mailing Agent

P. O. Box 29, Elmira, N. Y.

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On trial 6 months for 10 cents. Sample copy gratis.

PHILATELIC PUBLISHING Co.
H. L. Kiefer, Bus. Mgr.
Box 75, Allegheny, Pa.

The Stamp Advertiser.

Vol. II.

Elmira, N. Y., January, 1897.

No. 5.

Published Monthly. Subscription, 12c. per year. Advertising Rates on application. W. A. TURNBULL, Pub'r., P. O. Box 29, ELMIRA, N. Y.

The Stamp Collector's Directory.

Names under this heading, 10 cents each insertion.

Philatelic publishers and stamp dealers are requested to send sample copies, price-lists, auction catalogues etc. to the following names. This directory contains the names of active, buying collectors only, and no wise dealer or publisher will neglect this matter.

National Stamp Co., Bloomington, Ill.
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H J Geary, 50 Twentieth St., Portland, Oregon.
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R G Hannon, care S. P. Co. Freight Office, Sacramento, Cal.
Percy Newman, 38 Moran St., Detroit,

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Elmar McDonald, box 211, Wallaceburg, Ont., Can.
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 D A Bowman, 4112 Delmar Av., St. Louis, Mo
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 Frank E Barry, 1233 Talman Av., Chicago, Ill.
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If this notice is marked it is to let you know that your name has been received and will be inserted in the next issue of the STAMP COLLECTOR'S DIRECTORY, which will be out Feb. 1st. 1897.



On how to deal in stamps; prices we pay for stamps; Queer facts about stamps; Where dealers get their stamps; Stamp dictionary; Tricks; Experiments in electricity; in Chemistry; War; Puzzles; 4 of Stories; Coins we buy; Toy-Making. Send 35c. for youth's paper for 1 year, and select any TEN books. Paper contains best stories, science and invention news, tells all about stamps, etc.

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Write Box 116, Superior, Neb., U. S. A.

Full particulars of above sent free of postage.

STAMP : ADVERTISER

Vol. 11.

ELMIRA, N. Y., FEBRUARY, 1897.

No. 6.

THE STAMP ADVERTISER

— PUBLISHED MONTHLY —

Subscription: 12 cents per year.

Advertising Rate: 25 cents per inch, regardless of size of space.

Chemung Stamp Co.,

614 Park Place, — Elmira, N. Y.

JOTTINGS

We have purchased THE STAMP ADVERTISER of Mr. W. A. Turnbull, and in the future it will be devoted to the interests of the CHEMUNG STAMP CO. Although devoted mainly to advertisements, THE STAMP ADVERTISER will contain a page or more of reading matter each month, which we shall endeavor to make as interesting as possible.

If the Loud bill, which makes several radical changes in the law governing second-class postage rates, is passed, quite a number of our philatelic magazines will be forced to suspend publication. Philatelic magazines with short subscription and long sample copy lists, that depend upon their advertising patronage will cease to exist, and collectors will have to subscribe for the remaining journals or go without philatelic news. Of course this bill, if passed, will not affect to any great degree our long established, legitimate philatelic journals, but those of the sample copy and house organ class will have to go. This bill will not affect THE STAMP ADVERTISER, as it is published as an advertising sheet and sent through the mails at circular rates.

Collectors should be very careful in the choice of hinge. A good hinge should be made of thin, tough paper with pure gum which will not discolor the stamp. It should also "stick when you want it to, and peel when you want it to." We recommend the "PERFECT"

hinge, not merely because we sell it, but because in it are combined all the essential qualities mentioned above.

Philatelic magazines publish from time to time, articles advising collectors what and how to collect. In our opinion, the best advice that can be given to a collector is, "collect what you please in the manner you like. No matter what philatelic critics may say or think, you please yourself and that is the main object in collecting.

OUR LITTLE SAY.

We sell stamps and ALL kinds of philatelic supplies. Read our ads. in this paper and then, "if you don't see what you want, ask for it. When ever you want anything in the philatelic line we will be pleased to hear from you. If we have not the article you wish in stock, we will get it for you. We hope to receive a share of your valued patronage. CHEMUNG STAMP CO., 614 Park Place, Elmira, N. Y.

TO DEALERS.

This paper is primarily an advertising sheet. Of course it is for our advantage to place every copy of this paper where it will bring the best results. Would it not pay you to have your advertisement in THE STAMP ADVERTISER though it is a house organ?

NOTELETS.

The Canadian Weekly Stamp News has suspended publication.


The All Around Stamp Advertiser is very much alive notwithstanding reports to the contrary.

The Philatelic Messenger for January at hand, and contains some very interesting reading.

The Philatelic Advocate issued a first rate New Years Number.

The grill was a rectangle of square indentations into the paper, impressed at the back, and designed to break the fibre of the paper, causing it to readily absorb the cancelling ink and retain it so as to prevent washing and subsequent re-use.—Gordon C. Corbaley in the Evergreen State Philatelist.

The Stamp Collector's Directory

 Names under this heading 10 cents each insertion.

Philatelic publishers and stamp dealers are requested to send sample copies, price-list, auction catalogues etc., to the following names. This directory contains names of active, buying collectors only, and no wise dealer or publisher will neglect this matter.

Gilbert J. Gormad, 60 Yates St., Boston, Mass.

H. C. Burris, Box 88, Chattanooga, Tenn.

Jack Ward, Box 269, Los Gatos, Calif.

Charlie Cornell, Box 269, Los Gatos, Calif.

H. Hallam Hunter, Woodstock, Ont., Canada.

W. W. Petch, 93 Shaw St., Toronto, Canada.

J. E. Meili, 157 W. 6th St., St. Paul, Minn.

Asa B. Cutler, 842 N. Main St. Rockford, Ill.

W. P. Kelly, 3324 Peery Ave., Kansas City Mo.

C. W. Eman, 203 Pearl St., Buffalo, N. Y.

R. E. Lane, Hill, N. H.

John Cavanaugh, 462 Hicks St. Toledo, Ohio.

P. Jenness, Box 204, Fall River, Mass.

J. F. Summers, Montgomery City, Mo.

Miss Lizzie Stone, 355 Niagara St., Buffalo, New York.

K. Toda, Mitsunoshio, Bingo, Japan.

Norman Matches, 102 E. Ave., N., Hamilton, Ont., Canada.

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F. E. Legori, Markle, Ind.

Wm. B. Faunce, 3539 N. Broad St., Philadelphia, Pa.

If this notice is marked it is to let you know that your name has been received and will be inserted in the next issue of the STAMP COLLECTOR'S DIRECTORY, which will be out March 1, 1897.

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Agents Wanted!

A good chance for a live agent to make good wages. No risk. Work easy. Those wanting work, address with stamp.

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each and over. Let us hear
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— On how to deal in stamps; Prices
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— Tricks; Experiments in electricity.
— In chemistry; War; Puzzles; 10f
— Stories; Coins we buy; Toy making.

Send 35c for youth's paper one year
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No. 2. contains 50 varieties of fine faceted
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We do not give a list of the contents of these
packets, as they are made up from good boxes of
stamps which we secure from time to time, so
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All stamps are clean, desirable specimens which
will grace any collection.

We have a good deal of confidence in these
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these packets do not prove the pleasant sur-
prise you anticipate, return the stamps and we
will refund your money.

CHEMUNG STAMP CO.,

614 PARK PLACE - ELMIRA, N. Y.

We sell everything in the philatelic line

STAMP ADVERTISER

Vol. 11.

ELMIRA, N. Y., MARCH, 1897

No. 7.

THE STAMP ADVERTISER

—PUBLISHED MONTHLY—

DESCRIPTION: 12 cents per year.

ADVERTISING RATE: 25 cents per inch, regardless of time or space. Terms: Cash in Advance.

Chemung Stamp Co.,

614 Park Place, — Elmira, N. Y.

Circulation this issue: 2,000 copies.

BUSINESS BRIEFS.

We have decided to retire from the stamp business, not having the necessary time to give to it. In order to dispose of our entire stock at once, we are making many liberal offers.

Read the advertisements in this number.

Turn to page 4 and read the advertisement.

Although we intend to retire from the stamp business, we do NOT intend to give up THE STAMP ADVERTISER; it will appear in the future, larger and better than ever before.

Big Bargain offer on page 4. Read it.

Scott's 57th edition Standard Catalogue is out. It contains over 700 pages and 6,000 illustrations. Besides listing every stamp ever issued, it contains valuable tables and hints for collectors, fully describing the various kinds of paper, watermarks, etc. A veritable stamp collectors' guide. As long as our present supply lasts we will send a copy by mail post-paid for only 50 cents. Send at once.

Read the ad. on page four.

Our next issue will contain the catalogue of an auction sale of philatelic literature. If you are not on our regular mailing list and would like a copy, drop us a line.

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Facts For Advertisers.

THE STAMP ADVERTISER appears promptly the first of each month.

THE STAMP ADVERTISER has a monthly circulation of from 1,000 to 2,000 copies.

THE STAMP ADVERTISER is the only magazine of its kind in the U. S.

THE STAMP ADVERTISER accepts advertisements at the rate of 25 cents per inch regardless of time or space.

THE STAMP ADVERTISER accepts advertisements only when accompanied by the necessary cash. Your ad. does not compete with those of dead beat dealers.

THE STAMP ADVERTISER pays advertisers. It will pay YOU.

To Mailing Agents.

Mailing agents can secure advertising space in this paper at a nominal rate. Send stamp for full particulars.

To Our Approval Sheet Customers

As we intend to retire from the stamp business we have discontinued sending out approval sheets. We thank you all for the patronage given us in the past. As you know the quality of our approval stamps we think it will pay you to investigate the offer made on the fourth page of this paper.

FOR A SILVER DIME

We will insert your name and address in the STAMP COLLECTORS' DIRECTORY, which we send to stamp dealers and publishers all over the U. S. and Canada, who will send you a large number of philatelic magazines, price lists, catalogues, etc. you will receive a big philatelic Mail. We also send you absolutely free six fine varieties of unused stamps and The Stamp Advertiser for three months.

Chemung Stamp Co., 614 Park Place, Elmira, N. Y.

BOOKS OF STAMPS

sent on approval at 40, 50 and 60 per cent. com. Reference required. Our Books contain no Sechecks or trash. 100 Foreign 2c. THE VAN STAMP Co., ALDEN, Mich. Bx.

THE

The leading Philatelic paper of the South!
Free sample copy.

HOME WORKER,

Subscription, 25c. a year. Advertising rates
50c. an inch.

Knoxville, Tenn.

Address P. O. Box 25, Knoxville, Tennessee.

STAMP Papers to give away if postage is sent
Both American and English papers which I
can save you 10 to 40% on ads. and subs., and
last but not least The Philatelic West in which
ads pay at 50c an inch. Trial subscription 6 mo
10c. Write Box 116, Superior., Neb. U. S. A.
Full particulars of above sent free for postage.

FREE! ❖❖❖ FREE!

FREE!

FREE

Six fine varieties
of unused stamps to
every person
sending for our
Approval Sheets at 50 per
cent commission.

FREE

CHEMUNG STAMP CO.,

614 Park Place, - Elmira, N. Y.

FREE! ❖❖❖ FREE!

BARGAINS

IN USED SETS OF STAMPS.

All sent post free.	No. in set.	Price
Argentine Republic	15	.20
Belgium, Postal Packet	12	.15
Bolivia, '94, 1-50c.	6	.25
Brazil	20	.25
Denmark	25	.25
Dutch Indies	10	.25
Finland, including two 1 mark	15	.25
India	20	.20
Japan, 5r-1yen, complete	19	.20
Luxemburg	15	.20
Mexico	15	.20
Peru	10	.20
Roumania	25	.20
Russia	20	.25
Sweden	35	.25
Sweden Official	14	.25
Sweden Lozen	10	.25
Switzerland, unpaid, '84-90, 3-500c	7	.20

Special Bargain. 100 varieties from Sweden, Nor-
way, Denmark and Finland. Price, \$1.00 postpaid.

CHEMUNG STAMP CO.,

614 Park Place, - Elmira, N. Y.

EXCHANGE!



We will allow good exchange
from our sheets for your du-
plicates catalogued at five cts.
each and over. Let us hear
from you.

CHEMUNG STAMP CO.,

614 Park Place, - Elmira, N. Y.

10 BOOKS

FREE!



- On how to deal in stamps; Prices
- we pay for stamps; Queer facts a-
- bout stamps; Where dealers get
- their stamps; Stamp dictionary;
- Tricks; Experiments in electricity;
- In chemistry; War; Puzzles; 4 of
- Stories; Coins we buy; Toy making.

Send 35c for youth's paper one year,
and select any TEN books. Paper con-
tains best stories, science and invention
news, tells all about stamps, etc.

Stamp Department

105 stamps; Java, Congo, etc., hinges,
album, 5c. Agents at 50 per cent, get
illustrated album etc., FREE.

A. BULLARD & CO.,

97 PEMBROKE ST. - DEPARTMENT A.

Boston, - - Mass.

OUR SURPRISE PACKETS

No 1. contains 25 varieties of fine foreign
stamps. Price 25c. postpaid.

No 2. contains 50 varieties of fine foreign
stamps. Price 50c. postpaid.

No 3. contains 100 varieties of fine foreign
stamps. Price one dollar, postpaid.

We do not give a list of the contents of these
packets, as they are made up from good lots of
stamps which we secure from time to time. no
two packets being exactly alike.

All stamps are clean, desirable specimens which
will grace any collection.

We have a good deal of confidence in these
packets, and so make the following offer; If
these packets do not prove the pleasant sur-
prise you anticipate, return the stamps and we
will refund your money.

CHEMUNG STAMP CO.,

614 PARK PLACE - ELMIRA, N. Y.

We sell everything in the philatelic line.

STAMP ADVERTISER

VOL. 11-

ELMIRA, N. Y., MARCH, 1897

No. 7.

THE STAMP ADVERTISER

—PUBLISHED MONTHLY—

SUBSCRIPTION: 12 cents per year.

ADVERTISING RATE: 25 cents per inch, regardless of time or space. Terms: Cash in Advance.

Chemung Stamp Co.,

614 Park Place, — Elmira, N. Y.

Circulation this issue: 2,000 copies.

BUSINESS BRIEFS.

We have decided to retire from the stamp business, not having the necessary time to give to it. In order to dispose of our entire stock at once, we are making many liberal offers.

Read the advertisements in this number.

Turn to page 4 and read the advertisement.

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Big Bargain offer on page 4. Read it.

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BOOKS OF STAMPS

sent on approval at 40 50 and 60 per cent com. Reference required. Our Books contain no Seebecks or trash. 100 Foreign 3c. THE VAN STAMP CO., ALDEN, MICH. Bx7

The Stamp Collector's Directory

Names under this heading 10 cents each insertion.

Philatelic publishers and stamp dealers are requested to send sample copies, price-lists, auction catalogues etc., to the following names. This directory contains names of active, buying collectors only, and no wise dealer or publisher will neglect this matter.

- A. L. Gregory, 913 Fifth Ave., Peoria, Ill.
 T. G. Thomson, Jr., Box 1926, Spokane, Wash.
 J. Jos. McCann, Box 101, Cape May City, N. J.
 W. F. Lorton, 369 Main St., Orange, N. J.
 I. H. Mahler, 1 H. M., 3725 Elmwood Place, Chicago, Ill.
 J. M. PonceDeLeon, Chihuahua, Mexico.
 H. Witherell, 516 W. 3rd St., Los Angeles, Cal.
 J. G. Warren, Nashua, N. H.
 Chas. D. Gibbons, 226 Howard St., Detroit Mich.
 E. R. Harper, Box 142, Abden, Mich.
 H. Smith, 731 Beech St., Manchester, N. H.
 Ralph R. Miller, 328 E. Main St., Salem Ohio.
 R. C. Parsons, Derby Line, Vermont.
 Jas. H. Mortimer, 114 E. 18th St., Erie, Pa.
 C. H. Tarbell, South Lyndeborough N., H.
 J. Vincent Rittenhouse, 410 E. 6th St., Plainfield New Jersey.
 Fred Eager, Wauseon, Ohio.
 H. Rush Kervey, West Chester, Pa.
 H. T. Gibbard, 778 Second Ave., Detroit, Mich.
 Frank Bentley, 302 S. Second St., Harrisburg, Pa.
 W. Rough, Carteret, New Jersey.
 Miss Edith S. Watson, East Windsor Hill, Conn.
 Miss Henrietta Cox, Louisville, Tenn.
 Henry Brandt, 116 Church St., Norfolk, Va.
 E. F. Barker, Skaneateles, N. Y.
 O. E. Jacobsen, Box 132, Greeley, Col.
 I. S. Elliott, Box 207, Lakeport, N. H.
 H. A. Chapman, Box 18, Hartford, Conn.
 Ralph E. Taylor, 24 Institute Road, Worcester, Mass.
 L. H. Luke, 63 Borden St., Toronto, Ont.
 A. Hildebrand, 1492 N. Y. Ave., N. W., Washington, D. C.
 Joe W. Baker, 914 S. 5th St.,

Springfield, Ill.

- M. O. Hensley, Malvern, Iowa.
 A. S. Russell, Fortitude Valley, Brisbane, Queensland.
 Geo. A. Hauschild, 1070 Crawford Rd., Cleveland, Ohio.
 A. W. Haywood, Jr., Care of Mrs. Jas. McKinnon, Raleigh, N. C.
 James Stewart, Rankin, Pa.
 Wm. Gibson, care of Kingan & Co., Indianapolis, Ind.
 F. B. Snyder, Dansville, N. Y.
 Erle T. Oatman, Dundee, Ill.
 Richard Goerke, 3631 Robert Ave., St. Louis, Mo.
 Chas. E. Lloyd, Palatine, W. Va.
 J. Roy Zwick, 306 W. Franklin St., Jackson, Mich.
 Geo. H. Carey, 1418 S. 2nd St., Terra Haute Ind.
 Willis Hawley, 242 S. Jefferson St., Chicago, Ill.
 W. O. Boutwell, Orange Park, Fla.
 Chas. E. Pell, 24 Tompkins St., N. Y. City.
 Henry. Weber, Box 463, Rockville, Conn.
 Mrs. L. J. Bridgman, 6 Linden St., Salem, Mass.
 Kenneth McLeod, Carleton Place, Ont. Can.

If this notice is marked it is to let you know that your name has been received and will be inserted in the next issue of the Stamp Collector's Directory, which will be out April 1, 1897.

1 00 Fine Business Cards printed and delivered only 25c. We print anything Estimate etc. 2c. VAN, DERRMARK & HARPER, Philatelic Printers, Alden, Mich.
 We printed this paper. Try us.

S TAMP Papers to give away if postage is sent Both American and English papers which I can save you 10 to 40 per cent on ads. and subs., and last but not least The Philatelic West in which ads pay at 50c an inch. Trial subscription 6 mo 10c. Write Box 116, Superior, Neb. U. S. A. Full particulars of above sent free for postage.

THE SANGAMON PHILATELIST.

A new one up to date,
 bright and newsy,
 and full of choice
 reading matter.
 send in your subscription. 25c per year
 ED C. IVES, PUB. SPRINGFIELD, ILL.
 DON'T FAIL to read the advertisement on page four.

Stamp Collectors.

100 U. S. and FOREIGN STAMPS,
ALL DIFFERENT, also 25 POPULAR
SONGS, ALL FOR TEN CENTS.

W. F. LORTON,

37 William St. — ORANGE, N. J.

U. S.

100 unused, fine \$4.50 cat. \$7.50
100 unused, fine 3.50 cat. 6.00
\$1.00 '94 no wm. unused fine 1.75 cat. 3.00
Orange Proprietary rev. 1.50 cat. 3.00
Other fine U. S. at low net prices. Selections sent on approval on receipt of reference.
STANLEY L. COE, 267 Postosa St.
New Haven, Conn.

We Will X Marting

100 Circulars
with any reliable
mailing agent.

W. A. TURNBULL & CO.,

Elmira,

N. Y.

The Herald Exchange Superb monthly.
Sample copy free. Subscription, 25 cents. Ad-
verts: 1/2 inch, 20c; 1 inch 35c; 2 inches, 65c;
3 inches 95c; 1 col., \$3.00; 1/2 page \$1.50; 1 page
28 1/2 inches 8.75. Under the management of
Mr. M. Tausig, we have established a fine print-
ing plant and are prepared to do all Philatelic
and commercial printing at the lowest rates.
100 Envelopes, 50c cash or 20c cash and 30c
stamps, 100 Note heads, 40c cash or 25c cash
and 30c stamps, 100 Letter heads, 45c cash
or 30c cash and 30c stamps, 100 Bill heads
45c cash or 30c cash and 30c stamps. Postfree.
Send orders to M. Tausig, Mgr. 92, 108 St.,
New York.

**SUBSCRIPTION
FREE!**

Send us your name and address and we
will send you the

Philatelic Free Lance

for three months on trial free.

PHILATELIC FREE LANCE.

Box 340,

Bellaire, Ohio.

DON'T FAIL to read the advertisement
on page four.

THE

The leading Philatelic paper of the South!
Free sample copy.

HOME WORKER.

Subscription, 25c. a year. Advertising
rates 50c. an inch.

Knoxville, Tenn.

Address P. O. Box 25, Knoxville, Tenn.

Best Stamp Paper published. 8 to 12 pages
monthly Subscription price 10c
a year; (silver)

THE BUCKEYE STATE PHILATELIC

Adv. rate; 30c

per inch. Circulation 2000, address
Erwin Fisher, Carrie St., Cincinnati, Ohio.

A Word To The Young.

If you wish to form a collection of
stamps and make money at the same
time, write to W. O. Smith, Red Lion,
Pa., and receive a nice present for your
trouble, besides.

When you Purchase

\$1.00's

Worth of stamps from any

Progressive Dealer

Ask him for one year's subscription
to the

PHILATELIC
CALIFORNIAN

As a premium on your purchase.

If you want to receive a

Sample Copy

Write immediately to

CALIFORNIA PHILATELIC PRESS CLUB,

P. O. BOX 2537, San Francisco, Cal

A. H. Weber, Editor

B. H. Henderson, Manager.

SELLING OUT!

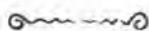
We intend to retire from the stamp business and wish to close out our entire stock of stamps at once.

We have taken all of our approval sheet stock catalogued at from one cent to one dollar each and thoughtly mixed same, making a fine assortment of desirable stamps from United States, (both postage and revenue) South and Central America, Mexico, British North America, Europe, Australia, Asia and Africa; in fact, stamps from nearly every country on the globe.

This mixture was then made into packets of 100 stamps each, counted out from the mixture at random. Of course, some of these packets will contain duplicates, but as our stock was large, consisting of the stamps of several old collections, duplicates will be very few, the packets averaging 90 to 100 varieties per packet and cataloguing at from THREE TO FIVE TIMES the price asked

The Price is One Dollar Per Packet.

SPECIAL To make it doubly sure that each purchaser will receive FIRST CLASS value for his money, we will give FREE with each packet a stamp catalogued at ONE DOLLAR OR MORE. Remember we send this stamp besides the 100 stamps composing the packet.



YOU TAKE NO CHANCES WE GUARANTEE SATISFACTION.

If the packet is not satisfactory, return it and we will return your money and no questions asked.

As this offer is made merely to close out our stock of stamps of this class, it will be withdrawn as soon as our present stock is exhausted.

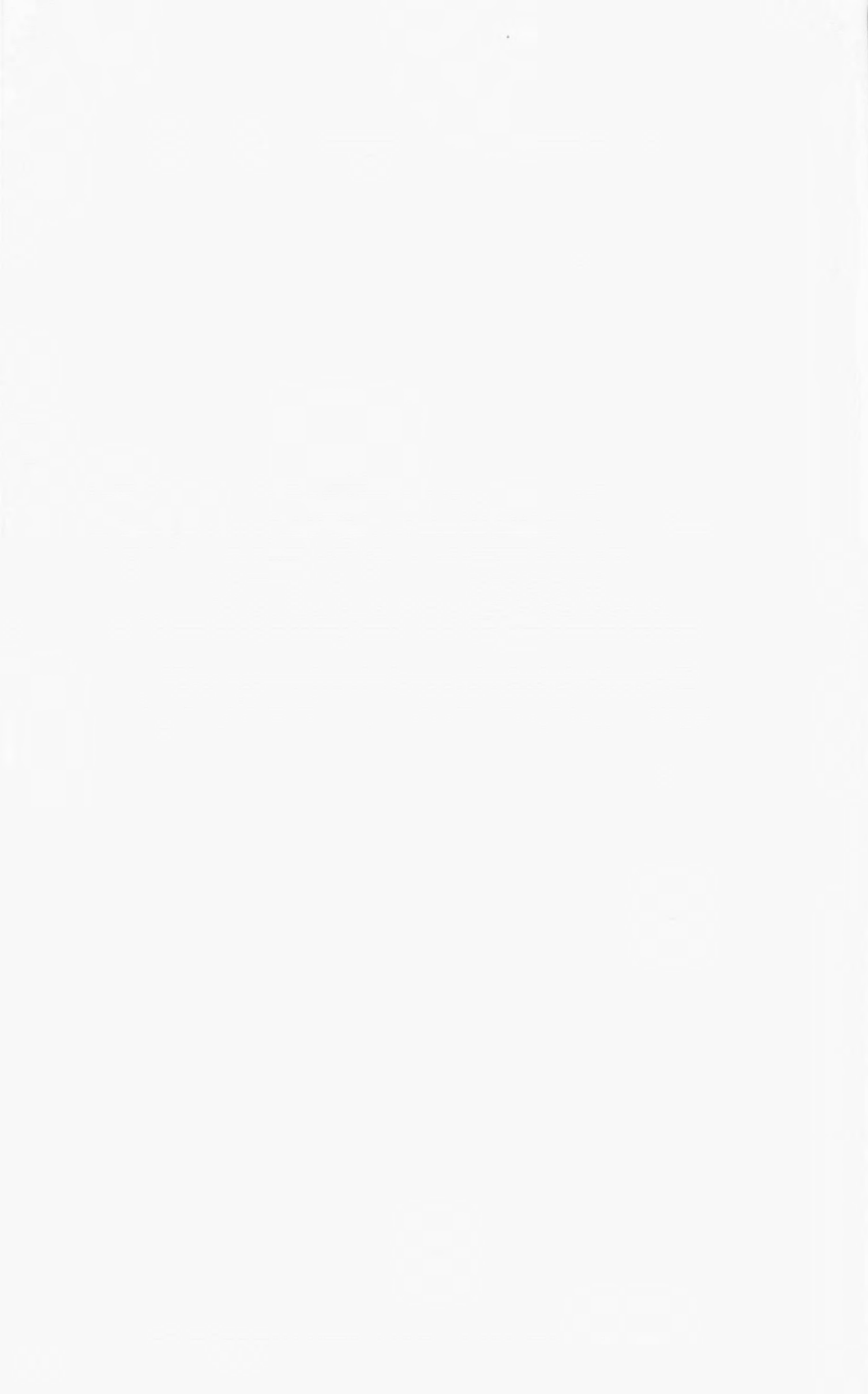
CHEMUNG STAMP CO.,

614 PARK PLACE,

W. A. TURNBULL, Manager.
S. OF P. 1113. P. S. OF A. 74

ELMIRA, N. Y.





The Stamp Advertiser

AND STAMP COLLECTORS' DIRECTORY.

"The Only Philatelic Trade Journal."

VOL. III. No. 1.

ITHACA, N. Y., MAY, 1898.

WHOLE NO. 9.

THE STAMP ADVERTISER.

PUBLISHED MONTHLY.

SUBSCRIPTION: 25 cents per year.

ADVERTISING RATE: 50 cents per inch, regardless of time or space.

W. A. TURNBULL, Publisher,

9 Hudson St., ITHACA, N. Y.

HOW IT HAPPENED.

As perhaps our subscribers will remember, the last issue of this paper appeared in April, 1897, and was dated April-May. The publishers, the Chemung Stamp Co., of Elmira, N. Y., retired from the business and it was the intention of the present publisher, who was then the manager of the Chemung Stamp Co., to continue the publication. For a time we were very busy with matters that needed our entire attention, but about the middle of September our rush was over and we saw our way clear to continue our little publication. Accordingly we sent the copy and necessary cash to our former printer, who stated that he was very busy but would be able to do the work in about two weeks. Well, to cut the matter short, when the two weeks expired we didn't get the papers. Things ran along for about three months, although we wrote to the printer several times, the papers were not forthcoming. At last, after waiting three months, our copy was returned without the cash. During our period of waiting we had been thinking over the matter and decided to make several changes. The changes as made you can see in the number now before you.

As the nature of THE STAMP ADVERTISER undergoes quite a change with this issue, we thought it wise to commence a new volume. Hence Vol. III appears.

Some dealers have a way of advertising desirable stamps at bargain prices. You send for a number of the bargains he advertises. He replies that his stock of the stamps ordered is exhausted, and sends you a credit slip for your remittance. Perhaps that dealer had the stamps in stock—but, perhaps he didn't. Let us hope that dealers of this latter class are few and far between. But what is the result of the transaction? The dealer sends you a price-list or sheets of stamps and the prices on these stamps are not as attractive as the bargains he advertised. In transactions of this kind it quite often happens that you are compelled to take stamps you don't really want or else lose your money. The writer recalls the case of a philatelist who collected nothing but U. S. revenues. He saw a lot advertised and sent for them. He received a small proportion of the stamps ordered and a credit slip for the balance. The dealer had nothing else that he desired, so he asked that his money be refunded. The dealer refused and in the end the collector was compelled to take a lot of stamps in which he was not interested. Do such business methods pay? The dealer's actions may have been honest, but they were certainly unreasonable. That collector never patronized that dealer again. He never recommended the dealer to his friends. Did the dealer's action pay?

In the first place, we have changed from an advertising sheet to "the only philatelic trade journal." Rather a high sounding name for such a small, unpretentious publication, but then "there's everything in a name," and we trust it will not prove any the less interesting on that account.

As our heading shows, this paper is published in the interests of the trade; that is, the stamp dealers and publishers. But, of course, we shall strive to make the S. A. interesting to collectors of the "wee bits" as well. No doubt, many people will fail to see the wisdom of publishing such a paper, but if the project is successful—and it won't be our fault if it isn't—we will soon be able to give subscribers much better value for their money. While, on the other hand, if it does not prove the success anticipated, why, there will be no great harm done anyway. In the meantime, we will endeavor to make things as interesting as possible.

A series of "Talks About Philatelic Advertising" is now running in *The Eastern Philatelist*. The articles are by Lewis G. Quackenbush, a man who has had considerable experience as an advertising manager. It will pay every dealer to give the articles a careful perusal. We heartily agree with Mr. Quackenbush in all that he says and would suggest to the trade that a careful following out of his suggestions would result in larger returns for the money expended in advertising. Mr. Quackenbush is in favor of advertising all the year round. This is directly in line with our way of thinking.

"They are wise who advertise
In winter, spring and fall;
But wiser yet are they, you bet,
Who never let up at all."

We have forgotten the name of the author of this little jingle, but it exactly expresses our opinion in the matter, and we will venture that our opinion is that of Mr. Quackenbush and all others versed in the matter of philatelic advertising.

If you issue a price-list or publish a paper, we are sure it will pay you to use our STAMP COLLECTORS' DIRECTORY. It contains the names of active, buying collectors; in fact, they were all interested enough to pay for the insertion of their names in the directory.

Promptness is a virtue. If there's a man on earth that should be possessed of it, it's the stamp dealer. A collector sees an advertisement in a magazine. He answers it, expecting to receive the stamps ordered in a reasonable length of time. Perhaps the collector receives an answer by return mail, perhaps in a week or a month. A collector does not appreciate this kind of business policy. Of course, we understand that occasionally a dealer will get behind with his orders and for a time will be unable to promptly answer his correspondence. But as a general rule there can be no excuse for a wait of a month or even for two or three weeks. About two years ago we ordered a lot of stamps which the dealer stated he had in stock and could send by return mail. We got the stamps four weeks and two days after ordering. According to the dealer's own statement, we should have received the stamps within a week at the latest. We didn't do any worrying as we knew the dealer was perfectly reliable, but we did not like his way of doing business. That dealer is still in the business. We have ordered supplies of him several times and always with the same result—a long wait before we got the goods. Today, if we want to buy stamps, we don't buy of that dealer if we can get what we want of another. A dealer is in business to make money. In order to make money he needs the patronage of the collectors. To get and keep the trade of collectors he must conduct his business on business principles. One of the fundamental rules of the mail order business is to promptly answer all correspondence. Stamp dealers, if you would succeed in business live up to the principles of your craft.

OF INTEREST TO PUBLISHERS.

Why not advertise your publication in THE STAMP ADVERTISER?

The movement against second-class matter will again be commenced at the next session of Congress. A bill something like that presented by Representative Loud will be introduced, and the friends of the movement claim pushed to a finish. Postmaster-General Gary favors it in his annual report, claiming that there exists a deficit of some \$20,000,000 in consequence of the abuse of the mails, and that unless the present system is changed it may swamp the revenues of the postal service.—*The Publishers' Guide*.

In the field of general advertising is being agitated the "flat rate;" that is, so much per inch per insertion regardless of time or space. The editor of *The Advertiser's Guide* in the January issue of that paper says in regard to the matter: "A publisher writes that the man who advertises all the year should have a lower rate than one who uses his paper during the winter months only. Such arguments are childish; there are goods suitable for advertising at all seasons of the year. A daily upon this principle should charge a merchant advertising here a higher rate because it would not pay him to do so in July. The merchant might as well ask his landlord to reduce his rent on account of the dull season, and with equal propriety ask his clerks to work for half pay because he cannot fully occupy their time. Such ideas are antiquated and must be relegated to a good past. *The short time rate must go.*" The editor of THE STAMP ADVERTISER is a supporter of the "flat rate" and believes if it were adopted by the philatelic press would prove a great benefit to the stamp trade. In a future issue of this paper the matter will be discussed in all its bearings as applying to the stamp trade. In the meantime "the only philatelic trade journal" is the only paper that can boast of a flat rate.

ADVERTISING POINTERS.

The Mail Order Advertiser under this head gives a number of pithy paragraphs, several of which are particularly applicable to philatelic advertisers. We copy a few in hope that they may prove a source of pleasure and profit to our readers:

Constant advertising makes better business.

Advertising requires as good management as does any important branch of business.

Truth in advertising cannot be too often urged. Lying descriptions in regard to the article never creates further sales in mail order advertising.

Advertisers must not forget that in the ranks of his probable customers will be found various degrees of intelligence, from acuteness to stolidity, from caution to credulity.

An advertisement is the seven levers of trade—it opens business, it drives business, it leads business, it talks business, it brings business, it does business and it doubles business.

Your success depends absolutely and entirely upon your ability to attract and hold the public attention. Can you do this better than by means of advertising? Others have answered in the negative.

When your first and only ad. is read, it may make a favorable impression, but unless repeated persistently it may fail to induce buyers when the occasion is at hand for the need of the thing you advertise.

When advertising, let your subject be presented in plain talk, and what you say be easily readable. People do not care to try and read difficult words, that a dictionary must be used to define their meaning.

WITH THE PUBLISHER.

We would very much like to receive letters from dealers and publishers on any subject of interest to the trade. We hope with our next issue to be able to start a correspondence column, which we feel sure, when once instituted, will prove one of the pleasantest features of THE STAMP ADVERTISER.

Of course, you all advertise to a greater or less extent. Several of the leading magazines are represented in our advertising columns. If you have never placed an advertisement with them, we think it will pay you to investigate their merits, as a live dealer cannot afford not to be represented in every live philatelic magazine.

We want your help. If this, our first issue, has proven interesting or instructive, let us know it. On the other hand, if our little publication does not meet with your approval, let us know how you think it could be improved. We will be glad to receive your suggestions and will act upon them if possible. At any rate, we will be pleased to hear from you.

Of course, we want advertising patronage. We need it to make this journal a success. Now, we do not wish nor expect a very large circulation among collectors, so it probably would not pay the retail dealer to advertise in this paper in the hope of securing the patronage of that class. Our circulation will be almost entirely among the trade. So if you are a wholesale dealer or publisher, of course this is the proper medium to use in calling the attention of the dealers to your bargain offers and the pulling qualities of your publications. We think it will also prove a profitable medium for printers. All stamp dealers use printed matter and we think the printers will see the wisdom of appealing directly to buyers of their goods through the columns of THE STAMP ADVERTISER.

This is our first attempt at publishing a trade journal. We realize that our first effort is rather crude, but we trust that as we gain in experience we shall be able to give our patrons a journal more worthy of the name.

Most philatelic magazines have a regular date of issue, but many of these publications are from a week to a month late. *The Advertiser's Guide* of January has the following to say about papers of this class: "Publications issued so late lose fifty per cent of their value to an advertiser, and any publisher who cannot complete his mailing before the last of any month had better go into some other line of business."

Do you contemplate embarking in the stamp business or issuing a philatelic magazine? If so, we would be pleased to receive the information. The trade would be pleased to learn about any additions to its ranks, and a news item would certainly prove a benefit to the prospective dealer or publisher, as he would be placed directly in touch with the members of the trade through the columns of "the only philatelic trade journal."

Many philatelists think that every aspirant for honors in the field of philatelic journalism should fill a "long felt want" and have some object or mission in view. Now, we don't pretend to fill a want of this kind, but our mission is to try to convince stamp dealers of the beauty of judicious advertising and the fact that "keeping everlastingly at it brings success." Right here it might be in order to say that although in the past we have been rather erratic in the publication of this paper, we think we see our way clear so that in the future THE STAMP ADVERTISER will appear promptly and we will have a chance to prove that keeping everlastingly at it does bring success.

THE STAMP COLLECTORS' DIRECTORY.

22 NAMES UNDER THIS HEADING TEN CENTS EACH INSERTION.

Philatelic Publishers and Stamp Dealers are Requested to send Sample Copies, Price-Lists, Auction Catalogues, Etc., to the Following Names. This Directory Contains Names of Active, Buying Collectors Only, and no Wise Dealer or Publisher Will Neglect This Matter.

- | | |
|---|--|
| ✓ Wm. D. Lancaster, P. O. Box 604, Worcester, Mass. | ✓ Samuel Sandberg, 3110, 5th. Ave., Chicago, Illinois. <i>7/23-'98</i> |
| ✓ Wm. B. Page, L. B. 1061, Muscatine, Ia. | ✓ Carl Sandberg, Box 92, Ivoryton, Conn. |
| ✓ Adon Rane, 226 E. 4th. St., N. Y. City. | ✓ Robert L. Babcock, Little Falls, N. Y. <i>8/12-'98</i> |
| ✓ Harry G. Kendall, Cor. Hanfield and Wiltler Sts., Cincinnati, Ohio. | ✓ Henry H. Doolittle, 31 S. 2nd. street, Philadelphia, Pa. |
| ✓ J. B. Holt, 65 Rumford St., Concord, N. H. | ✓ W. Benedict, 612 Mass. Bldg., Kansas City, Mo. <i>7/27-'98</i> |
| ✓ E. Towsley, L. Box 238, Manchester, Vt. | ✓ John Richardson, 114 N. 8th. St., Brooklyn, N. Y. <i>8-'98</i> |
| ✓ Emily Wright, 67 Chestnut St., Newark, N. J. | ✓ Thomas Burnett, 318 Redwood St., Philadelphia, Pa. |
| ✓ Lewis W. Thompson, 124 Lexington Ave., N. Y. City. | ✓ Raymond Hamnarskold, 4550 Champlain Ave., Chicago, Ill. |
| ✓ John W. Willy, Box 292, Stockton, Cal. | ✓ Earl L. Johnson, Box 99, Rushsylvania, Logan county, Ohio. |
| ✓ Frank E. Parks, 76 Sumner St., Stoneham, Mass. | ✓ R. Lewis Harner, Madisonville, Texas. |
| ✓ S. D. Schwarzenberg, 75 Green St., New York City. | ✓ E. J. Morawetz, 2645 Fremont Ave., South Minneapolis, Minn. |
| ✓ R. Kane, P. O. Box 579, Auburn, Me. | ✓ Miss Lou Feagins, Glenwood, Milk county, Iowa. |
| ✓ Hubert C. Skinner, Homer, Cortland Co. N. Y. | ✓ Jas. E. Bowker, Box 41, Arctic Center, R. I. |
| ✓ O. B. Bestor, Box 300, North Attleboro, Mass. | ✓ R. C. Weock, Abbotstford, Wis. |
| ✓ E. T. Fiscus, 20 Vine St., Indianapolis, Ind. | ✓ J. H. Christy, Winterburn, Pa. |
| ✓ W. J. Wright, 5 Jewett Place, Utica, N. Y. | ✓ Oscar L. Johnson, Box 236, West Medway, Mass. |
| ✓ The Stamp Co., Box 758, Hartford, Conn. | ✓ Edward H. Robie, Mount Dora, Lake Co., Fla. |
| ✓ W. D. Huber, Box 371, Westminster, Md. | ✓ William E. Thorne, Box 431, Wappinger's Falls, N. Y. |
| ✓ F. B. Bridgman Ware, Mass. | ✓ C. Cregnaile, 94 N. Sandusky street, Delaware, Ohio. <i>254-'98</i> |
| ✓ J. G. Dakken, Kenny, Mendocino Co., Calif. | ✓ Glenn P. Ross, Campbell, N. Y. |
| ✓ Harry N. Easton, Box 52, Newark, Kendall county, Ill. | ✓ George East Starr, Waterville, Wash. |
| ✓ W. P. Shelton, 211 S. 3rd. St., Richmond, Va. | ✓ Eugene Brown, 559 Sixth St., Oakland, Calif. |
| ✓ W. J. Page, 350 Chestnut St., Englewood, Ill. | ✓ D. A. Leon, Bay street, Jacksonville, Fla. |
| ✓ J. W. Burt, Paris, Ont., Canada. | ✓ Wm. Shearer, 1416 First Ave., Birmingham, Ala. <i>-19/12</i> |
| ✓ J. G. Dusold, 1111 S. 9th. St., Manitowish, Wis. | ✓ Fred C. Orr, 126 B. St. Hypolite street, Montreal, Canada. |
| ✓ Wm. Seldoss, 326 Church St. N. Y. City. | ✓ F. E. Morehouse, 600, 11th. St., Oshkosh, Wis. |
| ✓ Wm. S. Lee, Mattapan, Mass. | |
| ✓ C. Delvage, 1714 S. State street, St. Lake City, Utah. | |
| ✓ C. Oyster, Lumberport, W. Va. | |
| ✓ Thomas Lindbloom, 1915 Washington Ave., N. Minneapolis, Minn. | |
| ✓ J. W. Cox, Upper Stewiacke, Nova Scotia, Canada. | |
| ✓ H. Rose, 3612 N. 11th. St., St. Louis, Mo. | |

[Continued on Next Page.]

STAMP COLLECTORS' DIRECTORY

- Henry H. Moore, 126 Willow St., Manchester, N. H.
- 8/4/98 Julius de Vries, (care of J. Heilborn,) Collinsville, Ill.
- J. H. Skerritt, St. Mary's Cayon, St. Kitts, B. W. I.
- ✓ F. C. Metcalf, 354 Hermitage Ave., Chicago, Illinois.
- ✓ H. L. Delattre, 142 Mill St., Newport, R. I.
- ✓ W. I. Haley, Greystone Va.
- ✓ L. S. Kilborn, Marshalltown, Iowa.
- ✓ Glenn P. Rose, Campbell, N. Y.
- Rev. T. J. Butler, Box 122, Caledonia Corner, Queens Co., Nova Scotia.
- ✓ R. M. Weston, 604 Landis Ave., Vineland, N. J.
- ✓ E. N. Campion, Goderich, Ont., Canada.
- ✓ Edgar W. Burrill, 46 Benefit St., Worcester, Mass.
- ✓ E. G. Koch, Box 497, Peoria, Ill.
- ✓ John Cheesman, Jr., Sutton street, Roslindale, Mass.
- ✓ Charles B. Marsh, Box 225, Newport, R. I.
- ✓ Mary T. Mills, Lincolnville, Waldo county, Maine.
- Harry Gordon, Equitable Life Assurance Society, Chamber of Commerce Bldg. Chicago, Illinois.
- ✓ Henry Hoffman, 62 Lemon street, Station E, Buffalo, N. Y.
- ✓ Max Haenel, 790 N. Halsted St., Chicago, Ill.
- ✓ G. A. Clark, 84 Lane St., Lowell, Mass.
- ✓ Arthur Truesdell, Fremont, Nebraska.
- ✓ W. Russell Brown, Port Arthur, Ont., Can.
- ✓ Carroll Preston, 48 Crescent St., Wakefield, Mass.
- ✓ A. J. Turner, Stockton, Calif.
- ✓ L. B. French, Houlton, Maine.
- ✓ A. Cassebeer, 492 N. Clinton St. Rochester, N. Y.
- ✓ Bert Shrader, Phlox, Ind.
- ✓ O. E. Jacobsen, Box 41, Boulder, Colo.
- ✓ W. J. Porter, 206 Simcoe St., Toronto, Can.
- ✓ Wm. J. Deeming, Box 47, Lockport, Ill.
- ✓ I. N. Dagan, Box 452, St. Clair, Mich.
- ✓ Joe S. Cooper, 160 Monroe St., Tiffin, Ohio.
- ✓ H. C. Killian, Box 77 Morton, Delaware county, Pa.
- ✓ Ole C. Olsen, 2912 Quinn St., Chicago, Ill.
- ✓ W. F. Clark, 8 Dayton St., Westerly, R. I.
- ✓ A. W. Barrett, 654 Main St., Melrose, Mass.
- 727"78 - G. C. Rheinfrank, 208, 10th. Ave., N. E., Minneapolis, Minn.

Mrs. Carrie Hawley, 272 E. St. John street, San Jose, Calif.

- C. C. May, Box 417, Naugatuck, Conn.
- ✓ Maurice Hamilton Lindsay, Teanahly, N. J.
- ✓ C. P. Sutton, Box 358, St. John, N. B., Can.
- ✓ Russell Dutil, 2611 Bancroft St., Phila., Pa.
- ✓ C. A. Merrill, Melrose, Mass.
- ✓ Archer Hayes, 318, 43rd. St., Chicago, Ill. 7/27
- ✓ Chas I. Thompson, Box 92, Peoria, Ill. 7/27
- ✓ Williams & Co., Castilla 989, Lima, Peru.
- ✓ O. Norcross, 729 Clay St., San Francisco, Cal.

If this notice is marked it is to let you know that your name has been received and will be inserted in the next issue of the STAMP COLLECTORS' DIRECTORY, which will be out June 1, 1898.

LOOK IT UP.

Do you have trouble with bad and doubtful accounts? Have you ever wished for a report on a collector before sending him an approval selection? Our publisher is a member of the firm of Turnbull & Shaw, whose ad. appears in another column. If you need their assistance, we would advise you to write to them, as we are confident they can help you if such a thing is possible. Anyhow, it will do you no harm to look up their ad.

“REMNANTS.”

We used to be in the stamp business. We sold our entire stock about a year ago, but the other day we ran across the following “remnants:”

Two Sets of Arms, Rulers and Flags.
Four Packets of Foreign Stamps, each 200 Varieties.

Three Packets of Foreign Stamps, each 100 Varieties.

Nine thousand “Perfect” Stamp Hinges.

The first TWO DOLLAR BILL we receive will bring the entire lot by return mail, post-paid. Everything in the best of condition.

W. A. TURNBULL,
Ithaca, N. Y.

Most of the Leading Dealers are using the Advertising Columns of

THE PERFORATOR.

They wouldn't do it unless it paid them.



Ever Tried

THE PERFORATOR?

A trial ad. will convince you that it's a "puller."

It won't hurt you to investigate.

FORTY CENTS WILL PAY FOR AN INCH AD.

LIBERAL DISCOUNTS FOR TIME AND SPACE.

BOX
1234.

The Perforator, HARTFORD, CONN.

"The two handsome philatelic monthlies," "THE PERFORATOR" and "THE VIRGINIA PHILATELIST." For thirty cents you can have both of them for one year.

ADVERTISERS

IT WILL PAY YOU TO ADVERTISE IN

THE CALIFORNIA STAMP.

IF YOU HAVE NOT SEEN IT, SEND FOR

A SAMPLE COPY.

Advertising Rates on Application.

CHAS. D. LOWE,

2977, 21st. Street,

SAN FRANCISCO, CALIF.

Send 10 cents for a six months' trial subscription to the

STAR STATE PHILATELIST,
ABILENE, TEXAS.

As an extra inducement to subscribe, we allow a 20 word exchange notice FREE with each subscription.

Trial ADS. 40 words, 10 cents; three months, 20 cents. Circulars mailed 10 cents. One hundred note heads, cards or envelopes printed as you wish, 25 cts. Notice in Agents' Directory, 5 cents; 3 times 70 cents. **CRITIC MAGAZINE,** Akron, Ohio.

ADVERTISING IN

The Philatelic Advocate PAYS!

Why? Because it Circulates among the Best of Collectors.

Rates: 50 cents per inch.

TESTIMONIAL:

Hamilton, Ont., Oct. 15, 1897.

Starnaman Bros.:—"The Advocate" is the best advertising medium we ever tried.

STAR STAMP CO.

THE ADVOCATE one year and an 8 cent unused Canada Jubilee Stamp for 25 cents.

STARNAMAN BROS.,

Box B 104, BERLIN, ONT., CAN.

SEND for a selection of stamps on approval at 50 per cent discount. Ref. required. Packet 103, price 10 cents. Contains 13 var. unused stamps from Angra, Congo, Paraguay, etc. Packet 116, price 20 cents. Contains 15 var. unused stamps from Costa Rica, Siam, Timor, etc. Price-lists of packets, sets, stocks, etc., free. The Daisy Stamp Album, for beginners, 7 cents.

John Miller, Fort Atkinson, Wis.

Just tell them that you saw these ads. in THE STAMP ADVERTISER.

TURNBULL & SHAW, COLLECTORS AND COMMERCIAL REPORTS.

Two Main Offices:

9 Hudson St., Ithaca, N. Y.

Y. M. C. A. Bldg., Elmira, N. Y.

Representatives (experienced attorneys) in almost every city and village in the U. S. and Canada.

MOST DEALERS

have a number of bad and doubtful accounts. Stamp dealers are no exception to the rule. It's our business to collect accounts of this kind and we succeed in collecting many of them. If you are bothered in this way, we think we can help you. Terms reasonable, and if we don't effect a settlement there's no charge.

PROBABLY

you have often felt that you would like to know about a man before sending him a valuable approval selection or trusting him for advertising space. We can furnish a commercial report of any person in the U. S. or Canada, and at a very reasonable rate. If interested, we will be pleased to give you further particulars.

JUDICIOUS SELECTION

Of Advertising Mediums Insures Dealers' Success.

An advertisement in THE PHILATELIC BULLETIN ("It Equals the Best"), reaps marvelous results. We reach the buying class. Ask our advertisers about it. Facts don't lie.

NAUMKEAG STAMP & PUB. CO.,

Box 99,

Salem, Mass., U. S. A.

Canadian Revenues.

At wholesale for dealers only. Send for wholesale price of Canadian Revenues in packets of 10 to 75 varieties. Sheets made up to order, priced or unpriced. Send for prices, and patronize the man who was the means of making these rare and beautiful stamps popular.

A. F. WICKS,

372 Horton St.

London, Ont., Can.

WHOLESALE APPROVAL SELECTIONS

are my specialty. A large line of salable stamps and at prices you can make money on.

Send for a selection to-day, but don't forget that reference.

RICHARD R. BROWN,

Keyport,

New Jersey.

THE PHILATELIC ADVOCATE,

Canada's Leading Stamp Paper.

On trial 3 months for

A TWO CENT STAMP.

A year's subscription for ten stamp papers dated before 1897.

Starnaman Bros., Berlin, Ont., Can.

WHOLESALE.

We issue a wholesale list, but it does not have half the bargains we offer. If you are a dealer, we would like to hear from you. Send references and get a consignment, 1897 prices. Stamps are priced now by the new catalogue prices.

STARR STAMP CO., Coldwater, Mich.

\$35.00 In Cash Prizes!

Be sure and get a copy of the STAMP REPORTER for January for full list of prizes. A copy of the ONTARIO DIRECTORY given to every new subscriber.

Subscription 20 cents per year.

BRADLEY & OSWALD,

St. Catharines,

Ontario,

Canada.

Dealers, It Pays to Sell

"PERFECT" HINGES.

Write us for liberal wholesale prices. Ask to see our new four-page leaflet about "Perfect" Hinges, which we supply below cost to dealers who sell the "Perfect."

EXCELSIOR STAMP CO.,

Established 1884.

Hoosick Falls, N. Y.

PRESS OF

C. E. WAGONER,

ALDEN, MICH.

The Stamp Advertiser

AND STAMP COLLECTORS' DIRECTORY.

VOL. III, No. 2.

ITHACA, N. Y., MAY, 1899.

WHOLE NO. 10.

W. A. TURNBULL, Publisher.

THE STAMP COLLECTORS' DIRECTORY.

☛ NAMES UNDER THIS HEADING TEN CENTS EACH INSERTION. ☛

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- Ross O'Shaughnessy, 826 California street, San Francisco, Calif.
- William G. Dumeyer, 2444 Bank St., Louisville, Ky.
- Lewis P. Larson, Atwater, Mian.
- Arthur J. Crouch, 106 Church street, New Brunswick, N. J.
- J. A. Faulk, 20 Rural St., Cleveland, Ohio.
- Frank H. Marsh, 801 Stanton St., Greensburg, Pa.
- Theodore Baab, 23rd. Ave., Bensonhurt-by-the-Sea, Brooklyn, N. Y.
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- J. W. Horter, 38 N. 49½ St., Philadelphia, Pa.
- Joseph Schlitz, 2002 Prairie Ave., Milwaukee, Wis.
- Ward S. Jones, Santa Maria, Calif.
- Chas. Aitken, Goshen, Ind.
- W. E. Doney, 121 W. Ninth street, Anderson, Ind.
- Marion Reid, 5 Romy Ave., Ft. Wayne, Ind.
- Hugo H. Miller, 26 Church St., Santa Cruz, Calif.
- James A. Cushman, 14 Clifton St., Taunton, Mass.
- W. T. Hartwell & Co., 196 E. Main street, Bridgeport, Conn.
- C. H. Griffith, Jr., 914 North St., Peoria, Ill.
- J. E. Allemong, Salem, Va.
- G. B. Hyde, Box 141, Windsor, Conn.
- Chas. Rossman, 119 Jucunda St., Knoxville Bora, Pittsburg, Pa.
- J. G. Chapman, Jr., 1041 Lake Ave., Pueblo, Colo.
- R. Leppard, 97, 15th. St., South Pittsburg, Pa.
- Wm. B. Ingersoll, 716, 25th. St., Oakland, Calif.
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- Rev. J. R. Norwood, N. E. Harbor, Maine.
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- L. M. Passmore, Olive, Orange Co., Calif.
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- Matt Lennon, Jr., 222 Battery street, San Francisco, Calif.
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- Wm. Hanselmann, 12 Queen street, Philadelphia, Pa.
- Earle M. Frank, Albany, Oregon.
- A. C. Burnham, 1534 Broad street, Hartford, Conn.
- M. Behlendorff, 5 Jefferson Ave., Grand Rapids, Mich.
- Royal Stamp Co., P. O. Box 314, St. John, New Brunswick.
- Wm. T. Sitvers, 544 W. Fullerton Ave., Chicago, Ill.

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- L. C. Oyster, Lumberport, W. Va.
- Gustav Lindbloom, 1815 Washington Ave., N. Minneapolis, Minn.
- J. de Coxe, Upper Stewiacke, Nova Scotia, Canada.
- H. Rose, 3612 N. 11th. St., St. Louis, Mo.
- Samuel Sandberg, 3110, 5th. Ave., Chicago, Illinois.
- Carl Sandberg, Box 92, Ivoryton, Conn.
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- Henry H. Doolittle, 31 S. 2nd. St., Philadelphia, Pa.
- P. R. Bridgman, Ware, Mass.
- William D. Lancaster, P. O. Box 604, Worcester, Mass.
- Moses B. Paige, L. B. 1061, Muscatine, Iowa.
- Anton Rane, 226 E. 4th. St., N. Y. City.
- Harry G. Kendall, Cor. Hanfield and Witley Sts., Cincinnati, Ohio.
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- Hobart C. Skinner, Homer, Cortland Co., N. Y.
- O. B. Bestor, Box 300, North Attleboro, Mass.
- Geo. E. Fiscus, 20 Vine St., Indianapolis, Ind.
- W. C. Wright, 5 Jewett Place, Utica, N. Y.
- Ætna Stamp Co., Box 758, Hartford, Conn.
- W. D. Huber, Box 371, Westminster, Md.
- Raymond Hammarskold, 7255 Stewart Ave., Chicago, Ill.
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- F. B. Denio, 347 Hammond St., Bangor, Me.
- Edward H. Robie, Mount Dora, Lake Co., Fla.
- William E. Thorne, Box 431, Wappinger's Falls, N. Y.
- C. Cregmite, 74 N. Sandusky street, Delaware, Ohio.
- Glenn P. Ross, Campbell, N. Y.
- George East Starr, Waterville, Wash.
- Eugene Brown, 559 Sixth St., Oakland, Calif.
- D. A. Leon, Bay street, Jacksonville, Fla.
- Wm. Shearer, 1416 First Ave., Birmingham, Ala.
- Fred C. Orr, 126 B. St. Hypolite street, Montreal, Canada.
- F. E. Morehouse, 600, 11th. St., Oshkosh, Wis.
- Abe Levi, 115 S. Clinton St., Syracuse, N. Y.
- Adolph Bernhein, 729 N. Halsted street, Chicago, Ill.
- J. M. Goodwillie, Metcalfe, Ont., Can.
- Benjamin Cohen, 164 E. 109th. street, New York City.
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- W. Benedict, 612 Mass. Bldg., Kansas City, Mo.
- John Richardson, 114 N. 8th. St., Brooklyn, N. Y.
- Thomas Burnett, 318 Redwood St., Philadelphia, Pa.
- Raymond Hamenarskold, 4550 Champlain Ave., Chicago, Ill.
- Earl L. Johnson, Box 99, Rushsylvania, Logan county, Ohio.
- R. Lewis Horner, Madisonville, Texas.
- E. J. Morawetz, 2645 Fremont Ave., South Minneapolis, Minn.
- Miss Lou Feagins, Glenwood, Milk county, Iowa.
- Jas. E. Bowker, Box 41, Arctic Center, R. I.
- R. C. Weock, Abbotsford, Wis.
- J. H. Christy, Winterburn, Pa.
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- W. P. Shelton, 211 S. 3rd. St., Richmond, Va.
- W. Price, 350 Chestnut St., Englewood, Ill.
- E. W. Burt, Paris, Ont., Can.
- Aug. G. Dusold, 1111 S. 9th. St., Manitowoc, Wis.
- Max Schloss, 326 Church St., N. Y. City.
- Harry S. Lee, Mattapan, Mass.
- John Dokken, Kenny, Mendocino Co., Calif.

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A. J. Dobbie, Niagara Falls, N. Y.
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S. R. Cole, 39 E. Third St., Dunkirk, N. Y.
W. P. Young, 281 Chestnut St., Jamaica
Plain, Mass.
Paul B. Reynolds, 11 E. 57th St., New
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Frank C. Bradley, P. O. Box 319, Le Sueur,
Minn.
Chas. W. Nestell, 243 W. Crieghton Avenue,
Fort Wayne, Ind.
Miss Etta Morris, Gift and Peoria Avenues,
Peoria, Ill.
Jacob S. Lustig, 411 4th St., Hastings, Neb.
Dr. W. A. Farnsworth, Saginaw, Mich.
Rev. T. J. Butler, Parrsboro, N. S., Can.
Anti Stamp Co., P. O. Box 377, Washing-
ton, D. C.
Miss J. Bacon, Prince St., Jamaica Plain,
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Richard McInerow, 230 Mary St., Utica, N. Y.
Cloyd G. Guyer, Altadena, Calif.
Henry Rudolph, 136 Newell St., Brooklyn,
New York.
Chas. S. Knudson, 2829 Calumet Ave., Flat
333, Chicago, Ill.
Charles R. Wilkins, 5532 Hunter Ave., West
Philadelphia, Pa.
L. S. Millard, Santa Anna, Colmon Co., Tex.
John T. Mossbrooks, 25 Arlington Avenue,
Pittsburg, Pa.
Lewis G. Spohn, Box 97, Ardmore, Pa.
Henry Hoffman, 62 Lemon St., Station E,
Buffalo, N. Y.
W. A. Beattie, 814 Ann Ave., Kansas City,
Kansas.
Albert Debicke, 218 La Salle St., Chicago, Ill.
H. B. Washburn, 435 E. University Avenue,
Ann Arbor, Mich.
R. B. Alexander, Box 43, Corona, Cal.
Theodore Drews, Lock Box 606, The Dalles,
Oregon.
H. C. Kauffman, P. O. Box 147, Steelton, Pa.
Wm. T. Wheeler, Jr., 3758 Cook Ave., St.
Louis, Mo.
Joseph L. Jelinek, 564 First Ave., N. Y. City.
H. E. Lewis, 1503 Broad St., Providence, R. I.
W. L. Hemstreet, 53 Princeton St., Clevel-
land, Ohio.

George Manson, 108 LaSalle St., Chicago, Ill.
care of H. Wollenberger & Co.
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Fred I. Stevens, 8 S. Spring St., Concord, N. H.
Dwight C. Morgan, Dwight, Ill.
C. H. Carroll, 2 Marshall St., Concord, N. H.
J. H. Stewart, Cliftondale, Mass.
Chas. W. Volkman, 395-397 Concord Ave.,
Detroit, Mich.
George A. Levy, 518 Lorimer Ave., Pitts-
burg, Pa. (east end.)
Henry H. Moore, 126 Willow street, Man-
chester, N. H.
Julius de Vries, (care of J. Heilborn), Col-
linsville, Ill.
J. H. Skerritt, St. Mary's Cayon, St. Kitts,
B. W. I.
F. C. Mercalf, 354 Hermitage Ave., Chicago,
Illinois.
H. L. Delattre, 142 Mill St., Newport, R. I.
W. I. Haley, Greystone, Va.
L. S. Kilborn, Marshalltown, Iowa.
Glenn P. Rose, Campbell, N. Y.
R. M. Weston, 604 Landis Ave., Vineland, N. J.
E. N. Campion, Golerich, Ont., Can.
Edgar W. Burrill, 46 Benefit St., Worcester,
Mass.
E. G. Koch, Box 497, Peoria, Ill.
John Cheesman, Jr., Sutton street, Roslin-
dale, Mass.
Charles B. Marsh, Box 225, Newport, R. I.
Mary T. Mills, Lincolnville, Waldo county,
Maine.
Harry Gordon, Equitable Life Assurance
Society, Chamber of Commerce Bldg.,
Chicago, Illinois.
Henry Hoffman, 62 Lemon street, Station E,
Buffalo, N. Y.
Max Haenel, 670 N. Halsted St., Chicago, Ill.
G. A. Clark, 84 Lane St., Lowell, Mass.
Arthur Trueadell, Fremont, Nebraska.
W. Russell Brown, Port Arthur, Ont., Can.
Carroll Preston, 48 Crescent St., Wakefield,
Mass.
A. J. Turner, Stockton, Calif.
L. B. French, Houlton, Maine.
A. Cassebeer, 492 N. Clinton St., Rochester,
N. Y.
Bert Shrader, Phlox, Ind.
O. E. Jacobsen, Box 41, Boulder, Colo.
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