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# THE EXCHANGE BULLETIN.

May, 1904.

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# The Exchange Bulletin.

VOL. 1.

MAY, 1904.

NO. 2

## A CASE OF MISTAKEN IDENTITY.

BY EPES W. SARGENT.

As she neared the Empire stage door, Ruth Carlisle hastened her steps. With particular reason Miss Carlisle was violently opposed to the theatrical fraternity, and when time permitted she would make a detour of three blocks in order to reach her singing teacher's, half a block below.

This morning however, she had been detained by shopping until she had just time to keep her engagement with the maestro, and there was nothing to do but hurry past the stage entrance with the hope that she would not be forced to encounter any actors. They gave daily matinees at the Empire, and one never could tell when someone would be leaving.

It may have been the inheritance bequeathed by some far away Puritan ancestor or it may have been the result of spicy tales one hears at every turn, but, be this as it may, prim Miss Ruth Carlisle had a well developed antipathy to meeting those coarsest folk who spent their lives upon the stage. The men, she thought, were so bold and impudent, and the women—well, the women were just horrid. There were actresses, and it was beyond doubt that some dear ones like Jefferson were actors, but these were old men and past the age of starting so hard at a pretty girl as

to give offense. She had often seen the men and women of the stage congregate about this door when some specially large attraction was playing at the theater, and at these times she was very sure to take the long way around. She seemed to have lost sight of the fact that the principal avenues are far more places of congregation for the actor with flirtatious proclivities than the stage door, and have set her mind with great determination on the avoidance of this particular block of the thoroughfare.

There are some wise ones who profess to be able to demonstrate the psychological influence of a catastrophe which will cast its shadow before. Had such a philosopher been present he would surely have felt the aptness of the occasion and had a bona fide illustration to use ever after.

She was just even with the stage entrance and was congratulating herself that she had passed the ordeal successfully when the door was flung open violently and two immense boar hounds came rushing through. The larger made a dash at her, and as she felt its hot breath upon her cheek she very promptly fainted.

When she recovered consciousness she found herself in the doorkeeper's

little den just inside the entrance. A tall, manly fellow was bending over her with a look of intense concern upon his handsome face. He gave a sigh of relief as she opened her eyes.

"Drink this," he said, gently, placing a glass of brandy and water to her lips. "You will be all right in a moment. One of the dogs sprang upon you and you fainted through fright."

She shuddered violently as his words recalled the scene to her.

"They should have been chained," she said severely. "He might have killed me."

The man gave a little laugh. "Why, Stephan is the most playful fellow in the world," he assured her. He merely wanted to play. A rather poorish way of playing, but the best he knows, poor old fellow."

"Next time that the dog wishes to play he should pick out someone better acquainted with his rather peculiar ideas of good fellowship. And now, if you will permit me, I will go home."

Ruth struggled to her feet.

"Won't you allow me to escort you?" he said. "You are still nervous and unstrung and you really should not be permitted to go home alone."

"I thank you," she said icily. "but I think I am perfectly capable of taking care of myself."

Without a word he led her through the entrance to a cab waiting outside.

"Where shall I tell your driver to go?" he asked.

"She looked at him suspiciously. "Tell him to drive up the avenue," she said. "I will give him my address later."

Tom Starr smiled wickedly as he raised his hat and turned away. It was only too plainly that she did not desire to communicate her name or ad-

dress to him. Ruth leaned back on the soft cushions of the rubber-tired vehicle. A vague regret began to assert itself. She was sorrow now that she had been so rude. He certainly had been very kind to her, and she never realized that actors were so handsome and manly.

Starr was in her thoughts more than once in the days that followed. She was not a little displeased with herself at this. So constantly was he in her mind that when, at the Lanes small dance the following week, she perceived him at the further end of the room she was convinced that his apparent presence was an hallucination until Mrs. Lane herself formally begged the privilege of presenting Mr. Thomas Starr.

Mrs. Lane was one of the leaders of the conservative social set. Ruth could scarcely refuse to recognize him upon the grounds that he was an actor, and, therefore, not a gentleman. In her heart she was glad that she had met him again, and in spite of his stage connections she gladly permitted him to pencil his name opposite no less than three numbers on her dance program. Nor did she strenuously object when he suggested later that they sit out the third dance.

The conservatory was delightfully cool and pleasant after the heated ball room, and Ruth sank back into the rug-draped rustic chair with a little sigh of contentment. He sat upon a stool near her and for a moment permitted her to rest quietly. Then, "I trust you did not suffer any lasting ill effect from Stephan's rudeness last week," he said earnestly.

Ruth frowned. It was distinctly unpleasant to have him recall to her the fact that he was an actor just when she was trying hardest to forget

There was a perceptible chill in her tone as she answered.

"Do you know," he continued. "I owe Stephan very much to thank since he made it possible to meet you?"

"I fail to see wherein Stephan was much to be thanked," she said. "since you certainly would not have known we had not you met me again this evening. Stephan had nothing to do with this."

He laughed boyishly. "That is where you are mistaken," he said. "Had not Stephan frightened you, I should never have known who you were. As it is, I am indebted to him for the knowledge that it is so well worth while being a society man."

She looked at him puzzled. "I still fail to see the connection," she said.

"That is easy," he retorted. "Stephan frightened you and you fainted. Then you went home in a cab."

"But I never gave the address until we were three blocks from the theater," she persisted, much puzzled.

His eyes twinkled. "Didn't you happen to notice," he suggested, "that the cab was a private rig?"

She sat bolt upright. "Do you

mean to say," she demanded, "that actors have their private carriages?"

"Some of them," he declared. "There is no particularly good reason why an actor should not have a carriage if he is able to afford one. This happened to be my own rig."

"Then you are an actor," she questioned.

"Certainly not," he answered heartily. "I am in business with my father. You must know the firm—Starr & Son, bankers."

"But you came out of the stage door?" she persisted.

"Yes," he admitted; "you see, Jimmie Newell, the stage manager, is an old friend of mine, and I very often drop in to see him."

The rest of the conversation was not particularly to the point, but, the senior Starr was rejoiced to observe that his son had at last conquered his aversion for social functions.

One night several months later Ruth admitted with rosy face that she would be willing to marry a Starr as long as he was not a theatrical star.

## THE DEAN AND THE COIN.

An Effective Demonstration of the Fallacy of Circumstantial Evidence.

BY THE REV. G. W. SKENE.

Dean B. was a single-minded, earnest Christian man of blameless life and character, and widely known for his unclouded faith and personal holiness. He was a quaint preacher, of irrepressible originality; he shared with other saints a real love of fun. Dealers who had been at the university of the sixties may possibly recognize him from the laughter-moving accounts he was never weary of making of the local guides and their extraordinary utterances. His pet

illustration was in connection with a statue representing the Rape of the Sabines, which stood in one of the quadrangles, and of which he heard the guide say to a party of touring strangers: "Ladies and Gentlemen, this is Cain killing Habel with the jawbone of a hass." The dean had a keen sense of humor, but he saw no humor in what occurred to himself later.

He was an ardent numismatist, and in the course of his travels in the east

he had been fortunate enough to hit upon a number of rare coins, his collections being one of exceptional interest. He called one day at the British museum, and going to the numismatic department he begged to be shown a certain coin which was catalogued unique. The keeper, Mr. C., who knew the dean, was courtesy itself to him, and asked him to be seated, while he unlocked the case and produced the coin. The dean took it in his hand, and examined it minutely with a magnifying glass seeking for marks, which it apparently gave him great satisfaction to find. Mr. C. in the meanwhile turned to his papers in order to leave the dean undisturbed, till, the scrutiny of the coin having been completed, they began to converse on different matters, and presently the dean rose, and, thanking Mr. C. for his kindness, prepared to take his leave.

"Goodby, Mr. Dean, we are always glad to see you here. But," Mr. C. added, holding out his hand with a smile, "the coin, if you please, before you go."

"The coin? Why I put it on the table some time ago, before we began to talk."

"It must be there, then," and they proceeded to look for it. The table was littered with books of reference, which they had been consulting, some of them open and some shut. They turned these over again and again, they moved them one by one, they hunted everywhere, but the coin had vanished.

"What a remarkable thing!" exclaimed the dean. "What can have become of that coin? It certainly must be somewhere on this table," and they resumed their labors with ill-repressed anxiety added to their

energy; but it was all to no purpose every book and every paper was carefully put aside, but the coin was not to be found. Mr. C. was now looking very grave, as he turned to his guest.

"Mr. Dean, I need hardly tell you that this has become most serious for us both, and it cannot rest here. I am responsible to the nation for the safe custody of this coin, and—"

"But," urged the unhappy dean in plaintive despair, "I solemnly declare to you that I placed it on the table. I placed it there with my own hand. I distinctly remember having done so. You surely cannot doubt my word?"

"No, Mr. Dean, it is not for me to accept or dispute your statement. My business is to restore the coin to its place, and where is it now?"

"God in heaven only knows, for I don't," and the words were not used as they sometimes are in anger or impatience, but with all the pathetic pleading of a heartwring prayer.

Mr. C. glanced once more at the table, the books and the papers; he scanned the floor, he lifted up the fender, he looked in every possible and impossible place, and then he faced the poor dean.

"There is nothing else for it. The coin is missing. Only you and I have handled it, and no one else has been present. I am deeply grieved, Mr. Dean, but we must both be searched."

To his surprise the dean, who was very pale and agitated, drew himself up to his full height, and protested that no consideration would induce him to submit to such an indignity.

"You know perfectly well," he maintained, "that I have not got the coin, as I know equally well that you have not got it. Do whatever else you may think necessary or right, but



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Is knocking at your door; wake up and take advantage of it. Are you a subscriber to the "EXCHANGE BULLETIN"? If not fill out the blank and send it with 25c (in or stamps) to the Exchange Bulletin Pub. Co., 21 Penn Bldg., Erie, Pa. and they will send you the "BULLETIN" for one year and 50 circulars like this one. You mail them to your friends and for every one that is returned with 25c for a year's subscription you will receive 10c.

If you mail them all and they are all returned you will receive \$5.00, if only 30 returned you will receive \$3.00. Every one will jump at the chance to send 25c for a full year's subscription and the privilege of mailing these circulars as only subscribers receive commission on these circulars. You know a good thing when you see it and in your subscription and receive 50 of these circulars. Do it to-day. To-morrow never comes.

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Name .....

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I firmly refuse to be searched. I will not be searched."

"Come, come, Mr. Dean, I see no reason for this display of feeling. Put yourself in my place, and you will understand that I have no alternative. I know beforehand that it is a merely formality, but I can make no report unless we are both searched and we

to search me, and then you will also search this gentleman."

"No, never," burst out from the anguished. "I defy you to touch me. I warn you I shall defend myself."

But Morton was by this time busy turning Mr. C.'s pockets inside out and after an exhaustive but fruitless examination, he approached the

## RUSSIA AND JAPAN.

Now unleash the dogs of war,  
Sic 'em Towserosky!  
That's what's Russia's aching for—  
Soon we'll know who's bossky.  
Here, Mikado—sic 'em, you!  
Chew the Tsar's old shinsky;  
Fight like Hades—fight it through,  
And you stand to winsky!  
Bow! Wow!  
At 'em, now,  
Till they are insky.

Come, Mikado—go it, lad!  
Fight for old Japansky!  
Put a crimp in Adam Zad,  
Walking like a mansky!  
Make no truce with Adam Zad,  
That would only vex us!  
Shoot, and shoot to kill, B'gad!  
Like they do in Texas.  
Bow! Wow!  
Soak 'em, now,  
In the solar plexus.

Now unleash the dogs of war.  
Sic 'em Towserosky!  
Do not bluff, Mikado, or  
Yours will be the lossky!  
Says J. Bull, the referee,  
Now, ere you begin it.  
You can hit with one arm free—  
May the better win "it!"  
Bow! Bow!  
Sick 'em, now!  
Glad we aren't in it!

must be," and he touched a bell. A stout-limbed messenger at once appeared, and Mr. C. bade him lock the door. When this was done Mr. C.

Morton, a rare coin has mysteriously disappeared. To clear us from all conceivable suspicion I want you

dean, while Mr. C. began to replace the books upon the table, evidently shrinking from what could not fail to be a painful and distressing scene. The dean, now white to the lips, and with every nerve strained to cracking, was standing with his back to the wall, and with a voice hoarse with

emotion, he was just beginning, "I tell you—" when Mr. C. uttered a loud exclamation of joyful surprise. The lost coin had dropped out of a book which had nearly slipped out of his hand as he was putting it on the table, and it was rolling across the floor to Morton's feet. The book, which was a large one, must have closed upon it, as stiff-bound books will sometimes do, and the coin had lain hidden among its pages all the time. Morton stooped and picked it up and gave it to Mr. C. with the words, "Is this the coin, sir?"

"Yes, yes, thank you, Morton. I am sorry to have troubled you. You can go now."

He unlocked the door and went out; and when he had closed it again the dean, murmuring "My God, my God, I thank Thee," sank into a chair exhausted. Mr. C. looked at him in silence, and stretched out his hand, which the dean grasped warmly. Then he said:

"Forgive me, Mr. Dean, but what else could I do? I am as heartily relieved as you can possibly be. But now that the strain is over, may I venture to say that your conduct has entirely perplexed me. Why on earth, as an innocent man, should you have been so madly determined not to be searched?"

"To be sure," the dean replied with a weary smile, "I ought to explain. I know that you did not take me to be a thief. But five minutes later you must have done so, and I should have had to face the consequences. Now I can show you what it was impossible for me to show you while your coin was missing," and he took a coin out of his pocket and held it out to Mr. C.

"You and all others experts were

convinced that your coin was unique. You see that I have a duplicate specimen in my possession, and I came here today for the express purpose of comparing it with yours. What would my position have been if it had been found in my pocket before yours had been recovered? I shudder even to think of it. It was a horrible moment, horrible," and the dean mopped his brow.

---

#### WIT, WISDOM AND PHILOSOPHY.

It is better to be lonesome than sorry.

A papa with hard horse sense is not always able to consult a daughter out of her nonsense.

Love is like target practice. You may be a pretty good shot and yet never hit the bullseye.

A fool's cynicism often discounts a wise man's platitudes.

Circumstance trumps nearly every game in life.

The woman who thinks she can be naughty without danger wakes up with a loud buzzing in her ear.

A man who puts a new coat of kalsomine on his past often thinks he has really reformed.

Discretion is the aftermath of foolishness that has cost too dear.

A man forsakes the evil of his ways, not because he has grown good, but because he has grown tired and dyspeptic.

Many people have the same effect upon you when near you as if an alarm clock had run off an hour ahead of time.

## THEY TELL US.

## IN A FEW LINES.

That Panama hats and Panama stamps will be all the go this summer.

\* \* \*

That "The Philatelic Era will be consolidated with Mekeel's Weekly."

\* \* \*

That the Match and Medicine Album will soon be published.

\* \* \*

That the former Exchange Superintendent of the Sons of Philately has skipped with some of the members' stamps.

\* \* \*

That the dealers are busy.

\* \* \*

That they report a big demand for Russia and Japan stamps since the war started.

\* \* \*

That someone has discovered a good four cent Pan-American with inverted center.

\* \* \*

That the promised St. Louis Exposition stamps will prove popular.

\* \* \*

That they will add a great many new collectors.

\* \* \*

That it is costing the natives of Columbian Republic five pesos to buy a letter to this country.

\* \* \*

That a fellow can own several millions of pesos in unused Columbian Republic postage stamps and yet cannot be classed as a member of the Millionaires Club—The Perforator.

Beginning with the next issue we will enlarge this department three or four pages and give our readers articles by such well known writers as R. F. Baldwin, Henry H. Huff, Leon V. Cass, R. R. Thiel, George C. Asby and others. We intend to have the "Bulletin" have a better stamp department than any other paper.

\*\*\*

Frank C. Young, Syracuse, N. Y. has been appointed editor of the Perforator, and under the able charge of Mr. Young the monthly will achieve even a greater degree of popular favor than it now enjoys.

\*\*\*

The denominations of the 1869 issue up to the 12c, inclusive, were arranged in sheets of three hundred stamps divided into two panes of 150 each; the sheets were cut vertically in two, of course. The four bi colored stamps of the issue were in sheets of one hundred, divided into panes of fifty, although at first it was the intention, evidently, of the Post-Office Department to issue the whole sheets of one hundred stamps.

—Mekeel's Stamp News.

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For Exchange or Sale.

GASOLINE LAUNCHES—Cabin and open, all sizes; bargain prices; over sixty to choose from in our storage sheds; gasoline engines, Tregurtha water tube boilers, steam engines. Murray & Tregurtha Co., 340 West 1st St., South Boston, Mass.

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LAUNCHES, sailboats, rowboats and dingies; ribs bent to order. F. Jacoby, near foot St. Paul's Ave., Hackensack River, Jersey City. LET us know your wants in launches or sailboats; "w' have it." Kinsey & Dobbins, 36 Clinton St., Newark, New Jersey.

# THE EXCHANGE BULLETIN.

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Manuscripts must be sent flat or folded,—never rolled,—fully prepaid and accompanied by an addressed stamped envelope for return. Manuscripts should be between 1000 and 5000 words in length. Any clean, original story may be available. There is no purpose to limit the field to those of one form, and manuscript submitted will be judged upon its merit alone.

The ads in classified columns bring the advertisers large returns at small cost. Try one and you will be surprised by the large replies which you will receive.

We desire to always protect the interest of our patrons, and any questionable transaction should be promptly reported to us. We will investigate the matter and assist them in securing satisfaction in every way possible.

Often a crying need—a handkerchief.

Pine trees raise the wind to a high pitch.

We do not like some perfumes for (s)cent

It doesn't improve a short man's standing in society to get "high."

There's little harmony in a house where a woman continually harps on one string.

A "ham" actor out of work might become a "sandwich man."

Some disagreeably proud people like their noses, are always turning up.

It takes more than "leaven" to make a dozen loaves of bread.

High treason is one of the lowest of crimes.

A soldier cannot show his worth unless he is given a fighting chance.

The minister may not believe in "omens," but he has faith in "a-men."

A plain girl is not often improved by getting ruffled.

Why not charge it and say, "I'm mad as a dry duck?"

The actress who has to make up wrinkles should never forget her lines.

A man with money need not go to the seashore to be among the breakers.

Old-fashioned "waterfalls" did not exactly give women water on the brain.

Though he may be an incendiary the tobacco sellers causes many a fortune to go up in smoke.

The world was not made by man, yet we often hear it said that "it takes all kinds of people to make the world."

## CLASSIFIED AD DEPT.

At rate one cent per word, cash with copy. REMIT in one or two-cent postage stamps or coin wrapped in paper to prevent wearing through the envelope. Small amounts may be sent through the mail in this way with perfect safety.

ADS ARE CLASSIFIED according to what is offered and not what is wanted in return. When two or more articles which will not properly come under the same heading are offered in the same ad, it will be placed in the miscellaneous column. If you want to advertise articles of more than one class, use more than one ad and thus secure proper classification.

IN MAKING EXCHANGES with unknown parties it is often desirable to have an opportunity of examining the article to be traded for before giving up possession of the one traded off. This may be secured in either of the following ways:

Each party may send his goods by express addressed to the order of himself at the express office of the party with whom he is trading, with instructions to the express agent to allow that person to examine them. Then when goods are found by both parties to be as represented, orders for delivery are exchanged. For example: A of St. Louis, Mo., and B of Philadelphia, Pa., agree on a trade. A sends his goods by express addressed:

Order of A.  
Philadelphia, Pa.

Notify B.  
Allow Examination.  
Reships his goods marked:  
Order of B.  
St. Louis, Mo.

Notify A.  
Allow examination.  
A's shipment will be forwarded to Philadelphia subject to his order and B will be allowed to examine it. B's shipment will be forwarded to St. Louis subject to his orders and A will be allowed to examine it.

If A finds B's goods as represented he immediately sends B an order on the express agent at Philadelphia for the goods which he has shipped there for B's examination. Likewise B examines A's goods at Philadelphia and finding them as represented immediately sends A an order on the express agent at St. Louis for his goods. If either party finds the goods of the other not as represented it is in his hands to order his own goods back home in case the matter cannot be satisfactorily adjusted. He will of course return the other man's order as soon as it arrives. The risk of having a man make use of your order for your goods and deliberately order his own goods returned to himself is too slight to be considered. You may feel perfectly safe when using this method.

Third: Freight shipments may be made in the same way using the bill of lading in order of delivery to the other party. Example: A has his bill of lading for goods shipped to his own order at B's station. He will indorse the bill of lading over to B by writing across the face of it "Deliver goods to B" and sign with his own name. B will likewise indorse the bill of lading to A and send it to him.

When an article of merchandise is shipped by freight in exchange for live stock to be shipped by express, the live stock should not be shipped until the freight shipment has ar-

rived and been examined. Then the live stock should be shipped direct to the shipper of the merchandise. If he does not find the live stock as represented he will immediately return it, otherwise he will forward bill of lading for the merchandise to the shipper of the live stock. There is not the slightest risk that the shipper of the merchandise will keep the live stock and fail to forward the bill of lading for the merchandise shipment. If he does, the loss is on us. We absolutely guarantee to make good any direct loss of a shipment sustained through the failure of the shipper to deliver an endorsed bill of lading to the consignee, after having received payment for the shipment, provided the trade or sale was brought about by an advertisement in the EXCHANGE BULLETIN.

EXCHANGE BULLETIN PUB. CO.,  
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For Exchange or Sale.

INTERESTING MAGAZINES, novels, papers in large 2-pound packages; 15c a bundle post-paid, no trash. R. K. Cooper, Germantown, Tenn.

DRAFTSMEN EARN \$100 per month and more. Will sell complete course in mechanical drafting for 25c. J. Lucas, 34 Julia St., Cleveland, Ohio.

"SAPHO" and other love stories done up in big bundles, a bargain, 10c a bundle; send for some and you will want more. M. Schilling, Richmond Hill, L. I., N. Y.

HOOSIER MONTHLY, farm poultry paper, 10c per year. Montpelier, Ind.

ONLY \$5 PER YEAR. Subscribe now and secure the instructive articles on "Mother and Child" to begin in the Feb. issue. Health Messenger Co., Box 15, Maquoketa, Iowa.

## BUSINESS CHANCES, PATENTS, ETC

For Exchange or Sale.

\$2,000 STOCK NEW HARDWARE doing good business, city of 7,000, R. R. division, sell or exchange. Snap. Have other business. F. P. Meeker, Brookfield, Mo.

WANTED EXPERIENCED MAN in closing up deals on selling rights, have a valuable patent would give half interest for \$1,500 to the right party. I am an expert operator of this machine patent, particulars. Box 80, Meridian, Miss.

FOR EXCHANGE—United States patent small article. Also hand carved bedstead 100 years. Address G. Hebron, Ind., R. R. 2.

START IN BUSINESS—Make money. No peddling; experience unnecessary. We'll tell you what and how to start. Send stamp for particulars. The Fredwill co., 1520 N. Wolfe St., Baltimore, Md.

FOR SALE OR TRADE—United States patent No. 731,048, issued Oct. 13, 1903. Track sanding device for street or tram cars. C. W. LaGrige, Station "A," Pueblo, Colo.

WANTED—PARTNER with some cash to extend my business of manufacturing "Cannicene," a disinfectant and vermicide; been in the business 12 years; or will sell formula

with list of customers; 500 per cent. profit; a fortune for an energetic young man. Send 10c for particulars and samples. Box 88, Flushing, Mich.

### COINS WANTED

\$5.75 PAID FOR RARE 1853 quarters; \$4.00 paid for 1804 dimes; keep all money coined before 1875 and send 10 cents at once for a set of two coin and stamp value books; it may mean a fortune to you. Address C.F. Clarke, Agent, Dept. F. LeRoy, N. Y.

### CAMERA AND OPTICAL GOODS.

For Exchange or Sale.

FINE 4x5 CYCO RECO view camera with four plate holders and sole leather case. Cost \$15. Will sell or exchange for offers. L. E. Hudson, Ellisbury, N. Y.

FINE 8x10 VIEW OUTFIT \$45.00, and cost \$77.00. Box 66, Oakland City, Ind.

FOR SALE, SECOND HAND KODAK and outfit nearly new. Will sell for only \$12.50. Send for full description and list. C. Buren, Townley, Mich.

NEW 4x5 FOLDING CAMERA with 6 double plate holders. Cost \$25.00. Will exchange for 2,500 whole Continental tobacco tags. Heck Bro., Pittsfield, Illinois.

CAMERAS AND SUPPLIES MUST be "closed out" at once. One customer will get a Gramophone outfit worth \$25.00. Send stamp for full particulars. No postals. C. D. Dain, Webster, Iowa.

"KODALS and supplies, 4x5 and 3 1/4 x 3 1/4. Also Eastman enlarging camera for tobacco tags. Will allow one cent for each tag. F. G. Hanna, Stamford, Tex."

### DOGS.

For Exchange or Sale.

BEAUTIFUL ESQUIMAUX SPITZ, great house pet and watch dog, \$14.00. R. L. Nay, El Reno, Okla.

COLLIES for anything. Kennels, Shadeland, Pa.

STUD DOG BULL TERRIER, rich mahogany brindle, worth \$50, trade for chickens, White Wyandottes preferred. A. T. Clarke, 198 S. St., Salt Lake City, Utah.

WELL TRAINED shooting dogs at half value. Rare bargains. J. W. Winecoff, Glass, N. C.

PURE SPOTTED CROSS BRED (Pomeranian and Fox Terrier) pups, 7 months old, beauties, none more attractive or intelligent pair for \$20, or exchange for new 22 caliber repeating Marlin rifle, 1897 model, or 25-20 Winchester. Archmont Kennels, Delavan, Ill.

FOR CASH OR BEST OFFERS—Setter dog, one year old, Prairie State incubator, 200 egg. H. Buckingham, Bloomville, Ohio.

FOR SALE—SCOTCH COLLIE, female in pup, eligible to register. Elmer Hunt, Marlon, Ind.

BIG BARGAINS—Write me for list of English Setters, sell for cash or trade for diamonds, gems or typewriters. C. McDuffee, Allegan, Mich.

FOR SALE OR EXCHANGE—One coon hound ten months old, extra fine, best offer. H. S. Coles, Middletown, Ohio.

FINE BULL TERRIER bitch eight months old. Extra smart. F. Collingwood, Nor-

walk, Ohio.

FOR SALE—Coon, Fox, Wolf and rabbit hounds, extra good. Comrade Kennels, Bucyrus, Ohio.

FOX HOUNDS, broke dogs and pups, pedigree stock, post and stayers, trained coon wolf and rabbit hounds. D. Hopkins, Vincennes, Iowa.

### HELP WANTED.

Agents.

I HAVE 13 DOZEN ladies' fur-top fleece lined kid mittens. Will sell at \$3 dozen. Good opportunity for some one cold climate and country town. They are cheap at 50c a pair. Sample 30c. Ernest Brower, Johnstown, N. Y.

I NOW FEEL LIKE A MILLIONAIRE, writes one of our agents. He sold \$7 in nine days. Quickest seller ever shown farmers. Brand new. Write today for our liberal terms. Farmers' Account Book Co., Newton, Iowa.

AGENTS WANTED everywhere to sell Novelty Advertising Signs. Easy work, good pay; \$10 sample. Fred K. Small, Manager, Lisbon Falls, Maine.

AGENTS WANTED for Pocket Hitching Posts, most useful invention of the age for any man who drives a horse; write for terms. Batterson Art Supply Co., Bunkie, La.

WE PAY a large commission for selling our convenient, quick-filling compartment mattress ticks. Eureka Mattress Co., Box P 300, Franklin Grove, Ill.

SOLICITORS WANTED for magazine work, good commission and territory. Heryn Moon, Moquokets, Iowa.

AGENTS WANTED to sell our Sure Cure Headache Tablets, an unfailing remedy for sick and nervous headache, neuralgia, rheumatism, colds and fever, and sleeplessness. For free sample and terms address L. M. Geddes & Co., Dept. W, Allston, Mass.

WE WANT AGENTS who are willing to earn \$3 to \$10 per day: If you are honest we will start you in business. Send stamp for booklet and our proposition. Agency Department, 312 Fourth Ave., Pittsburg, Pa.

WE WANT A reliable lady agent in every town and city. Alberto-Irving Co., Henniker, N. H.

AGENTS, WE HAVE THE REAL THING for you. The "Miss Swell Barometer;" she changes her dress with the weather; a boon to agents; price, 25c; sample and terms to agents, 10c. Enterprise Printing Co., Blue Ridge Summit, Pa.

BOYS AND GIRLS can easily earn \$1 every day after school hours, selling my beautiful art pictures, done in handsome colors; size 16x20; retail at 10 cents each; you make over half profit. Sample and wholesale prices, 10 cents. J. Bass, 47 Market St., Newark, N. J.

### MISCELLANEOUS.

WANTED—PEOPLE to do writing at home during their spare time, good pay. Address H. N. McBride, Waterloo, Indiana.

WANTED—NAMES of those that can spare a small portion of their time for light employment at home. Good pay. W. Galton, R. F. D., Carlsbad, N. Mex.

FARMERS—COME WHERE YOU can work



outdoors in shirt sleeves. Splendid possibilities for those of small or large means. Doak Aydelott, Tullahoma, Tenn. **FOR ADDRESSING** printed letters about Fruit Flavoring Tablets, done at home in spare time and is very profitable. Home Supplies, Dept. 6-10, Springfield, Mass.

### INSTRUCTION.

**FOR YOU FRIENDS** with facial peculiarities—hooked noses, outstanding ears, etc.—Send for "Simplified Face-Reading" (copyrighted), and read their secrets, easily, "as in an open book." Written by an expert to sell for each. Have a limited number at 25c. Send for copies, 15c. R. K. Cooper, Germantown, Tenn.

**SILVER OLD MIRRORS** at 10c each. Give you \$1. We teach you: no recipes but a thorough guaranteed course of instruction in this, and 20 other money-making arts for agents, painters, mechanics, repairmen, etc. Address with stamps, and booklet giving information. Hullingers Correspondence School, Francesville, Ind.

### MACHINERY, TOOLS, ETC.

For Exchange or Sale.

**RAY'S ELECTRO PLATING** outfit, costs \$24, will exchange for a shot gun, knitting machine or printer's material. J. P. Matterson, Iuka, Miss.

**FOR SALE—MACHINERY** for butter and cheese making, John Stegner, Lewisville, Ohio.

**SILVER** and nickel plating outfit, cost \$20. Total silver plater, cost \$10. Cash or check. August Beerklund, Onekama, Mich. **COMPLETE PICTURE FRAME** outfit for making frames, to trade for printing press and outfit for \$40. Will O. Crenzt, Donora, Pa.

**FOR SALE—20 horse boiler** and 18 h. engine, 1000 Prairie State incubator 100 egg. E. J. Boushka, Waldon, Mich.

**FOR SALE OR EXCHANGE.** One Calcium Light made by Maginley of Chicago. Cost \$1.00 as new. Carried as baggage. Will sell cheap. No use for it. Lock Box 157, Concord, N. H.

### POULTRY.

For Exchange or Sale.

**BUFF COCHIN BANTAM** eggs for sale \$1.50 per 15; birds scored from 92 to 93%. E. Brezina, 2155 So. 9th St., Lincoln.

**DARK BRAHMA**, Partridge, Buff and fifty choice trios for breeders. \$5 each. Will exchange for outdoor hot air stoves. Must be in good condition; am making orders for eggs; write at once; Ideal Bantam Yards, Belydere, Ill.

**DARK BRAHMAS**, a bargain. \$1.00 per stamp. Ed. Shaffer, Keosauqua, Ia.

**MONEY** in Light Brahmas; eggs \$2 per 15; \$2 up; write. Aaron J. Felthouse, Elkhart, Ind.

**BRAHMAS EXCLUSIVELY** Eggs from the breeding stock at seasonable prices. J. A. Zollinger, Goshen, Ind.

**BLACK** Pure black braisted Red Pit

Game Stags at \$2 each. M. H. Willis, Jamaica, Vt.

**CORNISH INDIAN GAMES**—Winners Topeka, Kans., Atchinson and St. Joseph, Mo. Eggs and stock for sale. Chas. Sellar, E. Atchinson, Mo.

**FOR SALE OR EXCHANGE**—Pit games for White Leghorns. Jack Odgers, Maquoketa, Iowa.

**CORNISH INDIAN GAMES**—None better; two cockerels, \$3 each; six hens and six pullets, \$2 each, \$25 for all; 60-egg Prairie State incubator for male brindle Bull Terrier, F. W. LePorin, 37 Barclay St., New York, N. Y. **A FEW MAMMOTH** bronze turkey Toms for sale, \$5 each. Margaret C. Daly, Anamosa, Iowa.

**PEKIN AND ROUEN** duck eggs \$1.75 per 13. Winners at Chicago, Milwaukee, Kenosha, Wisconsin and Indiana State Fairs. Dawson Bros., Franksville, Wis.

**FOR SALE**—Emden geese of the finest quality. Several choice trios at \$7 per trio. Order quick before all are sold. Address U. R. Fishel, Hope, Ind.

**SILVER WYANDOTTES**, the best matings; this season's eggs, \$1.50 per 15. C. F. Dambaugh, Evans City, Route 36, Pa.

**EGGS, EGGS**—From pure bred silver laced Wyandottes, the kind that won the second place at the great Australian laying contest for the first six months. Open laced all over, including the much admired laced wing bar. Special rates on application.—J. N. Burton, Sterling, Kan.

**SACRIFICE SALE ON SILVER** laced Wyandottes, having several scored and unscored cockerels and pullets that I will sell at a bargain to make room for other stock. I am now booking orders for eggs, my first pen \$1.50 per 15 and second pen \$1. Birds scored by Judge Russell, first pen scoring from 90 to 92, second pen from 87 to 90. Mrs. F. E. Brezina, 2155 So. 9th St., Lincoln, Neb.

**WANTED—WHITE WYANDOTTES** in exchange for Rose Comb R. I. Reds, good stock, Lock Box 4, Valois, N. Y.

**PRIZE WINNING** White and Buff Wyandottes; second prize White Wyandotte Cockerel, scoring 93 points, \$5; other cockerels, \$2 each; eggs \$1.50 per 15. Mrs. Geo. Banks, Taylorville, Ill.

**SILVER LACED WYANDOTTES** exclusively; choice high scoring cockerels and pullets for sale. Write for prices; eggs, \$3 per 15. E. W. Davis, Fillmore, Mo.

**BARRED ROCKS** (Thompson's strain)—Extra large and win in strong competition; eggs \$1.50; guaranteed to please; write me for list of winnings. Pickaway Poultry Farm, Circleville, Ohio.

"**ELM ROW WHITE ROCK FARM**" has eggs from high scoring birds for sale; pen 1 headed by cock scoring 95, by W. S. Russell; order early; number limited; \$2 per 15, \$5 per 45, \$10 per 100; fair hatch guaranteed. C. M. Renne, prop., Grand Rapids, Wis.

**BARRED PLYMOUTH ROCKS** exclusively; only a few cockerels left for sale; pullets and hens all sold; eggs \$1 per 15, \$5 per 100, from good matings. David Jarvis, Spencer, Ind.

**BUFF COCHINS** the conning breed; exhibition and breeding stock for sale; prolific feathering; up to date in shape; eggs reduced from \$3 to \$2 for 1904. Write your wants to W. W. Scott, Box 41, Marlon, Iowa.

**HAVE SOME CHOICE** Burdick Buff Ply-

mouth Rock cockerels (\$5.00 to \$10.00 value) that I offer for \$3.00 each; surface and under color fine; also can spare 20 Buff Wyandotte pullets at \$1.50 each; want 83 point White Wyandotte pullets. T. M. Johnson, 46 W. Miller St., Newark, N. Y.

**THE LEGHORN** in Golden Buff. I have the standard strain. My breeding pens contain many prize winners in the leading Pennsylvania shows. Eggs \$2.00 per 15. David B. Trout, Blandon, Pa.

**FOR SALE**—Eggs, Single Comb White and Brown Leghorns. B. W. Rehmeyer, Shrewsbury, Pa.

**SINGLE COMB White Leghorns**; extra fine breeding pens; average score of all birds in pens, 94 22-27; eggs \$1.25 for 15; \$2.00 for 30. L. Z. Craig, Charleston, Ill.

**BROWN LEGHORNS** of the highest quality; large size; heavy layers; a few left for sale; five dollars per pair; seven dollars per trio. W. H. Barksdale, Falls Church, Va.

**ROSE COMB BROWN LEGHORNS** exclusively; customers say, "worth double," another, "first-class for price;" nice cockerels \$1 each. Incubators wanted. L. S. Relyea, Voorheesville, N. Y.

**THOROUGH BRED S. C. B. Leghorns** for sale and eggs in season shipped to any part of the country. W. H. Haffers, Lawsonham, Clarion Co., Pa.

**WHITE WYANDOTTES**—At Olean this year we won first and second cash, first and second hen, first and second pullet and second cockerel in strong competition; stock and eggs for sale; one trio White Leghorns scored 90, 91, 93½ (by Drevensstedt); price \$7.00. J. C. Collins, Weston's Mills, N. Y.

**FOR SALE**—Geese, Colored Silver Gray Dorkings, Pit Game Bantams, Rose Comb Blacks, Silvers, Black Tail Japs; will exchange for good Andalusian cock. S. C. Drew, Cuba, N. Y.

**ROSE COMB White Leghorns** and S. C. Buff Orpington cockerels at half price if ordered at once; eggs in season. J. M. Greenlee, Mason City, Neb.

**FOR SALE OR EXCHANGE**—Two pairs each of Buff Laced and W. C. B. Polish; fourteen good bantams; want Cypress 120-egg incubator or Silver Pencilled Wyandotte hens; also a fine peacock, \$5.00. Box A, Washingtonville, Pa.

## POULTRY SUPPLIES

**FOR SALE**—One 200-egg invincible hatcher with copper tank, and one Peep-o'-Day brooder; reason for selling, want small machine; price \$10. Address Andrew Peterson, Perry, Ohio.

**FOR SALE**—Sure Hatch 100-egg incubator and brooder, Adams bone cutter, L. W. Bieber, Watertown, Pa.

**FOR EXCHANGE**—One hot water None-Such 104-egg incubator; two Successful 200-chick out-door brooders with regulators; one 50-chick Gem brooder; first-class shape; used but little; want Toulouse and China geese, Muscovy and Indian Runner ducks, Partridge or Silver Wyandottes or others. B. F. Kahler, Hughesville, Pa.

**A BARGAIN**—ONE SURE HATCH incubator and brooder; both in fine condition; both for \$14. R. R. Kimbro, Sterling, Ill.

**CHICKENS HATCHED** in winter bring higher price in summer; build yourself an incubator; my plans are very easy; price 25c. Box 68, Patchogue, N. Y.

## NOVELTIES.

For Exchange or Sale.

**LATEST THING OUT**—Water hook, any mounting, 25c. Noah Salts, Horrs, Ohio.  
**MAKE THE GIRL GIGGLE**—Only 10c. Are you wise? Edgar Lewis, Gastonia, N. C.  
**MEN AND WOMEN**—Light and heavy woolen cloth, 50c per yard, samples 10c; we are mill agents; sell direct to you at cost price, get samples and be astonished. Peerless Mfg. Co., Box 62, Providence, R. I.

## PRINTING.

For Exchange or Sale.

**SEND 10 CENTS** for 10 beautiful envelopes representing World's Fair buildings, printed in colors; write quick. Henry Darro, Delaney, Del.

**ENVELOPES**, 90,000 at 65c per 1,000; size 6½ or smaller; samples for stamp. E. E. Thompson, Box 387, Worcester, Mass.

**PRINTING 100 NOTEHEADS**, envelopes, cards, 30c prepaid. Bennett Printing Co., Water Valley, Ky.

**EXTRA FINE LETTER HEADS**, envelopes, visiting and advertising cards sent prepaid 20 cents per 100. Best work. Lowest prices. Excelsior Printing Company, Eona, Va.

**OUR PRICES**, and 100 XXX Manila envelopes printed 18c postpaid. Art Printing Co., Massack, Ky.

**ENVELOPES PRINTED TO PLEASE** Sample 100 6½ XXX white, with price list, 30c, postpaid. John J. Goff, Nebraska City, Neb.

**ONE PRINTING PRESS** 5¼x8½, hand power, 10 fonts good type, cost \$85 new, one squeeze spindle, easy operated, cost \$15. Want cash or what have? J. D. McHenry, Dana, Ill.

**LARGE PRESS** \$4.00. Send stamp for big list. Ralph L. Cowles, Canton Center, Conn.

**FOR SALE CHEAP**—One 9 x 13 O. K. job press in fair condition, built for fast work, cost \$180. Will sell for \$75 cash if taken soon. Jno. Hyde, job printer, Sheridan, Ark.

**WHAT HAVE YOU** to trade for a foot power rotary printing press and 20 fonts of type hardly been used, cost \$195, weighs 1,500 lbs. Will take \$125 trade for good value. Have no use for press; write S. P. Rolph, Wankou Winnebago Co., Wis.

## POSTAGE STAMP.

**DUPLICATES** to exchange for others. Prefer U. S. and foreign. C. Hawks, Hartsdale, N. Y.

**I WANT** agents for my approval sheets, 50 per cent. dis. Reference required. Chas. Fisher, 26 Harrison Avenue, Taunton, Mass.  
**U. S. PRE-CANCELLED**, 19 var., only 10c. Coin or stamps. J. R. Thompson, Sawyard, Ky.

**I WILL** give an unused 30c Columbian to the person buying the greatest amount of stamps from my approval sheets during February and March. References required. Daniel B. Childs, New England Bldg., Kansas City, Mo.

**I WILL** give \$1 and \$2 Revenue, gray, to every one applying for my approval sheets and sending in a reference. Daniel Childs,

**JUST THINK OF IT.**

FREE! A BEAUTIFUL SET.

of Cuban revenue, for the names of two stamp collectors and two cents for postage. \$1.75 only to each.

100 finely mixed foreign.....14c  
 250 for 25c; 500 for.....60c  
 500 die cut hinges 8c; 3,000 20c; 5000.....30c  
 100 blank approval sheets.....19c  
 100 blank approval books.....12c  
 50 for 25c; 50 for 15c; 100 for.....75c

Agents wanted for our unexcelled approval sheets. Our large catalog of bargains free. Why not write for one?

**TIFFIN STAMP CO., Tiffin, Ohio.**

**Special.**

Hayt 1896, 1, 2, 3, 5, 7 and 20c complete mint, only 20c.

**Free**

A U. S. Department stamp worth 10c to all applicants for our 50 per cent. approval books. Reference required.

Wholesale selections for small dealers against reference.

**WM. H. HUSH,**

110 Jefferson St., Sta. J., Baltimore, Md.

**U. S. REVENUES.**

1900 ISSUE.

10 gray, good condition, very slight cut, in fact first rate copies each 15c

50 orange red, 1898 issue, uncut, perfect copies, each 8c

50 playing cards, perfect copies, 1st issue, perf., cat. 75c, my price 30c

50c foreign exc., cat. 50c, each 10c

Satisfaction guaranteed or money refunded.

**S. VALENTINE SAXBY,**

Rockford, Ill.

**GET THE HABIT**

of sending your duplicates to us for exchange. All stamps must cat. at least 4c. All selections must value at least \$10.

Send a selection at once and give 100 trial.

**International Stamp Exchange,**  
 Hudson, Mich.

New England Bldg., Kansas City, Mo.  
 FREE. 50 varieties to all applying for my fine approval books and sheets at 50 per cent. A. C. Chauncey, 712 N. 3rd Street, Harrisburg, Pa.

**FOR SALE**—Confederate stamps, money, bonds, broken bank bills, U. S. fractional currency. Send 10c for catalogue. 24 pages. R. L. Deitrick, Lorraine, Va.

\$1 CAT. value in U. S. stamps 20c. no stamp cat. less than 2c. 35 var. Cuba 20c. 8 var. Porto Rico cat. \$1.35, only 15c. R. H. Carlton, Niles, Ohio.

FREE—12 var. unused stamps for the names and addresses of 3 stamp collectors and stamps for postage. Finest stamps on app. at 50 per cent. com. H. E. Hollinger, 166 Portage Path, Akron, Ohio.

FREE—A beautiful stamp to all who apply for my approval sheets at 50 per cent. discount. 1000 Faultless hinges only 7 cents. G. H. Tinley, 1008 West Lanvale St., Baltimore, Md.

STAMPS—No two alike, 100 for 7c. Fred Penner, 2232 S. Rosewood, Philadelphia, Pa.

FREE—Handsome set of 5 Nicaragua stamps, 1900 issue, free for names and addresses of two stamp collectors and 2c for postage. 1000 hinges 8c; 12 U. S. Documentary Revenues 10c; 220 foreign, fine, 25c. List of 600 sets free. Agents 50 per cent. commission. Mention this paper. Quaker Stamp Co., Toledo, Ohio.

SPAIN—50 different 1856-1902, no holes. 15c. H. Cormack, Port Ewen, N. Y.

DOE'T fail to send us your name and address for copy of our large list of unused and used stamps at one cent each. This list contains stamps catalogued as high as 20 cents each. Economy stamp Co., 2113 Third Avenue, New York City.

100 varieties stamps 5c. Same and 900 mixed 12c; 4 coins or 4 medals, or 4 Mexican, or Central American private coins 10c; 10 coins 25c; Ancient Hindu coppers 3c up; trade checks \$1.50 100. South California Stamp Co., Santa Ana, Cal.

A RUBBER hand stamp mounted on air cushion base with your name and address on it and a pint of Royal purple writing ink postpaid for 20c. Price list free. Leon V. Cass, Hanover, Pa.

50 DIFF. 6c; 129 diff. 10c; 10 King's heads 12c; complete set new issue Canada king's heads 10c; hinges 5c 1000. Scott's cat. 58c. Acme Stamp Co., 8 Erie Ave., Cincinnati, Ohio.

FREE—A U. S. Interior unused to all sending for my approval sheets at 50 per cent. discount, postage extra. C. B. Rogers, South Orange, N. J.

STAMPS at 1/4 catalog. 12 different, rare, foreign stamps cataloging exactly \$1. No reprints, envelopes, revenues or torn stamps. All fine, only 25c. Think of it! T. B. Platt, 614-16 Pa. Ave., Washington, D. C.

**BARGAINS.** Bulgaria 1901, 8 var. 7c; Costa Rica 1892, 4 var. 3c; Dutch Indies 1892, 6 var. 8c; Guatemala 1902, 6 var. 10c; Hawaii 8 var. 15c; Netherlands 1899, 14 var. 10c; New Foundland 1898, 4 var. 5c; \*Salvador 1889, 1 and 2c, 4 var. 6c. \*means unused. Postage extra on orders under 50c. Hub Stamp Co., Highland P. O. Box 38, Springfield, Mass.

U. S. and foreign on approval at 75 and 85 per cent. discount. Fine bargains. E. I. Gardner, North Rose, N. Y.

ANY STAMP in stock at 60 per cent. Sheets sent. J. C. Jay, Mt. Pleasant, Ia.

105 STAMPS for only 9c. A rare stamp for the names and addresses of two stamp collectors, 50 per cent. commission. Union Stamp Co., 99 Pleasant St., Holyoke, Mass.

### WANTED FOR CASH.

I WISH to purchase good U. S. postage and rev. stamps; cat. 3c up. Condition must be good and prices low. Address F. B. Kirby, 227 Arnold St., New Bedford, Mass.

### RECIPES AND SECRETS.

For Exchange or Sale.

STRANGE SECRETS, WONDERFUL MYSTERIES—Startling disclosures, 10c. Parisian Spec Co., 300 Aurora St., Paul, Minn.

BARBERS, ATTENTION! Send me 5c and I will send you recipe to use on hone; a great success to unsuccessful swatsy. W. C. Hoag, Medford, Oregon.

I HAVE ARRANGED 5 sections of valuable recipes, 5 for ladies, 5 for gentlemen, 5 for the business man, 5 for the farmer, 5 for the housewife, each section 25c, all for \$1 cash or exchange. C. A. Sprengle, Blue Ridge Summit, Pa.

HOW TO MAKE SUGARINE. One drop sweetens cup coffee; small package equal to 50 pounds sugar. Magic Polishing Cloth, cleans silver; Luminous Ink, shines in the dark; Vanilla Flavoring Powder, better and stronger than the extract; Inkless Pen, writes by dipping in water. Any recipe 10c silver, 5 for 25c. No stamps. Standard Formula Co., Box 340B, Middleport, Ohio.

GUARANTEED DISTEMPER or mangle cure fifteen cents, or both for twenty-five cents. Wild Wood Kennels, Wichita, Kan.

I WILL ANSWER any question concerning painting, graining or paper-hanging for 10c and postage; 18 years' experience. John Compton, 1023 Prairie Ave., Mt. Vernon, Ill.

"COMPLEXION BEAUTIFUL." 25c silver brings it and four other "useful" recipes. Also guess how many beans in half gallon Mason jar. Correct guess takes deed to \$150 lot in Raleigh county coal fields. Lock Box 14, Beckley, W. Va.

SEND ONE DIME for a formula to put on soft coal. Saves fuel and removes the soot from stoves, pipes and chimneys. N. W. Simons, Ashtabula, Ohio, Dept. C.

NO MORE BLIND HORSES—Any one answering this ad and enclosing 25c I will send formula with full directions how to use it and guarantee it to cure weak eyes, and clear away all scum from the eyes, to restore sight in majority of cases. Maupin & Co., Mammoth Springs, Ark.

FOR \$1 I WILL SEND a practical recipe to make condition and best egg-producing powders. D. K. Heistand, Hendricks, Pa.

TO MAKE HENS LAY the year around, keeps them healthy and will make them lay during winter. Send dime for the secret. Rex Company, Lynn, Mass.

LARGE BOOK of over 300 trade secrets, recipes, formula, etc., 10 cents postpaid. Jos Keating, 506 W. 24th St., New York City.

### REAL ESTATE.

For Exchange or Sale.

Improvements, financially satisfactory. Other property taken as part pay. Bargain price for quick deal. Chas. A. Peirce, Tallapoosa, Ga.

I WILL EXCHANGE Illinois, Ohio, Colorado and Tennessee lands for Arkansas, Miss., Iowa or what have you to offer? Address Box 79, Latham, Ill.

FEED BARN on electric line for sale or trade for land. C. T. Barton, 1263 K. C. Ave., Rosedale, Kan.

FOR EXCHANGE—Five good farms in Wire-grass section of Georgia for good renting town property. W. L. Du Vall, Balltown, Va.

FOR SALE OR TRADE—100 acres improved land, good water; will exchange for merchandise or small fruit farm in South Mo. Eli Spurlock, Galena, Okla.

FULLY IMPROVED FARM, good buildings, near fine lake, good soil, all fenced, had cultivated; balance fine timber and pasture; will trade for cheap North Dakota lands or residence. J. W. Hubbard, Woodside, Minn., Polk Co.

SEVERAL FINE FRUIT and stock farms for sale at a sacrifice; owners need money—write quick for special list. G. W. Campbell & Son, Willow Springs, Mo.

120 ACRES IN HOWELL CO. for sale or trade; price \$1,500, for sheep, cattle, mules, horses, real estate in Iowa, Minnesota or North or South Dakota or city property. E. J. Aaron, DeSmet, S. D.

SALE OR EXCHANGE—385 acres finest fruit land, ten acres fruit thirty clear, six hundred thousand feet timber (estimated), Stevens, Salem, Ark.

SALE—Eighty acres, good house, barn, store, sixteen hundred fruit trees cheap. Stevens, Salem, Ark.

FOR SALE—Important, urgent. A 10-acre fruit and poultry farm. A snap if taken soon. For price and terms address Box 97, Anita, Iowa.

### SPORTING GOODS, ETC.

For Exchange or Sale.

FIFTY PAIR rubber tires for foot cycles or skates. R. B. Hoskins, Merrill, Wis.

WILL TRADE double barreled breech-loading shot-gun, 12-gauge, for printing press or typewriter. E. M. Craft, Blackjack, Ky.

BICYCLE—Cost \$85, run one season, for 54x33 or larger printing press. What have you? S. Moore, West Norwood, N. J.

FOR SALE—An Ithaca hammerless ejector 12-ga. new, never used; 33 taxes; 11; 0-3; 45. Winchester or Marlin guns and rifles in trade. Harvey Smith, Madison, S. D.

HIGH GRADE chainless wheel and McAlister Magic lantern, cheap. Box 34, Summitville, Tenn.

SALE OR EXCHANGE—Three barrel Smith gun. Peter Brothers, Crown, Pa.

NEW WINCHESTER 32-20 repeater, 32 model. Exchange for typewriter or camera. Arthur Dirby, Garyville, La.

WILL EXCHANGE A double barreled breech-loading shot gun, 16-gauge, for a good flat cornet. Geo. T. Wilkins, Jacksonport, Ark.

FOR SALE—Good rifle, .35 caliber, full rifled, worth \$10; will take \$4. Chas. Conover, Miamisburg, Ohio.

ALABAMA FRUIT FARM—42 acres, good im-

## TYPEWRITERS, OFFICE FURNITURE, ETC.

For Exchange or Sale.

- BARGAIN** in typewriters. Enclose stamps or prices. James Ralston, Keota, Iowa.
- TYPEWRITER DESK**—The latest and best. Introduce quickly will sell at a special price. Its compactness saves room. Its convenience saves time. Circular free. Hudson & Son, 100 Main street, Ellisburg, N. Y.
- SMITH PREMIER AND COMMERCIAL** Visible typewriter—Will sell cheap or trade for printing press and outfit. J. W. Watson, McAdoo, Texas.
- FOR SALE**—A NEW FRANKLIN typewriter direct from the factory. Henry Moon, Maquoketa, Iowa.
- CASH OR EXCHANGE**—\$98.00 typewriter. Sample work. Stamp please. Exchange Bureau, Hagerston, Md.

## MISCELLANEOUS

For Exchange or Sale.

- FOR SALE**—MARLIN SHOTGUN, nearly new, 7 1/2 5x7 Century Grand camera, 1903 model; 17 all different foreign stamps, 10c Herbert Eddy, Fulton, Mich.
- HANDY KETTLE KNOB**, 2 by mail, 10c, Visiting cards, name engraved style, 25c 10. Laundry blue tablets, 10c package, Loring Mfg Co., New Dorchester, Mass.
- WHAT HAVE YOU TO OFFER** for a violoncello, oil finished, patent head, value, \$40? E. J. Downer, Stockport Center, N. Y.
- FOR SALE OR EXCHANGE**—Single barreled shotgun, revolver, Waltham watch, American sewing machine, roller organ. Want typewriter, printing press, phonograph or rollers. L. A. Belden, North Olmsted, Ohio.
- WINY DESERTS**—DELICIOUS, cheap and very palatable pudding tablets prepared and eaten instantly. One package enough for 4 people. Trial package 10 cents. Verba H. Schuyler, Neb.
- TANGLE**—1 BANJO, COSTS \$18, one gent's saddle, bridle, etc., cost \$35, for printing press, give full description or fancy poultry or poultry supplies. W. S. Crandell, Box 35, White Falls, N. Y.
- FOR SALE**—ONE PAIR WHITE Jacobins, one pair Red at \$5 per pair; one hen, \$3; one 2nd Pouter hen, \$2; must close or make room for young. Henry Moon, Maquoketa, Iowa.
- PRINTING PRESSES, TALKING** machine, gramophones, typewriter, musical instruments, hand tools, incubators, books and hundreds of other articles to exchange on anything of equal value. Let me know what you have and send for my bargain lists. Monroe Aurand, Beaver Springs, Pa.
- FOR SALE OR EXCHANGE**—Buff P. Rocks very fine quality. One 12x21 photogrammer's tent, good as new, used one day, high top and side and top light. Good "Mann" mill, large size, good condition. Want 2nd White Wyandottes or cash. Nuss & Son, Mo.
- GUITAR**—Improved Simplex typewriter—4x4 1-4. Vine camera, 4x5; long focus camera. Want cash or 6 1/4 x 8 1/4 camera. S. A. Vane, Timberville, Va.
- SCHELLA**—DELICIOUS—All about 100 grow; sell; make \$35 per week year

- around; mail dime and 2 cent stamp; personal letter; advice. Allegheny Amusements Co., 1722 Beaver ave., Allegheny, Pa.
- PARTNERS**—EITHER SEX, to raise nut-trees and seed corn seed and directions for planting and selling furnished. Yost typewriter for studio camera. Square Deal Farm & Nursey, Ivanhoe, N. G. P. & P, THE GREAT lice exterminator. Send 25c for enough to rid your hen coop of these little pests. J. A. Platts, Eldred, Pa.
- FOR SALE**—11 hen, 1 cockerel, Silver Laced Wyandottes, for \$12; one 1/2 3-in. 2-year Beagle bitch, \$4.00. Stamps for reply. Ed. Wilson, 1233 Hamp. st., Quincy, Ill.
- NEW HIGH GRADE McAllister** lantern and outfit that cost \$163.00. Columbia graphophone records and 56-in brass horn cheap. Box 34, Summitville, Tenn.
- DOUBLE BARREL SHOTGUN** and 6x9 printing press type, etc., for sale cheap. Want water motor. B. S. Mickel, Oswego, N. Y.
- A FEW SHARES** E. L. & B. Co.'s stock, low. I. E. Patchen, Manitowoc, Wis.
- FOR SALE CHEAP** Typewriter, rifle, watch, printing outfit. Send stamp. Address W. 1613 Water st., Peru, Ill.
- POULTRY AND PIGEONS** for sale. I have a few tags and hens to spare in Rose Comb Leghorns and Pit Games. Stags \$1.75, and hens \$1.25. Some nice pigeons in Pouters, Tumblers and Fantails from \$1.25 to \$3.00 per pair. Address Dan Veronda, Box 86, Diamond, Ill., Grundy Co.
- NEW AND SECOND-HAND** show property for sale or exchange. H. E. Phillips, Reynoldsville, Pa.
- STOUT CLOTH SIGNS** by mail, postpaid, from 22c up, of the old reliable hand-painted kind. Send for price list. Economy Sign Co., Reynoldsville, Pa.
- WE PAY CASH** for newspaper clippings, names and addresses. Write for particulars. The E. M. Smith Co., 114 E. 23d st., New York, N. Y.
- HALF PRICE** FOR gents' new fine shoes, very best; 20-year gold filled watch, parlor organs or piano. Address with red stamp, J. A. Bryan, Swann, W. Va.
- WANTED**—FORCASH, Pheasants, Chinese ducks, wild geese, fancy poultry, pigeons and pet stock, rabbits, squirrels, etc. Describe with best price. L. W. White, Cogswell, N. Dak.
- FOR EXCHANGE** Bicycle, guns, camera, etc., for gramophone, machinery or tools or offers. Enclose stamp. Burt Crone, Cuba, N. Y.
- WANTED**—GOOD DOUBLE action 38-cal. revolver, disc talking machine records, or other goods to the value of \$10.00 for ladies' fine wheel. L. F. Elkins, No. Troy, Vt.
- WANTED**—POULTRY WIRE NETTING. Will buy or exchange eggs from White Wyandottes, Light Brahmas or Pit Games. Wm. N. Ward, Livingston Manor, Sullivan Co., N. Y.
- WHICH WILL YOU CHOOSE**—FOR 2 silver dimes will send post paid, fine rubber stamps, with name and address, or German silver key chain. Both 25c silver. Halls Stamp Works, Delanson, N. Y.
- SOMETHING**—to interest everybody. Special price list free. Miss Sara M. Lermond, Artist, Bath, Main.
- FOR SALE**—Disc graphophone records, 35c and 45c each; choice Buff Orpington cockerels. G. L. Beard, Layton, Ill.
- FANCY PIGEONS**—Covles, black, Belgains,

first-class bone cutter, Almon Kibbe—Mayville, N. Y.

\$750 HARP FOR \$185; fine violins, \$5.00 to \$145; 100 typewriter bargains, \$12 to \$110. All kinds of lathes and tools, small steam engine, injectors, pumps, etc. State wants only stamp gets description, Chas. V. Berg, Le-Mars, Iowa.

SINGLE SHOT GUN. \$5; revolvers, \$2 each; electric belt, new, \$5; beautifully marked female fox terriers \$5; puppies, 8 weeks old \$2 each. Very fine St. Bernard bitch (33 inches) in whelp to my prize winner "Armiduke," \$50. Want English bull-dog (female) or offer, Fred Graham, 6649 Lafayette Ave., Chicago, Ill.

LOOK HERE—4 fine Brown Leghorn pullets, 65c each; also English Beagles, B. B. Shields & Son, St. Clairsville, Ohio.

SEND 12c for 12 pieces silk for crazy work, V. Goodhue, 27 Thornley St. Dorchester, Mass. WE HAVE FOR EXCHANGE or sale coin-slot picture machines, punchers, automatic electric organ, etc. Write us for lowest prices on earth, Allegheny Amusements Co., 1722 Beaver Ave., Allegheny, Pa.

SURVEYOR'S INSTRUMENT—A Randolph R. R. telescope compass with level on telescope, good as new for use. Cost \$110. Want \$70 cash, W. E. Weekes, Plymouth, Wis.

FOR SALE—COON dog, Boston terrier, also Pit Games to exchange for rabbit dog, H. J. Fisher, Eldred, Pa.

RAZORS HONED and returned, 20 cents. The Razor, Pomeroy, Ohio.

ELECTRIC POLISHING POWDER most brilliant and lasting polish known, for all kinds of metal, 2-ounce box 15c prepaid, V. Goodhue, 27 Thornley St. Dorchester, Mass.

A LIMITED NUMBER of Phoenix fire extinguishers to exchange: will take second-hand bicycles, watches, organ, printing press, camera or books, Asa Johnson, Good Hope, Mo.

FIFTY BOOKS, bicycle, banjo, violin, bass viol, single harness, pen, Partridge Cochins for B-flat or C-cornet, good make, Write Homer Larrabee, Hammond, Ill.

I HAVE THOUSANDS of articles for exchange; send stamp for lists, etc. C. A. Sprengle, Blue Ridge Summit, Pa.

ONE SIXTEEN-PLATE X-Ray machine for sale at a very low figure or will trade something. Two "Betz" hot air apparatus knee and leg. An Eastman 4x5 kodak to trade for Marlin repeating rifle. R. R. Smith, M. D., Webb City, Mo.

UMBRELLA SHAWLS, sacks, etc. to order, Box 78, Kingstree, S. C.

FOR SALE—11x25 ENGINE LATHE, foot power, small instruction machine, half horse power alternating motor, Science Library, 32 vols. Encyclopaedia Britannica stamp collection in international album, 1,400 varieties, photographic chemicals, frames, trays, endless variety tools and material; particulars only if you enclose stamp, Wm. M. Welling, 62 Lynn St., Covington, Ky.

CHEAP FOR CASH—Cyphers indoor, 60-egg Prairie State incubator; Excelsior printing press; Calligraph typewriter, Barrell & Son, Watkins, N. Y.

ILLINOIS WATCH, FIFTEEN JEWEL, four cameras, tennis set, sewing machine, lady's bicycle, two pairs gold spectacles, set of engineering books, for poultry or cash, W. I. Bolin, Hammond, Ill.

## "THE METROPOLIS"

Only 10c cash or stamps will bring this fine paper to you for 4 months. Fine stories and departments. Pay well to advertise in it. Send 5c for sample copy to the METROPOLIS, GORNING, N. Y.

To introduce our anti-trust Photographs Magazine and supplies, we will send a sample package of Gitsight Developing Paper (cabinet size); a package of Giant Developer; a copy of Photo Straws, the best magazine for amateurs or professionals; price list, etc., on receipt of 10c. small stamps or coins. Address Photo Straws, 373 Stayvesant Avenue, Brooklyn, N. Y.

## The Adhesive.

Published early every month. Subscription price 30c a year, including 3 reading notices.

Box 72, Rocky Hill, Conn.

Printing Souvenir Cards our specialty. Send photograph and \$3.00, we will send you 250 handsome cards printed; copy of our paper free. Write the Burton Printery, Madison, N. Y.

Every stamp, coin, curio and souvenir card collector should send for a copy of our paper, 20 to 32 pages monthly, 6 months for 10c. Full of offers and exchanges. The Philatelic Star, Madison, N. Y.

## Have You a Camera Or What Is Your Hobby?

No matter what it is, you will find something of interest in

### THE WEST

A 100-page illustrated monthly now in its eight successful year. Our slogan—"The Best and Lots of It." On trial 4 months for 10c; or 50c a year and one free 15 word notice in the largest exchange department extant coins, curios, relics, stamps, cameras, etc. Ads pay at one cent a word. We have published over 15,000 ads in the last two years. Try it. Send for a copy of the oldest, largest and best paper of its kind. The Philatelic West & Camera News, Lock Box 6, Superior, Neb.

Ed B. HOWE, Printer,  
Minnesota Lake, Minn.



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A HELP TO EMPLOYERS—AN EDUCATOR FOR EMPLOYEES.

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If you will send me five (5) stamps for a subscription to **THE BOOK-KEEPER'S BULLETIN** for ONE YEAR, regular price 50 cents, I will send you FREE a little book telling you

“HOW TO DO IT.”

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You will never  
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**Cut This Out and Mail.**

To  
C. MESSERVE

Emporia, Kans.

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for which send to my address  
the Book-keeper's Bulletin for one  
year, and your little book Free.



Name.....

Address.....



# The Exchange Bulletin.

A MAGAZINE OF MONEY-MAKING IDEAS.

VOL. I.

JULY, 1904.

No. 3.

SAMPLE COPY.



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The Exchange Bulletin Publishing Company,

PENN BUILDING, . . . . ERIE, PA.

## MONEY! HOW TO GET IT.

Our plan will do it. Agents and M. O. Houses are selling thousands of our goods by it. Millions will be sold. You want your share of the large profits. Men earn money and women spend it. You want goods that appeal to women. We have the goods and the plan. One M. O. house sold 3,000, another 5,000, another ordered 5,700 after comparing samples from all over the U. S. Another sold 18,500. You can sell as many or more; 11c brings 25c sample and plan. Can be sold to stores, sub-agents and by mail. If your business is a success you want our plan; if it isn't, you surely do.

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is the title of our new, copyrighted book, printed on coated paper, and brimful of valuable money making information to Agents. The price is 10c, but we have decided to send a copy (free) to any agent sending 10c for a 25c sample of our great Household Specialty, and wonderful "Trust Scheme" Envelope, which does the work of several agents, and obviates the necessity of talking and experience. The profits are simply immense; one agent cleared \$23 in one day, a girl \$7 in four hours. We prove that our General Agents can make over \$300 weekly. Write now.

B. A. PATY & Co.,  
221 Washington St., Somerville, Mass.

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Make and sell Flavoring Extracts, Polishes, Soaps, Perfumes, Proprietary Preparations, Toilet Requisites, Confectionery, etc. We have up-to-date processes for manufacturing them all. Send for free lists and subscribe for

### Wheaton's Trade Advocate,

Devoted to the "Mixer's" interests. Issued monthly, 50 cents per year. Sample copy 5c. Address WHEATON & Co., Formula Makers, New Bedford, Mass., U. S. A.



## Agents, Get Ready for the Campaign.

Our picture of President Roosevelt, 16x22 inches in size, reproduced in oil colors, is the handsomest colortype ever put on the market. The small reproduction shown here gives but little idea of the beauty of the original.

It sells at sight. Agents first in the field will reap a rich harvest. Some agents are selling from 50 to 100 per day. You can make big money.

Send 15c for sample and terms.

**THE HANFORD COMPANY,**

**Erie, Penna.**

# The Exchange Bulletin.

VOL. 1.

JULY, 1904.

NO. 3.

## THE ELEMENTS OF SUCCESS.

BY ROY S. HANFORD.

A young man who goes around whining that he has no chance, that he can never get a start, but must always work for someone else, is acknowledging that he has not energy and grit enough to become master of the situation.

He desires success but is not willing to pay the price.

Success comes only to those who are willing to work for it. You cannot jump into it. It is work that does the business. Just plain, earnest, honest work.

It is not the line of work that a man is in that decides his success, it is the man himself.

Roosevelt was a cowboy.

Jay Gould peddled rat traps.

Mark Twain was a cabin boy.

William H. Vanderbilt worked on a farm.

Edison started as a county telegrapher.

The successful men are not all in one line. They were not born successful. They began at the foot of the ladder and steadily climbed upward, never faltering, never letting anything deter them, surmounting the numerous obstacles in their path, until they reached the top. A man with energy and determination will succeed no matter how many obstacles and discouragements are in his path.

Obstacles are something like wild animals. If they see that you are afraid of them and stand and hesitate, they will try to bluff you. But on the other hand if you display absolute fearlessness, do not flinch, and look them squarely in the eye, they will slink out of sight.

Some men cannot succeed with plenty of capital, they run their business for a short time and then fail. Why? Because they have not enough determination.

Other men with half the capital, succeed. Why? They keep their eyes continually on the goal. They are determined to reach it. They see the difficulties ahead but they know that their pluck can overcome them, and they gain success because of that far better capital—determination.

There is no need of so many people crying that they cannot make money. The fault lies with themselves. They lack determination. They let their brains stand idle when a little grit and energy would place them among the successful men.

Many men drop out of the race as they are nearing the goal. If they had only kept on, and been determined to win, keeping up their efforts with unceasing persistency, the goal would have been reached.

Take the words "I WILL" for your motto. Be determined that you will succeed, and success is assured.

## BUSINESS STARTERS.

### THE GIBSON GIRL HAIR TONIC SCHEME

Of the many hair tonics and hair washes on the market nearly all of them are in liquid form. This plan is to put up a hair tonic in the form of a powder, and let the purchaser add the water. It is easily and cheaply made and if anyone will follow these plans carefully they can build up a successful business. This plan also makes an excellent side-line which can be worked evenings or in spare time.

The hair tonic is made as follows:  
 Powdered Borax.....1 lb  
 Finely powdered Gum Camphor..  
 .....1 dram  
 Oil of Bergmont.....1 dram

Mix all well by passing through a fine sieve at least four times. Put up in ½ ounce packets of waxed paper and enclose each packet in a small envelope with the following label printed on it:

#### THE GIBSON GIRL HAIR TONIC.

Directions: Dissolve the contents of this package in one pint of clean, cold water. Place in a bottle and cork. Apply to the roots of the hair with a small sponge twice a week. —

Price 25 cents.

#### THE BLANK CO., Blanktown, Pa.

The cost of the preparation should not exceed one cent per package, including the envelopes and waxed paper.

Now for the selling of the Gibson Girl Hair Tonic. Anyone can afford to be liberal with their advertising appropriation as the cost of the goods is so small. We will outline

three different ways for selling it, all of which should prove successful.

1st. It may be sold through agents, and its being a powder makes an excellent talking point, as it can be explained that the purchaser is not charged for any water but buys only the essentials and then adds the water himself. It is also very convenient to carry because of its compactness.

2nd. It is admirably adapted for selling through boys and girls on the premium plan.

3rd. The following advertisement can be inserted in newspapers and magazines:

#### GIBSON GIRL HAIR TONIC.

Makes glossy, healthy hair and a clean scalp. Eradicates dandruff. Perfectly harmless. Full pint package sent post-paid for 15c. Send today. Address .....

A great many people will answer such an advertisement as the investment is so small.

To all who answer your advertisement you can make the following proposition:

If you will mail the enclosed twelve cards to your friends who you think would be interested, we will send you absolutely free, 12 silk and lace collars, of the latest style which are easily worth 25c each, when the cards are returned with orders. If only six cards are returned you will receive 3 collars etc.

(Continued on page 7.)

## THE POSTAL CARD SCHEME.

The following is a literal reproduction of an advertisement which was inserted in a number of mail order publications:

"I am selling postal cards without any advertising on them, at a profit of over 200 per cent. Anyone can do it. No advertising or canvassing necessary; no deception; honest, and guaranteed to be a money maker all the year around. 50 cents brings you my plan by return mail. Address...

Fifty cents sent in answer to the above brought the following:

The scheme proposed is to make a genuine photograph on each postal card, using the ferro prussiate, or blue-print process. This is very simple, easy to do, and success is certain if the directions given below are carefully followed. Those who have had no experience in working the blue-print process had best procure some card board similar to postal card stock, and sensitize same for experimental purposes before attempting to prepare the postal cards themselves; but if directions are followed with care there need be no failures.

You can make (or buy from some amateur photographer, if you have no camera) a good negative of some prominent scene in your town or city, print the best portion of same on prepared postal cards, first masking a portion to be left blank for the writing of a message. Place these cards on display with the merchants of your town at 10 cents each, or 50 to 75 cents a dozen. After allowing the merchant a liberal commission, you can

clear 200 per cent. or more on the cards, as the chemicals are very cheap.

DETAILS. — Sizing the postal cards. (This may be done in daylight). Take 1-2 oz. of arrowroot flower and mix in a stiff paste with a few spoonfulls of water, rubbing down the lumps. Add warm water to make 22 ozs. and boil gently until clear. Lay the cards on a clean board, and apply with a clean sponge, go over the streaks making the surface as smooth as possible. Hang up with clips to dry, and do not sensitize until perfectly dry.

SENSITIZING.—(Must be done by weak gas or lamplight.) 1st. dissolve 60 grs. Ammonio-Citrate of Iron in 4 drs. water. 2nd. Dissolve 60 grs. Potassium Ferricyanide (red crystals) in 6 drs. water. After dissolving separately and thoroughly, mix in dim light and keep the mixture from the light by wrapping the bottle in thick black or yellow paper. The mixed solution should be filtered before using, and will keep for several weeks.

Apply the solution to the surface of the sized postal card with a camels hair brush, bound in rubber, or a small sponge fastened to a handle. A little practice will teach you how to spread the solution evenly. When coated, hang up in a dry room, and keep in the dark, or very weak light.

PRINTING.—Place negative in printing frame, properly masked so as to leave blank a portion of the card for the message, then place the card, coated side next to the negative, and print in sunlight until details are fully bronzed. This you can determine by opening the back of the printing frame occasionally, but do not open oftener than neces-

sary. A little practice will enable you to print just right.

**DEVELOPING.**—The development consists of simply washing the print in running water for about ten minutes or until clear whites result. Or

the print may be soaked in several changes of clear water. Use only the very best negatives obtainable, and take special pains to make the prints as clear and as fine as can be produced therefrom.

## A LITTLE HEART TO HEART TALK WITH MAIL ORDER NOVICES.

BY GEO. R. CRAW.

To the man just starting upon a career in the mail order business many ways are open.

For every way that may be trod with respect, safety and profit, ten lead on to destruction.

Mail order beginners should avoid handling fake remedies, cheap toys and jim-crack articles. They should go carefully into their new adventure.

Traps lie on every side.

There are false prophets, who alarmingly tell you of the profits to be made by allowing them "to start you" at so much per start. These "starts" usually have quick finishes, due to the trashy nature of the goods supplied, or worthlessness of the offer made you.

More failures result in the mail order business because good, staple, and patented articles are not handled, than for all other reasons combined.

Before deciding upon handling an article, put yourself in the position of the class to whom you are catering. Say to yourself, "Would I care to use this article, if I were in my prospective customer's place—could I use it to advantage?"

If your decision is a favorable one, add the article to your line.

Every mail order man in the United States has a field before him of over a quarter of a million buyers. These

people are scattered over every state in the Union. They form a colossal market, a vast trade possibility.

The mail order man who goes to this vast public with circulars advertising the necessities of life, good staple, useful and meritorious articles, has a distinct advantage over him, who thinks a sucker is born every minute.

The largest and most successful manufacturers to-day are those who are producing staple articles of trade and it is the goods of these manufacturers that mail order men must handle in order to succeed.

The trend of the mail order trade to-day is toward co-operation with the manufacturers of the country.

It brings the best class of goods possible into the field. It saves the mail order man the trouble of packing and shipping, and the expense of carrying stock, as under the co-operative method the manufacturer ships the article ordered direct to the customer of the mail order man.

Upon re-orders depend the greatest profits to be made in the mail order business, and unless the articles handled give satisfaction, re-orders are never received.

When a good legitimate, staple line is handled, re-orders come as surely as the earth moves round.

any, but if the line is cheap, shoddy, worthless, and trashy, every sale is a nail driven into the coffin of the business.

Merit wins in the mail order field just as it does in any other.

Your goods must have merit, your methods must have merit, your work must have the merit of perseverance, energy, tact, originality, dispatch, and honesty.

All these things being granted, failure is impossible except where one's determination to succeed is not strong enough.

Hitch your wagon to a star. Aim to become one of the largest houses in the field. Let your slogan be "Fair Dealing" and upon the escutcheon of your business, embazon the word "I will."

Hammer it out on these lines if it takes all summer, winter, a part of next spring, and the summer following.

Success may come quickly but if it doesn't, don't give up. You may be sure it is there, waiting for you to develop it.—Smith's Partner.

### BUSINESS STARTERS.

(Continued from page 4.)

The following is a copy for the mailing cards:

Dear Friend—I have discovered a new hair tonic that is excellent. It makes a glossy, healthy hair and a clean scalp. It also eradicates scuff and dandruff. If you have been paying 50c or one dollar for hair tonic you will be surprised to learn that it costs only 15c for a full pint. The manufacturer does not sell you water as the other hair tonic people do, but only the ingredients of the finest, perfumed hair tonic concentrated

in powdered form, then you add the water yourself.

This wonderful preparation is the Gibson Hair Tonic, which is made only by the Blank Co., Blanktown, Pa. By sending this card together with 15c to them you will receive a full pint package postpaid.

Across the top of one side of the mailing card should be printed "PRIVATE MAILING CARD" and in the upper right hand corner the words "Place 1c stamp here." the rest should be left blank for the address. The other side should contain the above message:

The collars which are offered as premiums cost about 40c per dozen, you will find the advertisement of the manufacturer in the advertising columns.

Customers to whom you send these cards should assign a number and stamp this number on the cards sent the. This will enable you to give credit to the proper person when the cards are returned.

This plan will prove successful if a little common sense is used in connection with the above ideas.

Any further information will be gladly furnished free if postage is enclosed for reply. Address Editor Business Starters, The Exchange Bulletin, Erie Pa.

### THE TOWEL SCHEME.

The scheme outlined below is a good money maker, requires small outlay, and can be easily worked in any fair sized town.

Most of the workshops—the large ones at least—now have a "wash room" for the workmen to wash up in after working hours before they go home, and even where there are

no wash rooms, a great many of the workmen manage to wash their hands and face before leaving the shop.

The scheme in short is this: You supply the workmen in the shops of your town, with a clean towel and a piece of soap each week for five cents.

Five cents perhaps looks small, but twenty of them make a dollar and it is nearly all profit.

To begin with the towels, if you buy the toweling and make them up yourself, they will cost perhaps ten cents each, and will last for an indefinite time; the soap you can make yourself and should cost only a fraction of a cent, as the cake need only be large enough to last one man from six to twelve washes.

Go among the men in each shop and tell them that you will furnish them a clean towel and a piece of soap each week for only five cents. Take the name of each man that gives his order—and you will find that nearly all that wash in the shop will order—leave each a towel and soap; the next week you collect your five cents, leave a clean towel and a piece of soap in the place of each dirty towel. All that remains now is to learn the art of rinding the washing machine; if you are real good to your wife she may give you some pointers on this end of the scheme.

There are some shops that you cannot get in during working hours, but these you can "work" at the noon hour, or a few minutes before starting time in the morning.

Some of the local laundries are working this scheme to perfection; others will wash and mend overalls for ten cents. But overalls to wash them in any quantity, is rather a

heavy job, unless you are equipped for the work, so we will let the laundries have them.—J. W. Whitehead in "Smith's Partner."

## MAIL ORDER MEN AND AGENTS!

You can make good, clean money selling our regular copyright sheet music at 10 cents a copy, 100 per cent. profit. We will mail direct to your customers, if desired, so you need not carry any stock. We furnish an attractive 6x9 circular in two colors that pulls the business, with your imprint, at cost. Two samples, postpaid, for 10c. If interested, write us at once. THE O. W. LANE PUBLISHING SUPPLY CO., Gloucester, Mass.

## A MARVEL

Is what advertisers say about the pulling qualities of our magazine. Printed on a better grade of paper and reading matter so different from the majority of M. O. papers. Read by over 125,000 agents and M. O. buyers, and circulates all over the U. S. The leading advertisers of this country use space month after month. It pays BIG. Results sure. Your money comes right back if you advertise in our magazine.

### RATE, 15 CENTS A LINE

Forms close the 21st of the month previous to issue. We give all ads next to reading matter position without extra charge. Send for sample copy to Adv. Dept.

### MIDLAND REVIEW,

30 Central Bank Bldg. CHICAGO, ILL.

## Have You a Camera Or What Is Your Hobby?

No matter what it is, you will find something of interest in THE WEST, a 100-page illustrated monthly, now in its eight successful year. Our slogan—"The Best and Lots of It." On trial 4 months for 10c; or 50c a year and one free 15 word notice in the largest exchange department extant coins, curios, relics, stamps, cameras, etc. Ad-pay at one cent a word. We have published over 15,000 ads in the last two years. Try it. Send for a copy of the oldest, largest and best paper of its kind. The Philatelic West & Camera News, Lock Box 6, Superior, Neb.

## Send Only 25c

For a year's subscription to the best Mail Trade paper published; a journal filled with valuable information, bright ideas, pertinent pointers, reliable suggestions, energy producing articles. Especially helps the beginner to get started on the right road for success. Send your quarter today. Tomorrow never comes.

### THE PROGRESSIVE MONTHLY, INDIANAPOLIS, INDIANA.

**START A MAGAZINE.** It is the best way to advertise. We print them cheap for you and give 100,000 circulation at once. Send 10c for proof and samples. Co-operative Magazine, Chicago, Ill.



## SUCCESSFUL ADVERTISING.

BY H. R. SHAW.

## 1. The Medium.

Successful advertising depends largely upon the medium which you select in which to exploit your goods.

Select a medium which is printed on good paper and has good literary and artistic features. Such a magazine is usually carefully read and preserved. On the other hand, shun the medium that is printed on cheap paper and which contains a lot of old reprints and poor stories. The subscribers of such a magazine are usually the victims of some prize contest, such as counting dots or filling in missing letters, and in many cases they throw the paper into the nearest waste-basket without so much as removing the wrapper.

The circulation must next be considered, the best mediums are those which have a bona fide paid-in-advance circulation. The paper which claims a large "sample copy" circulation is the paper to keep out of. You might as well buy so much air as to buy space in "sample copies" and it will do about as much good.

In order to ascertain the quality of the circulation the best plan is to obtain several successive issues of the medium and study the class of advertisers represented in its columns, how much space they use, what goods they advertise, and at what price.

Then with each successive issue note the following points: What advertisers continue, what goods and prices continue to be advertised, when the advertisements are changed, what advertisers drop out, and the prices and nature of the goods ad-

vertised by those who drop out.

By doing this you will acquire more information on the quality of circulation, goods that the readers want, and prices that they will pay, than by all the publishers statistics ever published.

## Make Money

### By Starting a Profitable Money Order Business.

Commencing at first in your own home; increase the business from profits. Mail-Order trading is unquestionably the business method of the future; people are buying more by mail than ever before. You are not wise if you neglect to investigate this modern method of money-making. Our plan for starting beginners is remarkably successful. We are the pioneers in this field. We have started others successfully and can do as much for you. No experience on your part necessary; our plan covers every point; write for it today. Address, with stamp,

FRANKLIN-HOWARD COMPANY,  
Denver, Colo.

**DON'T PAY TWO PRICES** For the Goods You Sell. Save money by knowing where to buy. Our Manufacturers' Directory tells where. Contains 300 names and addresses of firms who sell in small quantities, furnish circulars, catalogues, etc., and fill orders direct. Not mere middlemen and desk-room operators, but the Actual Manufacturers. 150 alphabetical arranged lines of goods to select from. Most complete directory ever published. To get this and other propositions before you we send a copy prepaid for 10c. Why pay jobbers, business promoters and middlemen two to three times the prices they pay? You can buy as cheap as they if you know where. Indispensable for M. O. business. D. M. Falkenstein, Sauk City, Wis.

## Have a Laf

Mail Order men and agents if you want books that will sell themselves, send 25 cents for samples of the three fastest selling, side splitting and funniest books ever published, 306 pages. We furnish you with splendid advertising matter free of charge. Our 80 page illustrated catalogue and trade list will demonstrate the great big profit there is in this line for you and are free for the asking. Write to-day for our special inducements to the mail order trade. THE POPULAR PUBLISHING Co., 337 Broadway, New York.

5,000 CIRCULARS IN TWO COLORS, on fine S. & C. paper, printed to order; cannot be matched elsewhere at any where near price. Samples free. Souvenir, stamp. The Perry Press, Naugatuck, Ct. \$5

# The Exchange Bulletin.

A MAGAZINE OF MONEY MAKING IDEAS.

ROY S. HANFORD, Editor.

Subscription Price, - - - 25 cents per year.

## Advertising Rates.

Per agate line.....	\$ 10
One inch.....	1 40
Quarter Page.....	5 00
Half Page.....	10 00
Page.....	20 00

No discount for time or space.

Forms close on the 21st of preceding month.

## Notice to Subscribers.

When a blue pencil mark appears on this notice, it means that your subscription has expired, and must be renewed at once or the paper will be discontinued.

Contributions acceptable to the Exchange Bulletin are solicited and will be paid for according to their value. Mss. sent must be fully prepaid, and will only be returned when stamps are enclosed.

Address all communications to

**The Exchange Bulletin Publishing Company,**

**Penn Building,**

**Erie, Penna.**

## OUR PURPOSE.

The July number of the Exchange Bulletin is before you. You can see what an improvement it is over the other issues. Each month we shall add new departments, and endeavor to improve and enlarge it as much as possible, and we will not be satisfied until it is second to none in the field.

We firmly believe that each issue contains more practical and useful information than any other magazine. We want your subscription. Fill out the blank on the opposite page and mail it to us with 25 cents for a year's subscription.

## SUMMER ADVERTISING.

Many advertisers consider that money spent for advertising during the summer months is simply wasted, and therefore they do not advertise during June, July and August.

Some day these advertisers will wake up to the fact that the summer is the best time for them to advertise. Many advertisers use more space in the summer than at any other time. Their reason for this is there is less competition.

Can you sell more goods when you are the only dealer in the field, or when there are half a dozen others advertising the same goods? It's up to you.

## MONEY MAKING IDEAS.

We will pay one dollar for each acceptable account sent us, telling how money has been made by brains, ingenuity, work and push. Give full details of the how and why, the facts and figures and the whole story. Manuscripts will be returned only when stamps are enclosed.

### \$125.00 PER MONTH.

Some time ago I conceived the idea of serving a 10c lunch to people who work in offices.

I now supply over one hundred stenographers, bookkeepers, clerks and others with a lunch each noon.

The lunches consist of two sandwiches, a piece of cake, and some fruit. Some days I put in an apple, others a pear, a banana, a peach or an orange. There are also many kinds of sandwiches, this enables me to give a great variety.

After wrapping the cake and sandwiches in oiled paper, I enclose the lunch, together with a paper napkin, in a small pasteboard box. It is then already for the customer.

I employ a boy at \$2.00 per week, to help deliver them.

Each lunch costs me about five cents, which includes the weekly salary paid to the boy. This leaves a net profit of five cents on each lunch. I am now making about \$125 per month profit.—F. J. R., Penna.

### 2,000 PER CENT. PROFIT.

I am selling a gas tip which I honestly believe to be the greatest money maker in the market. The tips are aluminum and readily fit any burner. They cost about one-half a cent each and sell quickly at ten cents each.

I go from house to house and after

thoroughly explaining to the lady of the house that they save gas and give a more brilliant light, I ask her permission to allow me to put one on for a day or two, just as a trial. In a day or so I return and usually sell a dozen or more.

These tips are sold by a number of firms, among them Butler Bros., New York City, who are about as cheap as any.—R. C. M., Ohio.

### MONEY MAKER FOR SPARE TIME.

During the last month I have been making a nice sum of money each evening selling common salt at 25c per ounce. I started with only \$3.00 capital which I invested as follows:

12 lbs of table salt.....	\$ .10
Two gross of small tins (perforated tops).....	1.60
Incidentals.....	.30

Total.....\$3.00

I placed the sale in tins, and pasted an attractive label on them calling it "Magnetine."

Then I went from store to store offering to clear the unpleasant black smoke spots from the incandescent light mantels, free of charge. This is how it is done:

Light the blackened mantle, turn the gas on full and sprinkle some of the salt over it. After about half a minute slowly turn gas lower, then turn up again, and repeat for about two minutes and the black spots will have disappeared entirely. This will not harm the mantle.

This demonstration always proved successful, and I very seldom missed a sale. I am now selling it from house to house.—J. J. B. Ill.

**AGENTS' DEPARTMENT.****The Secret of Large Profits.**

Canvass closely, thoroughly, exhaustively. This is a great secret of money-making in the agency business. It may require much longer to canvass a given territory than you expected. Never mind; take the time. Your business is not getting over territory. It is selling goods, and the more goods you sell in a given area, the more money you will make. Nearly all new agents work too fast. Guard this point. See that you spend enough time in each house to show your goods properly.

Do not be turned aside from the faithful performance of your duty by what anyone may say. Have a mind of your own. You must expect to hear a great many discouraging remarks. People will talk. In most cases, however, the croakers do not know what they are talking about. This is none the less true either, because they may have conscientiously believed otherwise, and imagine they are advising you for your own good. Do not mind them. A hundred times have we seen the determined agent achieve a fine success in a community where he had gravely been assured he could do nothing.

Perhaps no mistake is so common among new agents as greed for territory. In the more thickly settled parts, two towns or townships are enough for an agent to begin with. Concentration of effort is essential to success, and this, in attempting to cover a large territory, is impossible. Don't worry about the territory, bear occur. Either you will succeed, in which case your employers will be sure, for their own interest, to add in mind that one of two things must

to your field all that you can possibly work, or you will not succeed, in which case you will not want more territory.

Do not run about from point to point in search of better territory. This is a frequent mistake of new agents, and a disastrous one, resulting in a waste of time and crude, unsatisfactory and profitless experimenting, instead of faithful, vigorous work, by which alone you can make the business a success. Do the best you can under every circumstance, wherever you happen to be at work, and in the end you will see that in no other way could you have accomplished near so much.—F. W. Smith.

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That's what they say about our

**NEW CATALOGUE****The Shure Winner**

Which lists the largest selection of goods adapted for street men, canvassers, agents, street vendors, premium men, mail-order houses and general merchants.

**IT IS NEW—JUST HATCHED OUT**

470 pages of easy selling goods at prices that will make you get a divorce from the house you are now buying from. When visiting at St. Louis Exposition, pay us a visit at our branch store there, located at 709 Lucas Ave. If you mean business you can have our new catalogue free.

**N. SHURE CO.,**

264-270 Madison St.,

CHICAGO, ILL.

Wholesale Jewelry and Novelties.

### Ginger.

There is nothing worse than a man who has "lost his grip." Things may go fast for him. He cannot see where to take hold. He is out of step—can't hear the band—the procession is passing him by. In a word he has no "ginger"—he is a dead one."

Ginger means snap—but it does not mean snappishness. No more than haste means speed. Ginger means alertness. It means a readiness to accept opportunities, and it should be a characteristic of every business man either young or old. As a matter of fact a man does not get old as long as he has ginger. Of a prominent man in public life it was recently said, he is 73 years young and "full of ginger."

"Nothing succeeds like success" and nothing fails so easily as failure. Everyone is ready to "boost" the successful man. No one wants any dealings with a failure, so be a success. It lies with yourself. No man is really a failure until he gives it up and acknowledges to himself that he is a failure. If you do not believe of yourself how can you expect others to believe in you.

Brace up—buy a pair of rose colored glasses—infuse "ginger" into your walk, your talk, your work. If you do not know how learn how. Pick out the thing you want to do and do it. Don't give up.

John Paul Jones when asked if he was ready to surrender said: "I have not yet begun to fight." He was a braver man at that moment but he did not know it—would not see it. He was full of "ginger" and it turned failure into success.

Measure success by your own stan-

dard and when you have set your mark get out and hustle to gain your end. When others say "you can't" you must say "I can." Feel young—be young—be full of "ginger."—The Bookkeeper.

## FREE

Drop us a postal and we will send you a sample copy of

### THE BUSINESS JOURNAL

The journal every intelligent mail order man and agent reads.

W. E. MILLER & CO., PUBLS.,  
Main Street, Beaver Springs, Pa.

### Mail Order Advertising.

I write advertising matter that brings the business. The worth of my service has been proven by some of the largest mail order specialty firms. A N. Y. City dress goods manufacturer, who sells direct to ladies, orders new spring literature and adds: "We appreciate your past work of this character for us." A big Philadelphia medical concern, after trying out a form letter written by me, ordered follow-up letters and a booklet. I can help you, too. I am a specialist in schemes, and have some unique selling plans in view.

Rates moderate. Form letter, \$1; other work in proportion. Write to me. BYRON HOWARD, Esperance, N. Y.

### Advertising That Pays

That's the kind you want and the kind you can have if you'll let me prepare it. My motto is "Particular Work for Particular People." I write and design ads. of all kinds—circulars, folders, booklets, follow-up letters, etc. Mail order advertising a specialty. Prices very reasonable for quality of work done. Ads. \$1 up; booklets \$4 to \$6; folders \$2 to \$4; follow-up letters (set of 3) \$3. If you want "advertising that pays" address R. D. MINER, Ad-Writer, Findlay, Ill.

### "Victory" Silk and Lace Collar.

Our "Victory" Silk and Lace Collar is the best mail order specialty ever offered. It satisfies customers, brings reorders, pays large profits and mails under one cent postage. Great all-the-year-round seller. We furnish pulling circulars with your imprint at cost and prepay express. Nine out of ten ladies will buy and every buyer buys again. Write now and send ten cents for full size sample and special terms.

SARATOGA STAMPING CO., Victory Mills, N. Y.

## FORMULA DEPARTMENT.

Each month in this department, we give a number of excellent formulas. Any further information in regard to them will be gladly furnished free, if postage is sent for reply. Address: Formula Editor, The Exchange Bulletin, Erie, Pa.

**FIRE EXTINGUISHING POWDER.**—Common salt, 8 pounds; sodium bicarbonate, 6 pounds; Glauber's salt, 2 pounds. Mix thoroughly and pack in tin tubes about 20 inches long and 2 inches in diameter which are closed at one end, and have a screw cap on the other. To extinguish a fire remove the cap and scatter the powder on the flame.

**FLASH-LIGHT POWDER**—A superior flash-light powder for photographic use is made as follows: Powdered magnesium, 3 ounces; powdered chlorate of potash, 6 ounces; powdered sulphide of antimony, 1 ounce. Mix by sieving. Put up in packages containing about 100 grains of the powder. Use the contents of a package for an ordinary flash-light photograph.

**EVERLASTING BLACK INK.**—Tannic acid,  $\frac{1}{2}$  oz.; crystal gallic acid, 77 grains; sulphate of iron, 5 drams; gum arabic, 100 grs.; dilute muriatic acid,  $\frac{1}{2}$  oz., carbolic acid, 10 grs.; filtered rain water, sufficient to make  $1\frac{1}{4}$  pints. Mix the muriatic acid and water, and dissolve the other ingredients therein. This ink is guaranteed not to fade.

**COUNTERFEIT COIN DETECTOR.**—Nitrate of silver,  $\frac{1}{2}$  oz., nitric

acid, 150 drops; distilled or rain water, 10 ozs. Mix the water and acid and dissolve the silver in the mixture. A drop of this mixture when placed on a genuine coin will retain its clear, white-like color; but if the coin is a counterfeit, it immediately turns black.

**FUMIGATING FLY-PAPER.**—Powdered quassia, 4 ozs.; powdered chlorate of potash,  $1\frac{1}{2}$  ozs.; oil of pennyroyal,  $\frac{1}{4}$  oz. Mix all thoroughly in  $\frac{3}{4}$  pint of water. Soak sheets of blotting paper in this solution, stirring frequently, then dry the sheets by gentle heat. A sheet thus prepared if burned in a room will quickly clear it of off flies.

**LIBRARY PASTE.**—Rice starch, 2 ozs.; gelatin,  $\frac{3}{4}$  oz.; water, 16 ozs.; oil of cloves, 16 drops. Mix the starch powder with the water, add the gelatin and clove oil, and gently heat over a water bath until a jelly-like compound results.

**FURNITURE POLISH.**—Resin of guaiac, 1 oz.; benzoin, 1 oz.; shellac,  $\frac{1}{4}$  oz.; raw linseed oil, 10 drs.; benzine, 4 drs.; alcohol, 24 ozs. Mix and dissolve. Apply with a soft sponge or brush and let stand half an hour. Then rub with a linen cloth moistened with oil and a brilliant polish results which is lasting and water-proof.

**GLASS POLISHING PASTE.**—Prepared chalk, 9 ozs.; white bole,  $\frac{1}{2}$  oz.; jewelers' rouge,  $\frac{1}{2}$  oz.; water, 5 oz.; alcohol, 3 ozs. Mix into a paste. To clean and polish window or mirrors, moisten a cloth with alcohol, place a quantity of the paste about the size of a bean on the glass, and rub over the surface with the cloth until dry and the powder is removed.

**DO IT NOW.**

- When you've a job to do,  
Do it now!
- If it's one you wish was through,  
Do it now!
- If your sure the job's your own,  
Don't hem and haw and groan—  
Do it now!
- Don't put off a bit of work,  
Do it now!
- If doesn't pay to shirk,  
Do it now!
- If you want to fill a place  
And be useful to the race,  
Just get up and take a brace,  
Do it now!
- Don't linger by the way,  
Do it now!
- You'll loose if you delay,  
Do it now!
- If the other fellows wait,  
Or postpone until it's late,  
You hit up a faster gait—  
Do it now!

**JOB PRINTING.****FINE WORK AT LOW PRICES.**

100 Best 7 lb. Note Heads	\$ 30
25 Ditto for 60c., 500 Ditto for	1 15
1000 Heads, Statements, Business Cards, Half-length Letter Heads or larger, thin Letter Heads at same rates as above.	
12 lb. Letter Head, ruled or unruled	40
100 Ditto	75
1000 " "	1 75
1000 XXX Envelopes	30
1000 " "	65
1000 " "	1 25
100 Blue Lined or 6 1/2 White Envelopes will cost or 100 extra.	

The above prices are for work printed in Black  
Ink, extra for each job in Blue Ink and 10c  
extra for each job in Red, Brown or Green Ink.  
Stamp for samples.

Used U. S. Stamps accepted same  
as cash.

All work sent prepaid.  
Satisfaction guaranteed.  
Give me a trial order.

**T. O. YOUNG, New Haven, N. Y.**

**WHY WORK** for others? Start business of  
your own. Our book "Business Opportunities"  
contains schemes and legitimate plans galore.  
Send for circular. Copy free. Address Ibel Mfg.  
Co., Franklin, Mass.

**World's Fair, St. Louis.**

Agents, mail order men, get busy. "The Royal Guide to St. Louis" and the great "World's Fair" will be the best selling article of the year. It's a handsome little book of 100 pages. Just full of the sort of information everybody everywhere wants to know. Complete Directory, Map, etc., of the Fair Grounds, Public Buildings, Hotels, all streets, car lines, etc. Only 25c per copy, prepaid. Don't miss this. Send now, today. Wholesale price on application. **GEORGE TOLEBY**, 190 Orange St., Newark, N. J.

**LATEST OUT SAMPLES 15c  
MAGNIFYING SCOPE**

Hold it over a fine print and note the wonderful change of letters brought into view by the powerful magnifier. A very interesting novelty for 15c. Its worth a \$5. Get one. Agents wanted.

**ROSENTHAL BROS.**, Lynchburg, Virginia.

**ATTENTION LADIES.**—Earn \$20 per 100 writing letters short from copy. Address stamped envelope for particulars. **Albion Specialty Co.**, Albion, Mich.

**MILLIONS** will be sold. The Inkless Pen writes by dipping in water; 20th Century wonder; does away with ink bottles; everybody needs pens. Samples sent for 10c. **Maple Rapids Supply Co.**, Maple Rapids, Mich.

**EVERY** family should have a family record; places to register births, marriages, deaths; Room for pictures of the family; record rests on background on solid gold. Samples 25c. **Fred J. Caldwell & Co.**, Mio, Mich.

To introduce our anti-trust Photographic Magazine and supplies, we will send a sample package of Gaslight Developing Paper (cabinet size); a package of Giant Developer; a copy of Photo Straws, the best magazine for amateurs or professionals; price list, etc., on receipt of 10c, small stamps or coins. Address **Photo Straws**, 373 Stuyvesant Avenue, Brooklyn, N. Y.

**QUICKEST** dime getter out; patent egg separator; fills a long felt want; every hotel, restaurant and house a buyer; sample 10. Big profits for agents. **H. M. Sundry Mfg. Co.**, 637 W. Lincoln St., Pa.

**"Everything for the Mail Order Trade."**

Our new 36-page catalogue is now ready. Not a single trashy article. Over 600 articles listed. Over 250 are illustrated. Printing, Rubber Stamps, Card Index Systems, Pictures, Novelties, Circulars, Catalogues, Formulas, Supplies. We supply them cheap and fill orders direct for you. Cover in three colors. **Harry Lawrence & Co.**, 1931 Broadway, N. Y.

# Classified Advertisement Department.

Rate One Cent Per Word.

Advertisements are published in this department at the uniform rate of one cent per word for each insertion.

This low rate for the extensive circulation we give advertisements compels us to make every possible saving in office work by handling all orders exactly alike, so we must ask that every order be accompanied by cash (or stamps) to the full amount, no matter how well the sender may be known to us.

Remit in one or two-cent postage stamps or coin, wrapped in paper to prevent wearing through the envelope. Small amounts may

be sent through the mail in this way with perfect safety.

Ads are classified according to what is offered and not what is wanted in return. When two or more articles which will not properly come under the same heading are offered in the same ad. It will be placed in the miscellaneous column. If you want to advertise articles of more than one class, use more than one ad. and thus secure proper classification. Forms close on the 21st of the preceding month.

A marked copy will be sent to all advertisers.

THE EXCHANGE BULLETIN PUB. CO., Erie, Pa.

## HELP WANTED.

Agents.

**WE HAVE BEST AUTOMATIC** farm gate on earth. Some of our agents are making from \$300 to \$3,000 per month selling gate county right. You can do it as well. We will give you the same chance. A United States Agency. Uneeda Gate Co., Indianapolis, Ind.

**AGENTS' 25¢ GRAFT**—Staple seller, having useful gift attachment; 7 articles in all. Sample. Also World's Fair Wonder, 25¢. A. Kinnicut, 297 Sherman St., Albany, N. Y.

**BOYS AND GIRLS** can easily earn \$1 every day after school hours, selling my beautiful art pictures, done in handsome colors; size 16x20; retail at 10 cents each; you make half profit. Sample and wholesale prices, 10c. J. Bass, 47 Market St., Newark, N. J.

**WE PAY** a large commission for selling our convenient, quick-filling compartment mattress ticks. Eureka Mattress Co., Box P 300, Franklin Grove, Ill.

**AGENTS WANTED TO SELL** the latest household article, staple as flour, sample 25c postpaid. A. Artmaier, 333 S. W. Blvd, Kansas City, Mo.

**MONEY FOR HUSTLERS**, either sex. For only 10c we will send you four articles with which you can make money hand over hand, time and again, spare time and evenings, right around home. If you would devote all your time you could easily make from \$3 to \$10 a day. Great for agents and mail order trade too. We will also insert your name and address in "The National Trades' Directory." All postpaid for 10c. S. M. Howles, Woodford, Vt.

**JUST OUT—EVERYONE** a winner, sell at first sight, sample and particulars 2c stamp. Agents wanted. Acme Supply Co., 211 Oakland Ave., Janesville, Wis.

**THE THREAD CUTTING THIMBLE** never fails to get the money. Sample 15 cents, 3 for 35 cents, 6 for 55 cents, or one dollar per dozen. Agents wanted, Ladies and gentlemen. Address T. P. Bryant, Kosse, Texas.

**SUCCESSFUL AGENTS**—We want one in every town of 2,000 and over. Finest line of toilet preparations, perfumes and soaps ever sold. We furnish handsome outfits to agents who have established trade. We have the goods that win and hold fancy trade and all the trade. Write to-day. Menes & Patton Co., Box A, Springfield, Tenn.

## BOOKS, PICTURES, ETC.

For Exchange or Sale.

### PICTURES AT WHOLESALE PRICES—

Send 15c for sample Family Record and catalogue, other pictures, prices, ecc. So. Book Co. 2126 Brainard street, New Orleans, La.

**WHITE HOUSE COOK BOOK** and other instructive books exchanged for pure-bred Pea or Rose Comb pullets. Give particulars. Box 113 Tuckerton, N. J.

**THE 6 GREATEST BOOKS** you ever read. Don't miss it; 10c each, 3 for 25c. Free with each 25c order, a beautiful picture ready to frame 16x20. M. Schilling, Richmond Hill, N. Y.

## BUSINESS CHANCES, PATENTS, Etc.

For Exchange or Sale.

**ONE DOLLAR** in cash will enable you to start a practical money-making business at home good for \$15 weekly; failure impossible. Send 21¢ to-day. Address J. M. Kester, Crocker, N. C.

**MINING STOCK** for real estate. S. A. Bragg, Vista, Mo.

**WANTED THE ACQUAINTANCE** of a moneyed lady who is willing to lend \$75 or more to procure a patent. Postmistress, Lilla, McHenry Co., N. D.

**NOTICE TO PATENTEES**—Will sell 8000 rights on useful patent. Address Box 139, Lees Summit, Mo.

**THIS IS TO THE MAN** that is willing to make \$300 to \$700 per month on an investment of \$1,000 to \$1,500. Others are doing it; you can. Write us. Weisenborn Wire Fence Co., Indianapolis, Ind.

**PARTY HAVING** several thousand dollars to invest in business in California seek to know of opportunities. R. K. Cooper, Germantown, Tenn.

**SALE OR TRADE**—United States patent, No. 741,483, issued Oct. 13, 1903. Track sanding device for street or tram cars. C. W. Langford, Station "A," Pueblo, Colo.

**SART CANNING FACTORY**—Something new, big money. Send stamp to Canning Co., Bismoke, Ark.

**PATENT** No. 751, 01, Improved kitchen table, very practical and useful; will sell or exchange for desirable property. We invite investigation. Box 98, Alice, Ohio.

**VALUABLE NEW PATENT**—A new



maker; no competition; owner cannot attend to it; nickel plating sample postpaid 10 cents. Also Lightning Saw Filer, wanted by every farmer; 5¢ sample postpaid 30 cents. Real Estate Exchange, Phelps, N. Y.

## CAMERAS AND OPTICAL GOODS.

For Exchange or Sale.

**FOR SALE**—Penny Portrait Camera, 4x5 lenses, tripod, plate-holders, wide angle lens. R. M. Scott, Dime, Pa.

**FOR SALE**—One 4x5 camera, one tripod, 4 plate holders 4x5, two dozen dry plates and one dozen printing paper, all for \$5.00, cost new \$10.00. Will ship C. O. D. I have a lot of photographic fixtures and material. Write for what you want, showing for price on same. H. T. Price, Sherman, Ky.

**FOR SALE**—One 4x5 folding camera, double rapid rectilinear lens by Rochester Optical Co., 2 double slide holders and tripod complete, \$10.00 or consider trade. F. R. Kent, Strongs Prairie, Wis.

**SOLAR RAYON SKETCHING CAMERA**—Complete outfit, cost twelve dollars. Newton Williams, Moline, Illinois.

**FINE STEREOSCOPE** new, 50¢; 600 choice views 30¢ per dozen. Ernest Sincox, Patoka, Ill.

**STEREOSCOPE VIEWS**, 38 cents, postpaid. Leonard Bloomgren, Cambridge, Minnesota.

**VIVE MAGAZINE CAMERA**, 4x5, cost \$8. Kico Reco View Camera 4x5, cost \$15. Will sell cheap or exchange for kodak, rep. rifle, tent, or others. Lou Hudson, Ellensburg, N. Y.

**A 47 CYCLONE**, Sr., camera. Two plate holders, 53. Camera, Box 35, Muskegon Hts., Mich. **STUPREMO CAMERA**, lens, tripod, plate-holders, 125 bottles chemicals, trays, printing frames, wide angle lens, microscope, etc. Enclose stamp. Welling, 62 Lynn, Covington, Ky.

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For Exchange or Sale.

**FOR SALE**—A fine Pointer, broke, liver color, one bred; will take \$8.00. F. B. Kent, Strongs Prairie, Wis.

**BOTH BRED** unbroken Pointer dog and puppies. What have you? C. F. Porter, Flat Rock, Ind.

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**REGISTERED POINTER BITCH**—Breeding and to exchange for shotgun, incubator, Setter dog, buggy, harness, poultry or others. Guido Short, Alpena, Mich.

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**EXCHANGE**—One good 7-jeweled silverode watch, cost \$8, for 400 lion heads. George Thompson, Cedar Hill, Ore.

**GOLD WATCH**—GUARANTEED for 20 years, nearly new, cost \$25.00; will take \$15.00 and give you a gold chain that cost \$3.00. Satisfaction guaranteed. Send cash with order and a bargain. Inquiries answered. E. S. McSwain, King's Creek, S. C.

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**LARGE LOT TYPE AND PRINTING** material cheap. Also type writer, music box, auto-harp, etc. Write for list. Elmer Kunsman, Lower Saucon, Pa.

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**GOLD, SILVER PLATING** outfit, also polishing lathe to exchange. H. Curtis, Cobden, Ill.

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#### For Exchange or Sale.

EIGHTY ACRE FARM, two miles from Crocker, Mo., thirty acres cultivated, two-room house, barn, sheds, fenced, good spring, fine timber, price \$500; \$200 cash, balance \$100 per year. Anna Lembke, Griswold, Iowa.  
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FOR SALE OR TRADE—12 gauge Winchester shotgun, lever action, the muscus barrel, good condition, stock fancy, good shooter, \$15 cash, cost \$35

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