

plained all pertinent points and it will be useless to ask us to deviate from these terms. Under no circumstances will we buy for any dealer's account until we receive the purchasing money or equivalent in approved rare stamps. On our part we assure GOOD and RELIABLE services.

**WILLIAMS & CO., Philatelists,**  
CASILLA 989, LIMA, PERU.

Certain unused stamps of Peru are on the market in large quantities as the government recently sold the balance of the obsolete stamps on hand (certain values of 1876 to 1895) and prices on these have dropped; but our correspondents must not think that all or even a large proportion of Peruvian stamps can or will be sold at such greatly reduced prices. AS a matter of fact only 26 varieties were in this remainder in large quantities and these, with 6 exceptions, are surcharged stamps. It will cause a "boom" in other varieties as a great many collectors will buy these remainders at the new prices, and will afterwards naturally desire to obtain the many other varieties; thus creating an extensive demand. We hold quite a large stock of nearly all the varieties in this remainder, and will not be undersold by any dealer. We will give our clients the benefit of any reduction which may be made at any time on any stamps we sell. Be sure and obtain our price-list (see advt. on 2nd page of cover) and SAVE MONEY.

### *From the Land of Steady Habits.*

(Continued from page 58.)

the counterpart of an American flag, with the blue square, white stars and the usual coloured stripes, the address being written on the white spaces.

Recognising the fact that it is hard to please everybody in the matter of reviews, many of those journals called "leading" do not have a review department, but they are perfectly willing to be reviewed, and would probably feel sore if their merits were not set forth, showing that they have their weak spots and like to be flattered as well as anybody else. At the same time, it is much more sensible in a leading journal to dispense with this department than to make it a useless one by having a prejudiced and unfair critic at the head of it.

During the writer's publication of a philatelic journal, he was besieged with offers of contributions, and the compensation asked for varied from nothing to pay of good proportion.

While many good contributors could be obtained for "ad space," it was noticeable that those who set a reasonable money figure gave the best satisfaction, and tried to earn it. It only took a short time to find out that the free contributors wanted a chance to air their personal prejudices. And if their stuff was modified, they very soon quitted boring you.

It doesn't always help a person's argument to swear by a catalogue. If a person will observe carefully from year to year, or look back over his old ones, he will notice some things that are left out subsequently, only to appear again still later. It is aggravating to have certain kinds of stamps which do not appear in the latest issues. You may find a place for them in the album, but stamps cannot be properly placed without a catalogue, therefore you have to hunt up the necessary information. These bothering omissions recruit the ranks of those who go in for blank albums.

In philately, as in other lines, a correct statement is soon spoiled by variations in quoting from the original article. A change of a word at first, with continued other changes, will make the truth-teller out a falsifier. Most people have read the story of a man who "ate something as black as a crow, and told his neighbour so," and the neighbour said it was a crow that was eaten, till finally some one said it was three. These twistings of the truth are common. You may say a thing happens in one month, and have it copied as happening in another, and, through changes of one figure, your statement is knocked into smithereens.

I should like to see a discussion of the question, "Does a published black-list in general do any good?" While it may make some sensitive crooks squirm a little, I have my doubts as to its making the publisher popular. And it is certain that some publishers who countenance it do not pay their own bills very promptly. If there was a philatelic mercantile agency, having what is usually designated a "dead-beat" list, some of the publishers would find their own names therein, and then it wouldn't be so funny, and some societies would be found there also.

HENRY A. CHAPMAN.

WHEN WRITING TO OUR ADVERTISERS, PLEASE MENTION THE MESSENGER. :: :: IT WILL OBLIGE BOTH THEM AND US.