

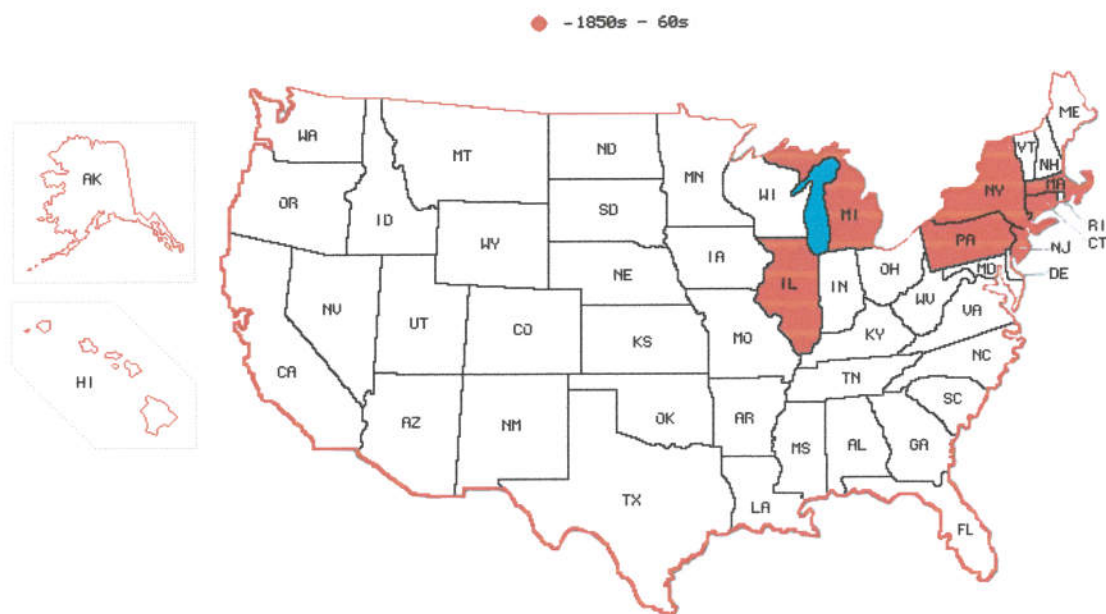
1850s and 1860s

U. S. Stamp Dealers and Collectors - the 1850s and 1860s

In the 1850s the first stamp collectors were just getting started and the idea of dealing in stamps just becoming possible. It is obvious, but rarely stated, that stamp collectors must pre-date stamp dealers since no one would become a dealer without customers to sell to. In the 1860s stamp dealers and collectors laid the foundation for the future growth of the hobby as a few stamp dealers and a growing number of collectors began to devote time and energy to stamps. Stamp dealers were mainly located in three of the largest cities in the country; Boston, New York and Philadelphia. However, as stamp collecting became popular and spread among adults and schoolboys, it was not limited to the large cities and many collectors lived in small towns.

By the mid 1860s reductions in U.S. postal rates to 3c a half ounce for any domestic destination allowed for cheaper communication among U.S. stamp dealers and collectors, and postal treaties with reduced rates allowed for cheaper communication with dealers in Europe. However, for much of this decade the Civil War curtailed communication between the North and South. Furthermore, the devastation caused by the war hindered the development of stamp dealing and collecting in the south. In the west, the low population and frontier society likewise delayed the development of the hobby in this region. There is no reported postally used stamp dealer or collector material from the south or west in the 1860s.

States with Dealers or Collectors in the 1850s - 1860s

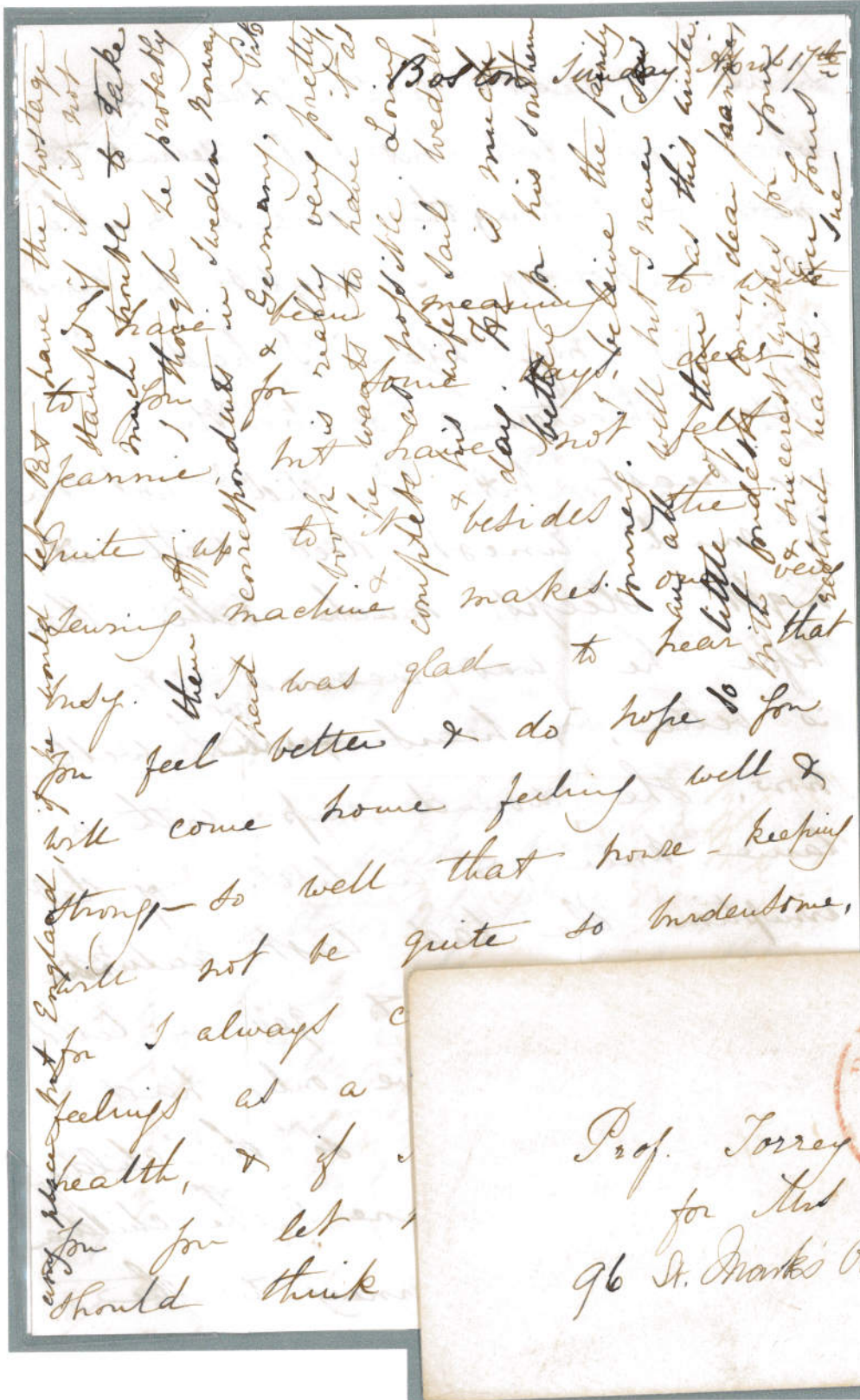


During the 1850s and 60s, covers and letters from stamp dealers and collectors can be found from seven states, shown on the above map in red. These seven states are: Connecticut, Illinois, Massachusetts, Michigan, New Jersey, New York and Pennsylvania.

In determining an earliest reported use from these and other states, both covers sent from a stamp dealer or collector in the state as well as covers sent to a stamp dealer or collector in the state are taken into account.

If this map was based on states with one or more stamp publications in the 1860s, the first being in Albany, N.Y. in 1862, the states shown would still be limited to the east and mid west but Ohio and Rhode Island would be added and Michigan and New Jersey omitted.

Earliest Reported U.S. letter about Stamp Collecting



Letter to Mrs. Asa Gray in NY which reads, in part:

“Boston Tuesday April 17th

....

If you think of it when you see Charles Brace, will you ask him if he has any foreign letters from any place but England, & if he would let Pat have the postage stamps if it is not too much trouble to take them off. I thought he probably has correspondents in Sweden, Norway and Germany, & Pat's book is really very pretty, & he wants to have it complete as possible.

....

[This text continues from the back of the letter (which is not shown) vertically along the left side and over the horizontal text at top.]

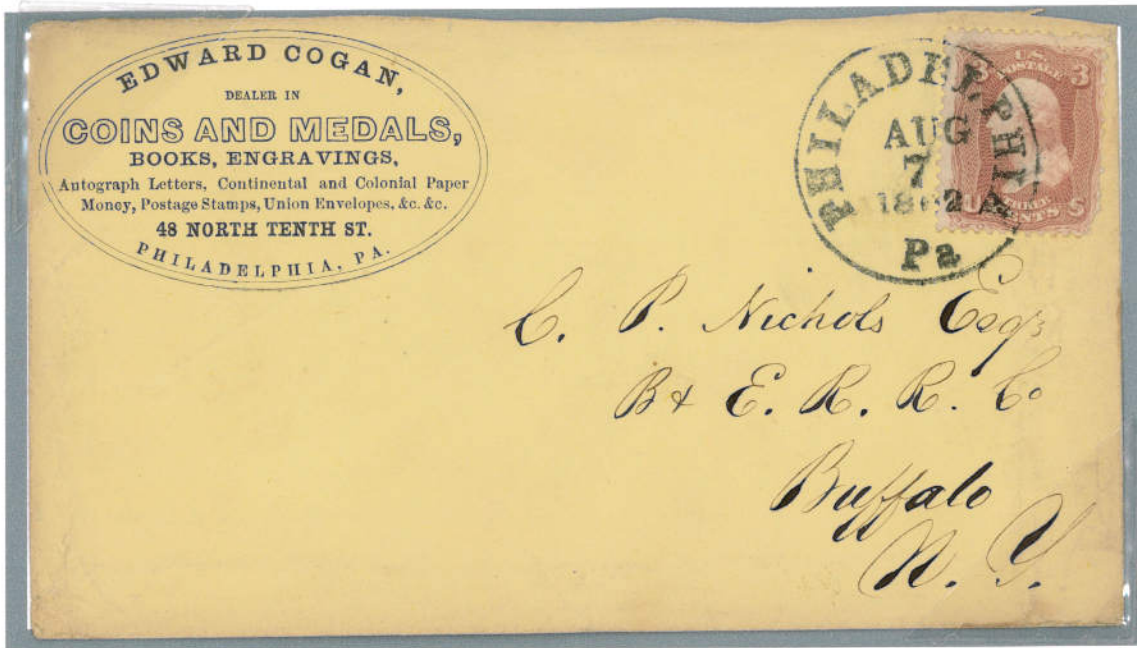
14

Cover postmarked in red Boston, Mass. Apl 18, 1859 to Prof. Torrey for Mrs. A. Gray in New York City with a 3c 1851 stamp cancelled with a small black “Paid.” The letter was sent by Sue (Susan Loring Jackson) to her sister Jeannie, the wife of Asa Gray the noted botanist. Asa Gray was honored by a U.S. commemorative stamp in 2011. Charles Brace was a Minister and important social reformer with an international following.

1862-63

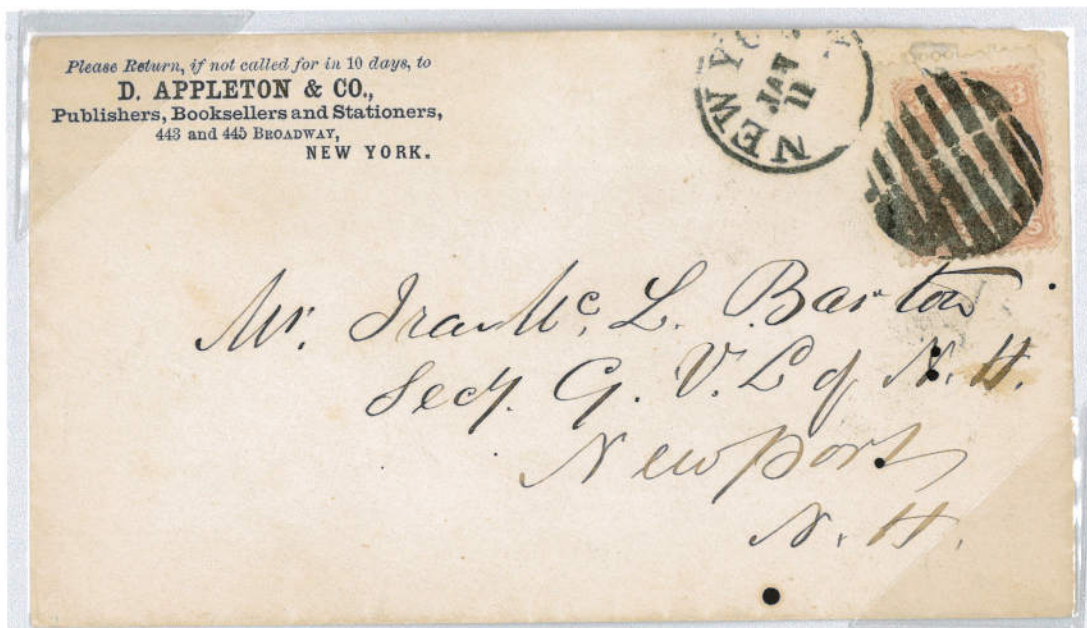
Penn. - NY

Edward Cogan, Philadelphia



Earliest reported advertising cover from a U.S. stamp dealer. Coin and stamp dealer Edward Cogan mailed this cover on Aug 7, 1862 in Philadelphia to Buffalo, N.Y. This printed stamp advertising cover pre-dates any printed stamp catalogue (December 1862), album (December 1862), price list (1863) or periodical (1864) published in the U.S.

D. Appleton & Co., New York, New York



Cover mailed by D. Appleton & Co., 443 and 445 Broadway, New York on January 11, 1863(?) with a 3c 1861 rose stamp. In December 1862, D. Appleton & Co. published the first stamp album in the United States while it was located at 443 and 445 Broadway.

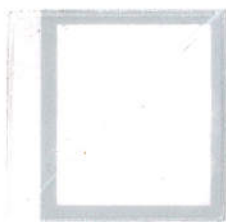
James Brennan, New York City

One of the first stamp dealers in New York City beginning around 1860. In 1861 he opened an office to sell stamps at 37 Nassau Street, maybe the first to do so. He was also one of the first stamp dealers to publish printed price lists in 1864. Prior to becoming a stamp dealer he worked as a carrier for George Hussey's local delivery service.

Civil War Advertising Tokens
1862

Face - Enlarged

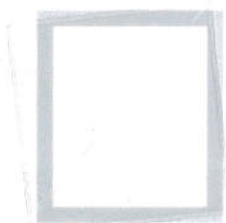
Reverse - Enlarged



Copper

UNION FOREVER
[Eagle]

Jas. Brennan, 37 Nassau St.
Foreign & U.S. Postage Stamps



Brass

General G. B. McClellan
[McClellan]

Jas. Brennan, 37 Nassau St.
Foreign & U.S. Postage Stamps

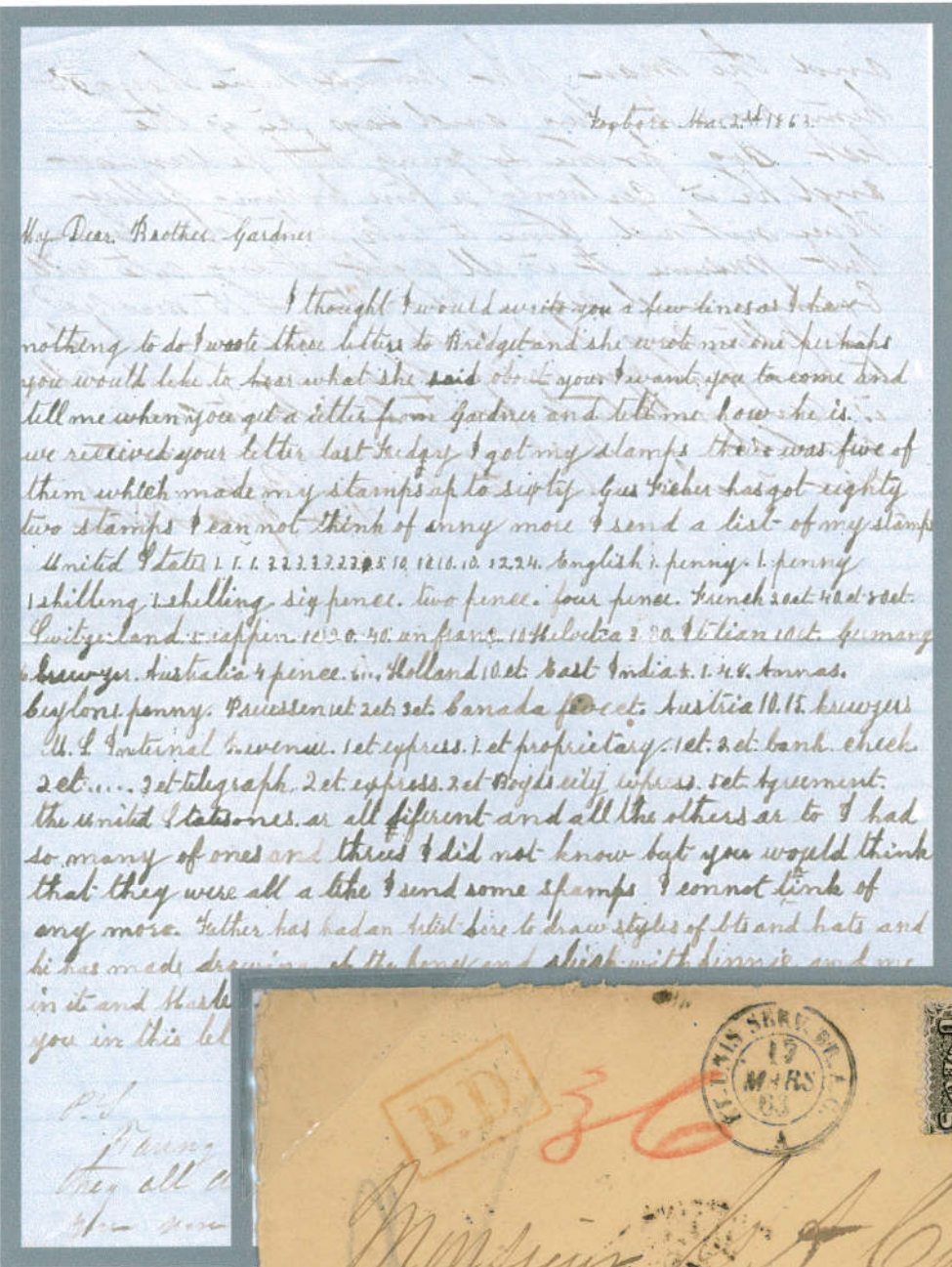


Copper

General G. B. McClellan
[McClellan]

Jas. Brennan, 37 Nassau St.
Foreign & U.S. Postage Stamps

Willie Carpenter's letter about Stamp Collecting to his brother in Geneva, Switzerland



Willie Carpenter's letter to his brother reads, in part:

"Foxboro Mar 2nd 1863

....
 We received your letter last Friday and I got my stamps. There were five of them which made my stamps up to sixty. Gus Fisher has got eighty two stamps and can not think of any more. I send a list of my stamps, United States 1, 1, 1, 3, 3, 3,

[Copy of letter reduced in size.]



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Cover postmarked Mar 3, 1863 in Foxboro, Mass. to Geneva, Switzerland. The 44c French mail rate to Switzerland was paid by a 12c 1861 black and 30c 1861 orange stamps. The letter was sent by a ten year old boy, William Carpenter, to his brother Gardner in Geneva.

First U.S. Stamp Periodical
The Collector's Record, Albany New York
 S. Allan Taylor

Stamp Collector's Record.



NEW SERIES. ALBANY, N. Y., DEC. 15, 1864. No. 1.

ALTHOUGH the collection of Postage Stamps has made an extraordinary progress in Great Britain and on the Continent, it may still be regarded as in its infancy in America.

Postage Stamp Collecting is essentially a British institution and it is a noticeable fact, that we find in European stamp periodicals fully as many dealers advertising from the adjacent British American Provinces, comprising a population of about two millions, as we do in the whole United States.

Whether the subjects of his Serene Highness, Jeff Davis, are afflicted with *Timbromania*, it is at present almost impossible to say, but judging from the present high price of Confederate stamps, it is presumed they are but slightly affected, the high price of Tanglefoot Knockemstiff and other Southern necessities of life, acting doubtless as a considerable dampener on the ardor of collectors in Dixie Land.

The want of a medium of exchange in the shape of a newspaper devoted to the Stamp interests, has also been one of the reasons of the present backward state of the Stamp business in a country which is universally admitted to be the most progressive in the world; and when in February last, an attempt was made to establish a stamp journal in Montreal, the enterprise failed from the apparent indisposition of the trade to accord that support adequate to cover the expenses of publishing such an unpretending sheet as the "Canada Stamp Collector's Record" was.

We now, again present to the Stamp Collecting public a journal, which, though small in proportions, may, we trust, be tolerated as being the first of

its class published in the United States, and we would add, that while we shall endeavor to promote the interests of the Stamp trade as essential to our Journalistic existence, we shall, nevertheless, reserve to ourselves the right of expressing our unbiassed opinion, regardless of the private interests of any one, and we would also state that we shall, at all times, be happy to answer any communication, containing a stamp for reply, and to accord any information in our power, to enquirers, through the medium of our columns; and, in conclusion, we hope to receive that support from collectors which we shall endeavor to deserve as the Pioneer Stamp Journal of America.

COUNTERFEITS.

Leaving the description of transatlantic counterfeits in the hands of the erudite Pemberton, we shall content ourselves with giving a reprint of the discoveries of that able authority, but shall especially devote ourselves to the duty of showing up counterfeits on this side the Atlantic; and by way of exposing a first class counterfeit, we commence with the Canada Envelopes, on buff paper. Now had the bright translucent genius who originated these, contented himself with printing on white paper, the fraud might have remained a long while undiscovered, but he must needs announce them as a new variety, which led to the discovery of the artful dodge. Upon understanding that the Canadian Envelopes were never printed on buff paper, collectors may easily avoid being duped on that score. The difference between the two stamps may be detected by noticing that the front jewel in the tiara on the queen's head is isolated from the others and appears

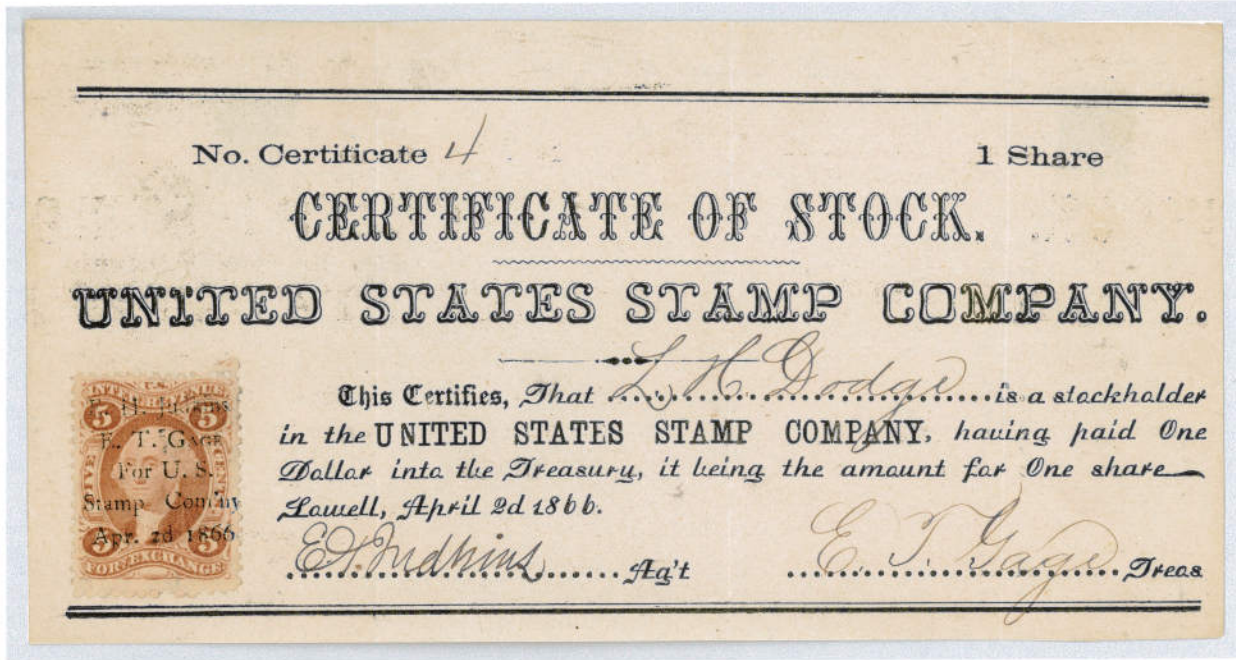


Dealer Stamp made by S. Allan Taylor with his picture and the words "Postage, Foreign and Local Stamps. Albany, N.Y." It probably dates from 1864 when Taylor lived in Albany.



Advertising Collar of S. Allan Taylor on a cut square of the 2c black Andrew Jackson stamped envelope of 1863-64. It probably dates from 1867 when Taylor had his office at 3 Cornhill Court in Boston.

S. Allan Taylor was an important early stamp dealer, writer and publisher. In December 1864, while residing in Albany, N.Y., he published the first U. S. stamp periodical, *The Collector's Record*. He is also known for leading the notorious "Boston Gang" which sold fakes, fantasies and reprints as genuine stamps.



Printed cancellation "E. H. Judkins, E. T. Gage, For U. S. Stamp Comp'ny, Apr 2nd, 1866" on a 5c Foreign exchange revenue stamp used on a stock certificate for the company. The 5c stamp paid the tax for the issuance of a share in an unincorporated company.

Edgar H. Judkins, a Lowell stamp dealer, began using the name United States Stamp Company in 1865. E. T. Gage was a clerk in Lowell. In 1866 they sold shares in this company, in what may have been the first syndication of a stamp business. At least 100 shares were sold to several different investors.

Charles A. Lyford, Boston



Cover sent by stamp dealer Chas. A. Lyford, postmarked Boston, Mass, Apr 21, 1867(c.) A 1861 3c rose stamp paid the first class postage to Danielsonville, Conn. Lyford was a well known dealer in Boston, and was a member of S. Allan Taylor's "Boston Gang" which sold fakes, fantasies and reprints as genuine stamps.

Klein's Emporium, 824 Walnut St., Philadelphia



All-over design advertising cover from Klein's Emporium postmarked Philadelphia, Pa, Mar 20, (1866) to Geneva, **Switzerland**. Postage of 33c for the transit to Ireland, then Prussia and onto Switzerland was paid by 3c and 30c 1861 stamps.

Klein's Emporium was run by John W. Klein who, under the name A. C. Klein, published the first stamp catalogue in the United States in December 1862.

Klein's Emporium, 212 South 8th Street, Philadelphia



All-over design advertising cover from Klein's Emporium postmarked Philadelphia, Pa, Apr 22, 1869 to Belfast, Maine. Postage of 3c was paid by a 3c 1869 stamp issued just three weeks earlier.

Ferdinand Trifet, Boston To Michigan

F. Trifet's July Announcements.

A New Illustrated Price Catalogue.

F. TRIFET'S NEW CATALOGUE PUBLISHED, June 1st. gives the description and value of every stamp issued from 1840 to June '68. It is illustrated with engravings of many new and rare stamps, and is the only complete catalogue published in America.

Price 15 cents. Interleaved with blank pages for making notes, &c., 25 cents.

40 Varieties for 25 cents.

THE TWENTY-FIVE CENT PACKET OF USED stamps contains forty varieties, including Austria, Baden, Bavaria, Sweden, Canada, Switzerland, &c. All warranted genuine.

Cheap Italian Stamps.

ROMAGNA, SET OF NINE, \$1.75; SICILY, SET of seven, \$1.75; Naples set of eight, \$1.25. All unused and warranted genuine.

New Canada Stamps in Packets.

IN THE ONE DOLLAR PACKET OF UNUSED STAMPS there is a 1/2, 1, 2 and 3 cent stamp of the new issue of Canada, besides 36 other stamps. All warranted genuine.

18 Colonial Stamps for 25 Cents.

F. TRIFET'S TWENTY-FIVE CENT PACKET OF used colonial stamps contains 18 varieties, including Barbadoes, Victoria, New South Wales, Queensland, &c.—All warranted genuine.

Cheap Sets of Unused Stamps.

EGYPT, 1866, set of seven, \$2.25. Egypt, 1867, set of six, \$2.00. Canada, 1851, set of six, \$6.00. Canada, 1868, set of seven, 90 cents. Ionian Islands, set of three, 50 cents. All unused and warranted genuine.

20 Used and Unused Stamps for 25 cents.

THE TWENTY-FIVE CENT PACKET OF USED AND

15 unused stamps for 25 cents.

YOU CAN GET OF ME FIFTEEN UNUSED STAMPS for 25 cents., including Bavaria, Baden, Italy France &c. All warranted genuine.

The best thing to mount stamps.

ADHESIVE PAPER. BY TAKING A SMALL PIECE of this paper, and folding it in halves, you can firmly and neatly mount your stamps in your album by merely moistening it, and after fixing one half to the stamp, stick the other half unto the book. Price, per package of ten sheets, 15 cents and stamp.

Veni Vidi, Vici, Series of Packets.

NEW PACKET LIST ISSUED MAY 20TH. SEND one stamp for it. You will find on it many packets that cannot be equaled and none that can be beaten by any dealer in this Country. 540 have been sold since May 20th.

Confederate Stamps, Cheap.

NOW IS THE TIME TO FILL YOUR SETS. 1 CENT orange, \$2.50. 2 cents green, \$2.00. 5 cents green or blue, 60 cents. 10 cents blue, \$1.00. 10 cent rose \$2.00. Ten cents blue \$2.00. All the above are the old issue, very rare and cheap, also warranted genuine.

If you try other dealers and are not satisfied, try me.
ONLY ONE TRIAL IS SOLICITED AND IF NOT satisfactory, I am willing to return the money. This is an advantage that other dealers don't give you.

Cheaper than Ever.

UNITED STATES STAMPS, COMPLETE SET OF 1851 issue \$1.10. Set of Wells, Fargo & Co.'s Express Stamps \$2.00. Set of N. Y. P. O. stamps, one stamp and four proofs, \$2.50. All unused and warranted genuine.

60 used and unused Stamps for 75 cents.

NEW PACKET NO. 25, CONTAINS 60 USED AND

If not delivered within 10 days, return to F. TRIFET,
20 State Street, Boston, Mass.,

WHOLESALE AND RETAIL DEALER IN

AMERICAN AND FOREIGN

POSTAGE, REVENUE, LOCAL,

Trial, Proof, &c.

STAMPS,

And Publisher of the

American Stamp Mercury.



J. H. Mc. Connell
Grand Rapids
Michigan

Cover and part of the enclosure sent by F. Trifet on August 18, 1868 to stamp collector J. H. McConnell in Grand Rapids, Michigan. This is the earliest reported use to a collector in Michigan. Postage was paid by a 3c rose stamp of the Issue of 1861. Trifet was an important U. S. stamp dealer, author and publisher in the 19th century. This cover is dated to 1868 based on the 1868 enclosure and that Trifet's office was at 20 State Street in this period.

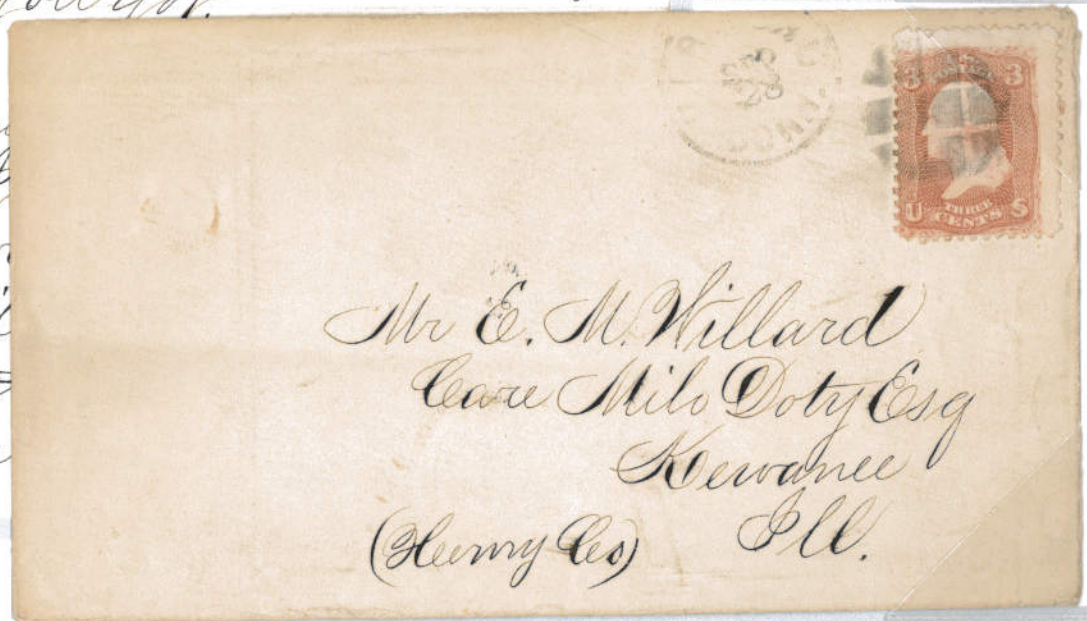
Charles Willard Letter about Stamp Collecting

Eddie are you getting a collection of stamps now. it is all the go here. Enclosed Willie & I send you a few duplicates. They are all we have now but that you have not got, but if you can send us some more of those newspaper stamps. we can trade them for foreign stamps easily. I have now 250 stamps in my collection. How many have you got.

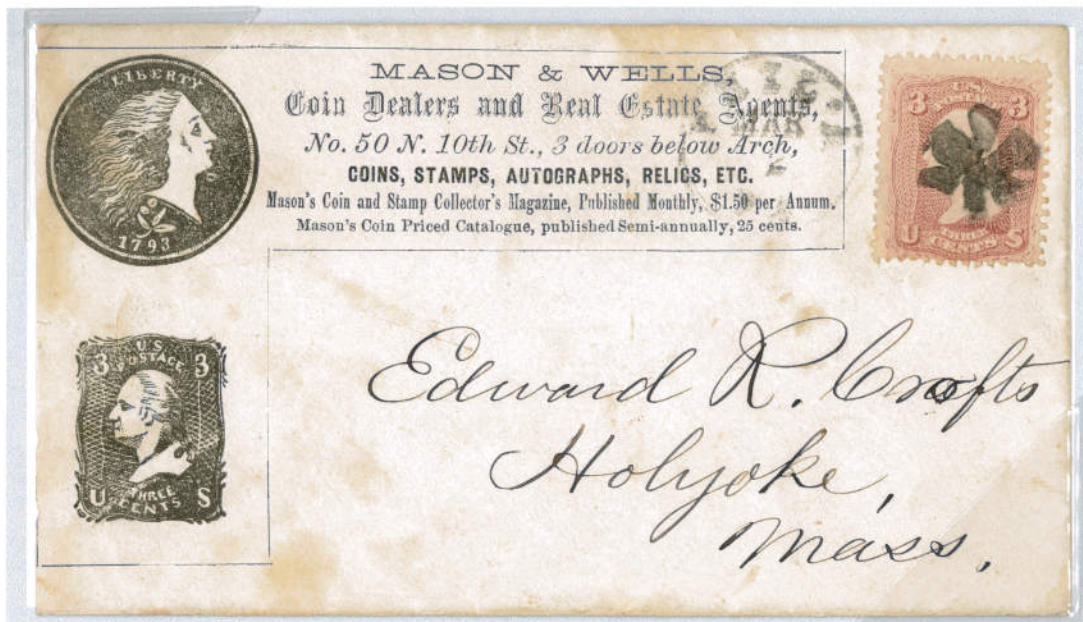
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Charlie Willard's September 28, 1868 letter to his brother reads, in part:

"Eddie are you getting a collection of stamps now. It is all the go here. Enclosed Willie & I send you a few duplicates. They are all we have now that you have not got but if you can send us some more of those newspaper stamps we can trade them for foreign stamps easily. I have now 240 stamps in my collection. How many have you got?"



Cover sent by stamp collector Charlie Willard from Hartford, Conn. on Sep 28, 1868 to his brother Eddie in Kewanee, Ill., who also collected stamps. This cover is the earliest reported about stamp collecting outside the eastern states. First class postage was paid by a 3c red Issue of 1861 stamp with an F-grill.

Mason & Wells, Philadelphia

Cover postmarked Philadelphia, Pa March 2 (1868) from coin and stamp dealers Mason & Wells to Holyoke, Mass. This cover dates from 1868 since the Mason & Well partnership only lasted from Feb to May, 1868.

Mason & Co., Philadelphia

Cover postmarked Philadelphia, Pa Dec. 23 (1868) from stamp dealer Ebenezer Locke Mason to stamp collector John H. McConnell in Grand Rapids, Mich. Postage was paid by a grilled 3c 1861 stamp, but it must have been overweight since it is stamped "Due 6" to be collected from the recipient upon delivery.

Mason & Co., Philadelphia



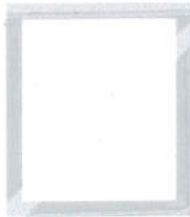
Cover postmarked Philadelphia, Pa Dec. 19 (1868) from stamp and coin dealer E. L. Mason to George. R. Bond, M.D. in New York City. Postage was paid by a grilled 3c 1861 stamp. The interesting cancellation reads "Dispatched Philad'a, PA Dec 19, 3:30 PM", and shows an early use of a time cancellation. The stamp is cancelled by a broken circle killer, and for good measure the illustration of a 3c 1861 stamp was also killed with the same cancellation.

Mason & Company Advertising Token



Front - Enlarged

Born Feb. 22, 1732
 [George Washington]
 Died December 14, 1799.



Reverse - Enlarged

Mason & Co.
 1870
 Coin & Stamp Dealers
 139 No. 9th Street Phila.



March 28, 1869

“Stamps are all the rage here, nearly everyone is collecting them. The new U.S. stamps will be issued on the first of April. The one cent stamp is headed with the vignette of Franklin, & also those of two other men. The two, three and twelve-cent stamps have illustrations of railroad trains, steamboats and horses. The fifteen & twenty-four cents have miniature copies of the landing of Columbus and the Declaration of Independence.”

Cover postmarked April 1, 1869 in Morrystown, N.J. to Leipzig, Germany. The 10c rate to Germany via the Hamburg Steamer was paid by a 10c 1861 green F-grill stamp. The letter was sent by a schoolboy, Chs. Brooks Tainter, to a friend and fellow stamp collector in Sachsen, Germany.

Edward A. Craig, San Francisco

EDWARD A. CRAIG,
Dealer in Foreign Stamps,

414 GEARY ST., SAN FRANCISCO, CAL.

TO MY FRIENDS :

I have the pleasure of hereby informing you that I am permanently settled at the above address, where will be found a full supply of

- Craig's New Packets for 1870,
- Craig's Crest Packets,
- Craig's Packets of Bill Stamps,
- Craig's Cheap Sets of Stamps,
- Scott's American Albums, etc., etc.

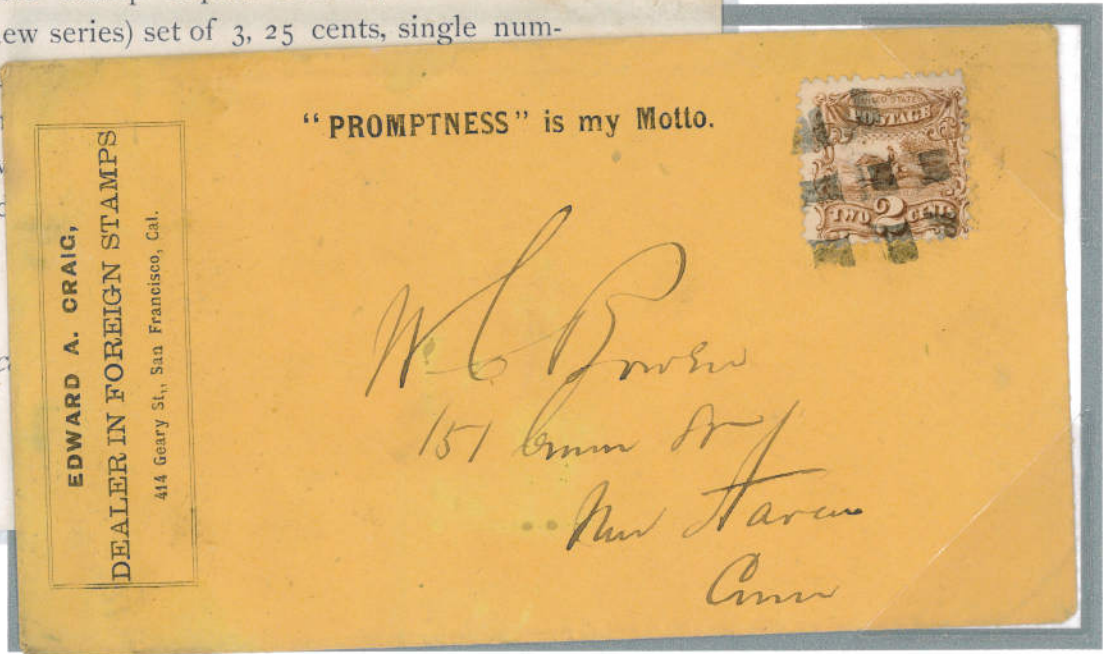
Catalogue for 1870, 15 cents; List of Packets, gratis; Wholesale List (for dealers only) free on receipt of stamp; Duplicates exchanged; all Letters are answered by return mail; all Stamps warranted genuine; old Stamp Papers for sale; "Postman's Knock," (new series) set of 3, 25 cents, single number 10 cent

Collectors
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 motto is

San Francisco, C

Edward Craig was one of the earliest stamp dealers on the west coast. In 1870 he relocated his stamp business from New Brunswick, Canada to San Francisco

This circular was mailed from San Francisco to a customer in New haven, Conn. using a 2c brown 1869 stamp to pay the third class rate. The circular is dated May 15, 1870. It is the earliest philatelic postal history item from the west coast and pre-dates the opening of the transcontinental railroad.

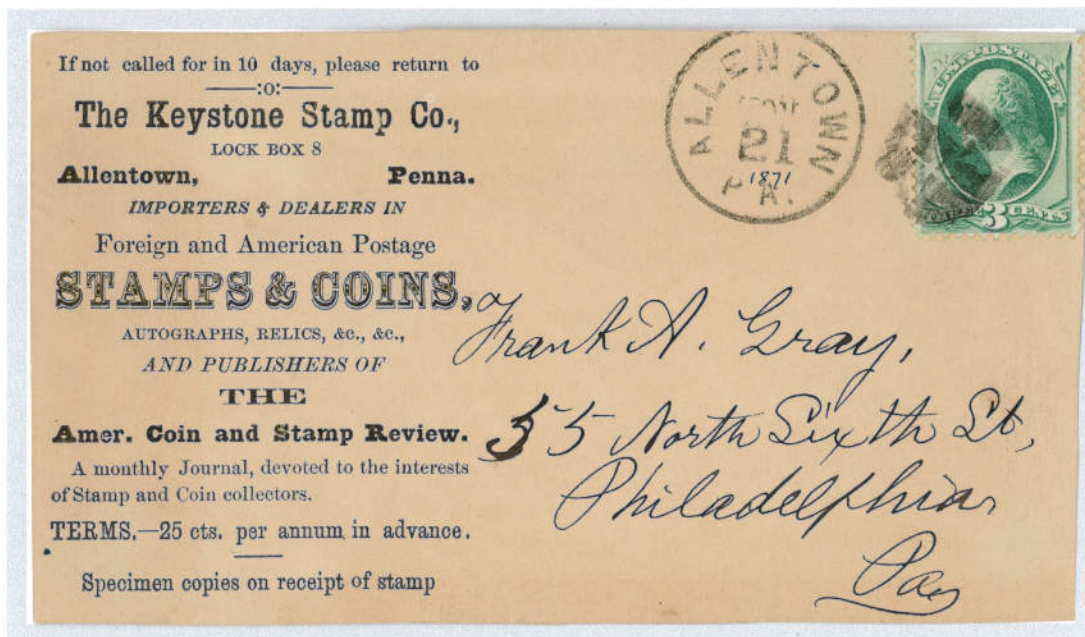


Star Stamp Company, Reading

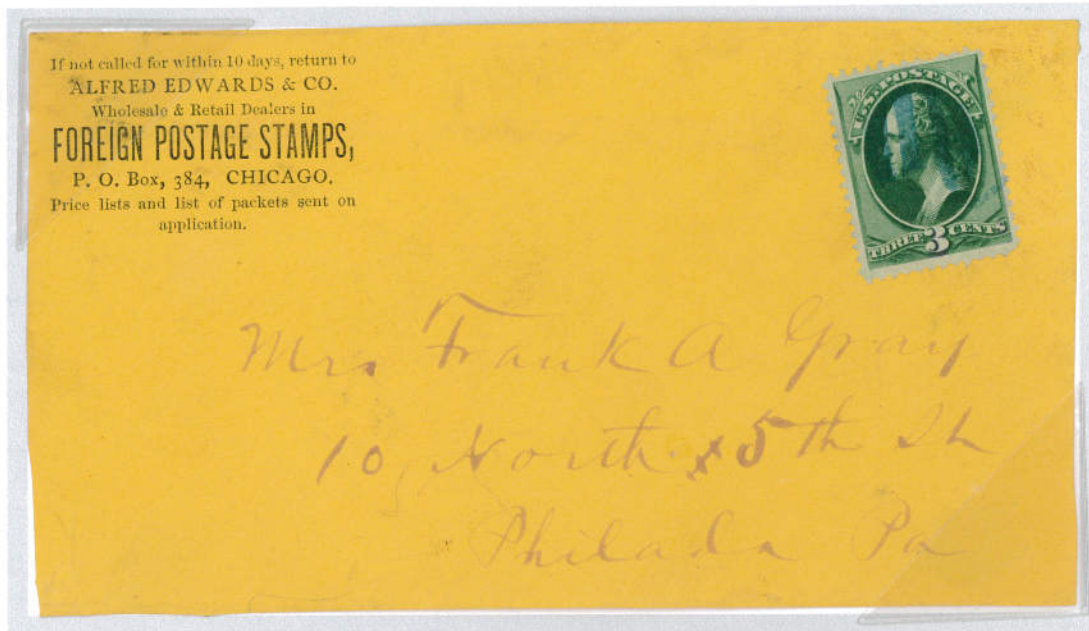


The Star Stamp Co., established in 1869, sent this 3c green on amber stamped envelope with a 3c green Bank Note stamp to Newcastle, England on May 29, 1871. The 6c postage paid the 1/2 oz. surface letter rate to Great Britain.

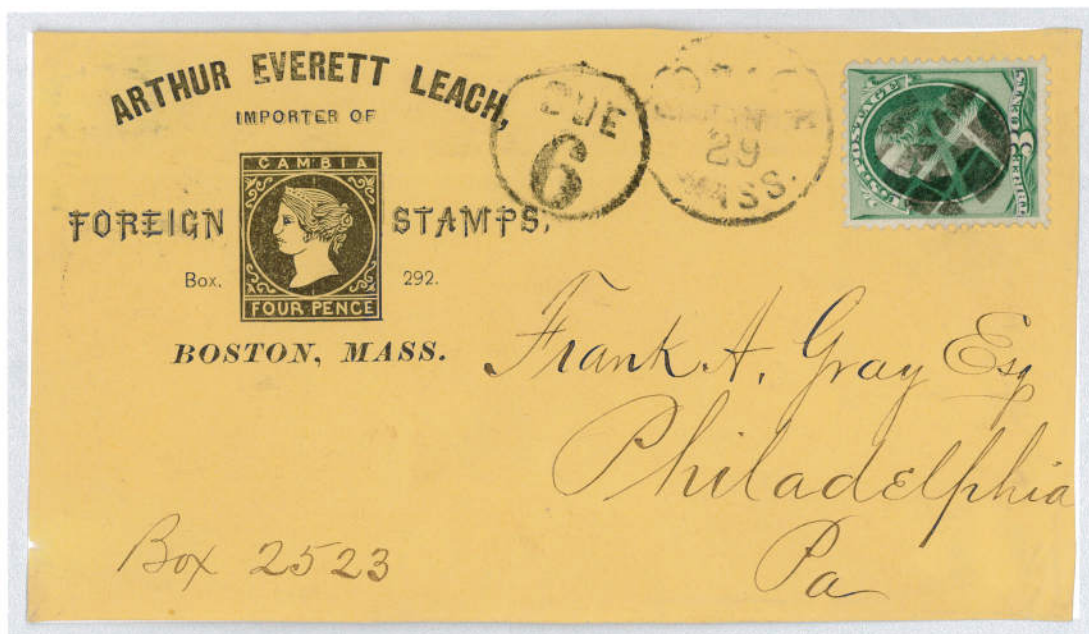
Keystone Stamp Co., Allentown



Cover front sent by The Keystone Stamp Co. to collector Frank Gray on Nov 21, 1871(c). A 3c green Bank Note stamp paid the 1st class rate. The advertisement on the cover refers to *The American Coin and Stamp Review*, which was discontinued a few months before the date of this cover.

Alfred Edwards & Co., Chicago

This cover front from Alfred Edwards & Co., circa 1872, is the earliest reported stamp dealer cover from Illinois. Edwards was a dealer in foreign stamps and was corresponding with Frank A. Gray, an early stamp collector who resided at 10 North 5th Street, Philadelphia, in 1871 and 1872.

Arthur Everett Leach, Boston

Cover front from Boston stamp dealer Arthur Everett Leach to collector Frank A. Gray in Philadelphia on Jan 29, 1872(cir.) Although a 3c green Bank Note stamp is affixed to pay postage, it is stamped "Due 6" indicating that the cover was underpaid, probably because it weighed more than 1/2 oz.

Charles A. Lyford, Boston



Stamp dealer Charles A. Lyford was a close friend of S. Allan Taylor and a member of the Boston Gang. These two cover fronts are from envelopes sent to collector Frank A. Gray in the mid 1870s when he resided at 55 No. 6th Street in Philadelphia. The 2c brown Bank Note stamp paid the third class rate for circular mail and the 3c green stamp paid the first class rate.

S. Allan Taylor, Boston



S. Allan Taylor, the leader of the "Boston Gang" which made and sold numerous counterfeits, fakes and reprints, was very active in Boston in 1870s. This cover, sent to collector Frank A. Gray who resided at this address in 1871 and 1872, used a 3c Bank Note stamp to pay the first class postage. Taylor's return address is 81 Washington Street, where he had his office from 1869 to 1873.

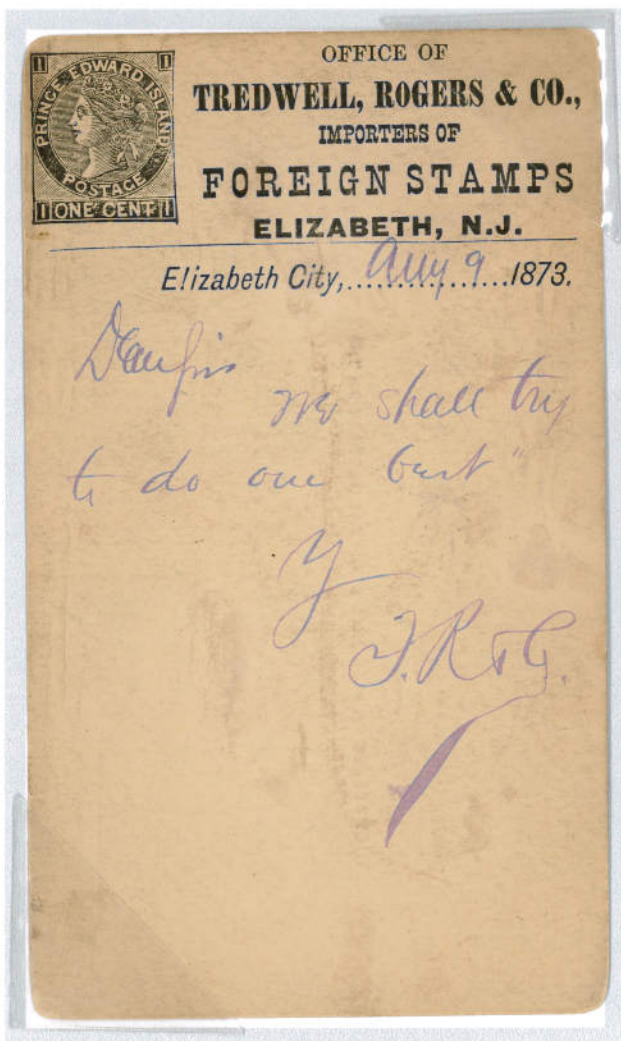
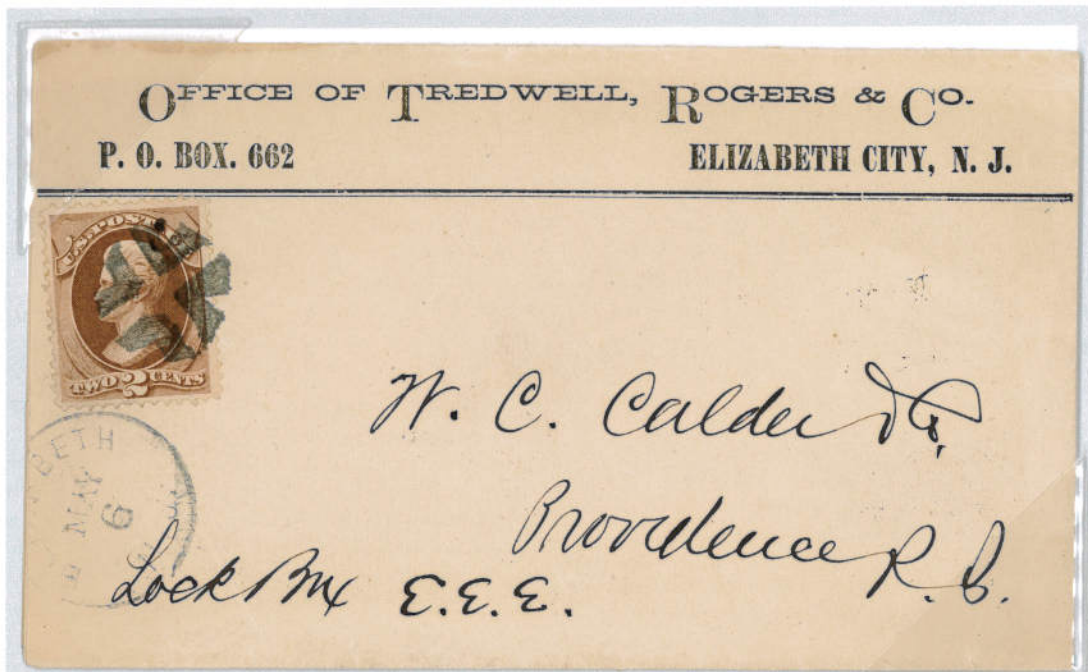
James Dale & Co. Elizabeth, N.J.



Cover front from New Jersey stamp dealer James Dale to collector Frank A. Gray in Philadelphia on Jan 16, 1872(cir.). For some reason he cover is postmarked New Rochelle, N.Y.

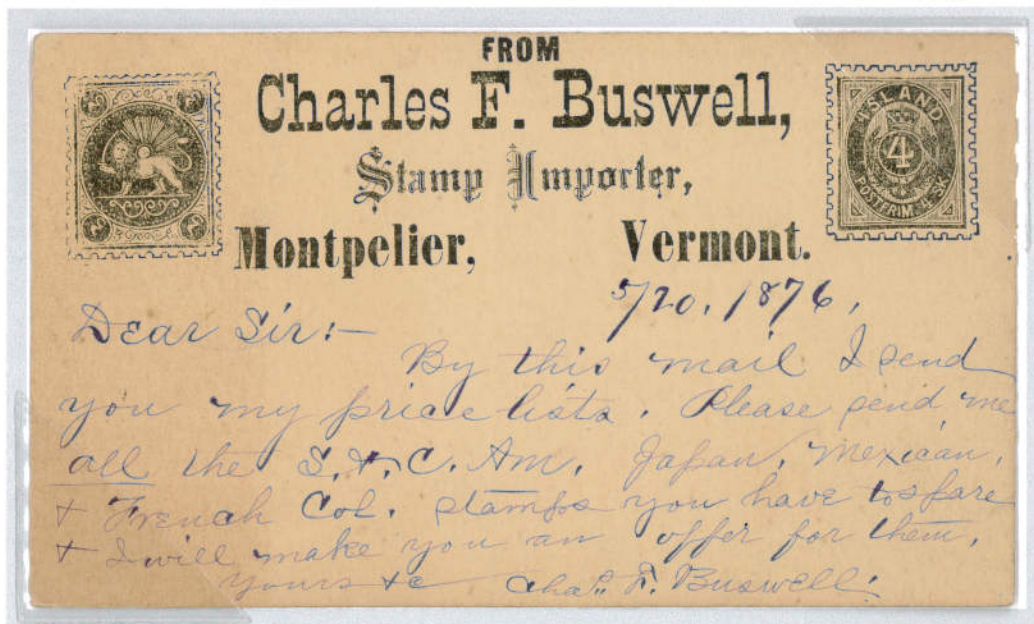
Tredwell Rogers & Co., Elizabeth

Folded *Wholesale Price List of Foreign Postage Stamps* sent by Tredwell, Rogers & Co. to W. C. Calder in Providence, R. I. postmarked Elizabeth, N. J. May 6, 1872(c). A 2c brown Bank Note stamp pays the circular rate for this price list. It is the earliest reported letter to a collector in Rhode Island and helps document the spread of stamp collecting across the northeast in the 1870s.



Reverse of a Liberty brown on buff postal card with advertising from Tredwell, Rogers & Co. Importers of Foreign Stamps, Elizabeth, N.J. The stamp pictured is a 1c Prince Edward Island stamp. The card is postmarked Elizabeth N.J. Aug 11 [1873].

Charles F. Buswell, Montpelier



On the reverse of this 1c brown postal card, Issue of 1873, stamp dealer Charles F. Buswell wrote the following note: "5/20/1876, Dear Sir:- By this mail I send you my price lists. Please send me all the S.&C. Am, Japan, Mexican, & French Col. stamps you have to spare & I will make you an offer for them. Yours etc. Chas F. Buswell" As shown below on the reduced illustration of the front of the postal card, the addressee is an Albert Perrin in San Francisco, California. Coast-to-coast communications between stamp dealers and collectors was becoming more commonplace by the mid-1870s.



Front - reduced in size

William P. Brown, New York

William P. Brown was one of the earliest New York stamp dealers beginning in 1860. In 1873 he left New York to go to Japan, returning to New York in 1876. In 1877, he started Brown's City Post to deliver mail in Manhattan from his office at 145 Nassau Street. He continued to be one of the most important dealers in New York until he retired in 1920 after almost 60 years in the business.

Stamps on Approval.

53 NASSAU STREET, NEW YORK CITY,

April 1, 1873.

DEAR SIR:

According to the statement in the January number of the *Curiosity Cabinet*, the time has now come for us to close up our business in postage stamps, and it will be impossible for us to fill out any more orders for any special stamps from our catalogue and price-lists. We have, however, made up a good supply of all our popular "Benjamin Franklin" packets, which we shall receive orders for until the 1st of May, excepting the mixed European stamps in "M" and "N," which are all gone. In place of these, we would specially recommend our packet "A," containing 60 varieties of European stamps for 25 cents. We have sold over 600 of these.

We have now assorted all our stamps (excepting the Revenues, Locals, whole Envelopes, and Post-cards) into boxes, according to their respective values, mostly at a great reduction from our catalogue prices, ranging as follows: 1 cent box, 2c., 3c., 4c., 5c., 8c., 10c., 15c., 20c., 25c., 30c., 40c., 50c., 60c., 75c., and \$1 boxes and upwards. From these boxes we make up sheets of stamps with 48 on each sheet, which we are ready to send on approval to all collectors with whom we are acquainted.

In ordering, state what stamps are preferred, in something like the following style, altered to suit the wants of the collector:

Send me 2 sheets of stamps, at 1 cent each.....	\$ 96
1 " " " 3 " "	1 44
1 " " " 5 " "	2 40
1 " U. S. Revenues, worth about.....	1 00
Total.....	\$5 80

We also have sheets of U. S. Revenue Stamps, both old and new issues, Proprietary and Match Stamps, Canadian and Foreign Revenues, U. S. Locals, and sets of Post-cards. Our new price-list of Proprietary and Match Stamps sent free on application.

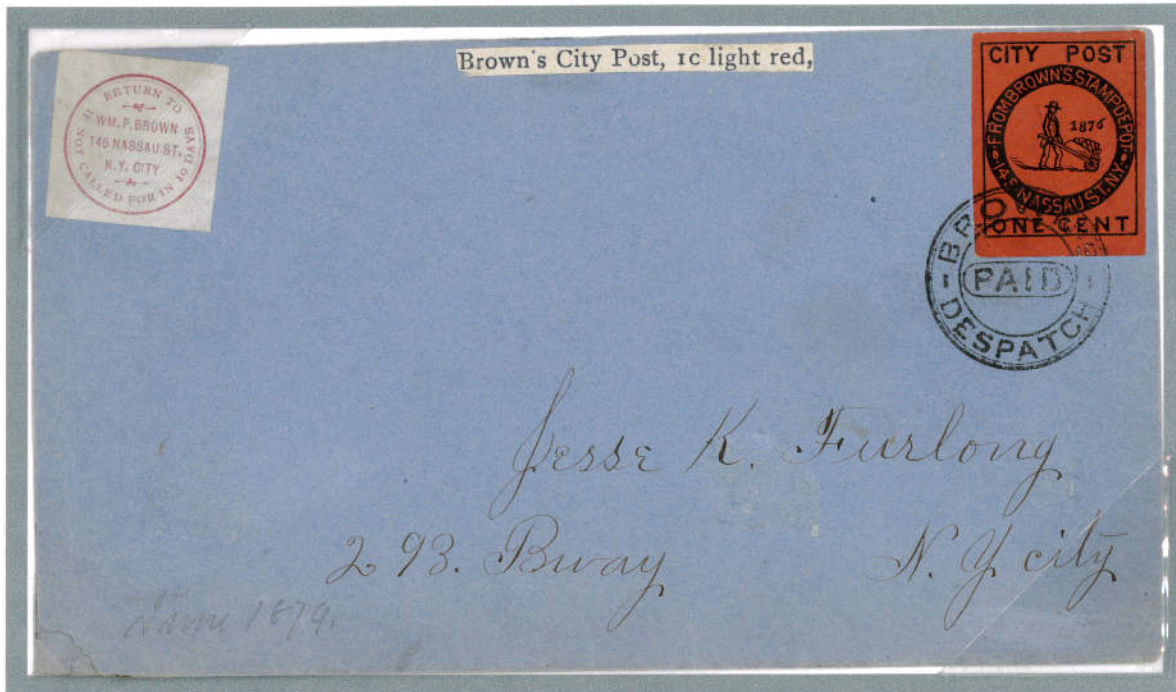
It is not necessary to send us the money in advance. We send with them the accompanying bill, showing the amount sent, which should be returned with the stamps not wanted and money for those kept. Where the value of the stamps returned is over \$3, enclose them with the cash in a letter registered at our expense. Where the value of the stamps returned is less than \$3, send them in an ordinary letter, and, if the money due us is over \$1, obtain a P. O. order at our expense. Registered letters require 15 cents extra postage. P. O. orders cost 5 cents on every \$10. In sending cash, have it in as few pieces as possible, and unused U. S. postage stamps of low values instead of pennies. We can use dirty

Brown's announcement of April 1, 1873 that he was closing up his stamp business and selling off this inventory of \$2,000 worth of stamps. He claimed that he had 1,000 orders a month from out-of-town in addition to a heavy city trade, but was seeking to do even better at a new business venture in Yokohama, Japan.

William P. Brown, New York

Brown's City Post

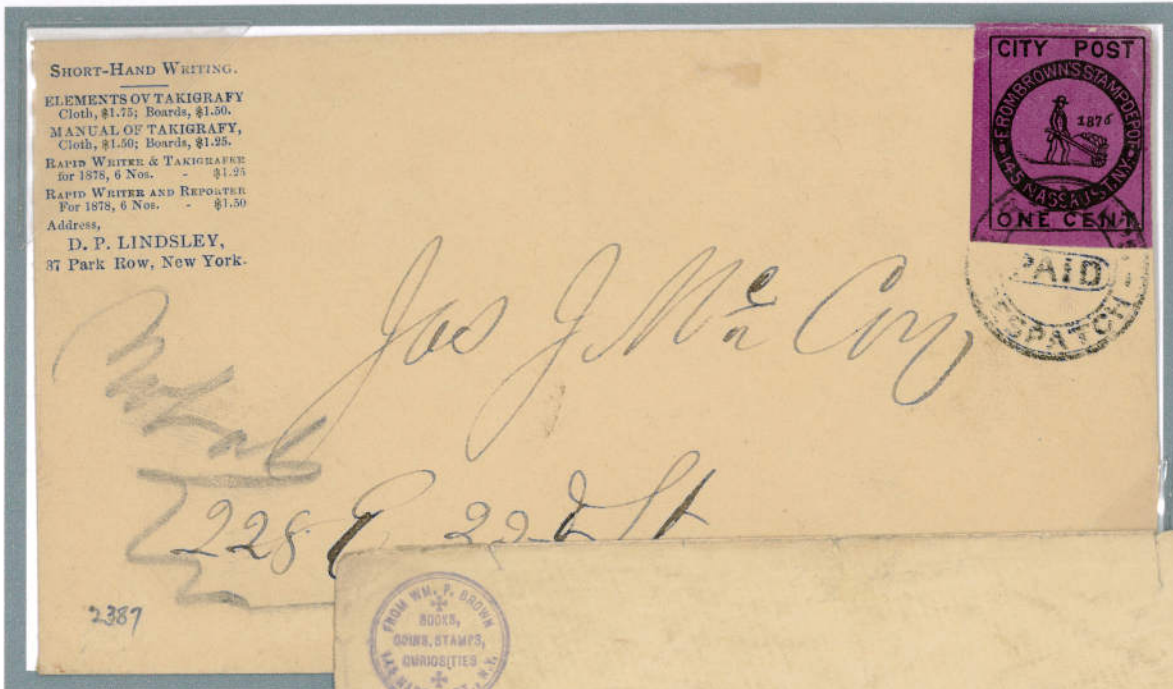
This local delivery service had both philatelic and commercial customers. Brown's City Post issued stamps with a single design in five different colors, all of which are shown below



The cover at **top** is franked with a One Cent black on red Brown's City Post stamp and cancelled in black with a Brown's Dispatch hand stamp. It is addressed to Jessie K. Furlong, an important N.Y. collector. Two covers are known with this stamp. The flyer at **bottom** is franked with a One Cent black on yellow Brown's City Post stamp and cancelled in black with a Brown's Dispatch hand stamp. It is commercial use with a notice of a meeting of the American Philological Society on December 17, 1878.

William P. Brown, New York

Brown's City Post con't



3124 (23)

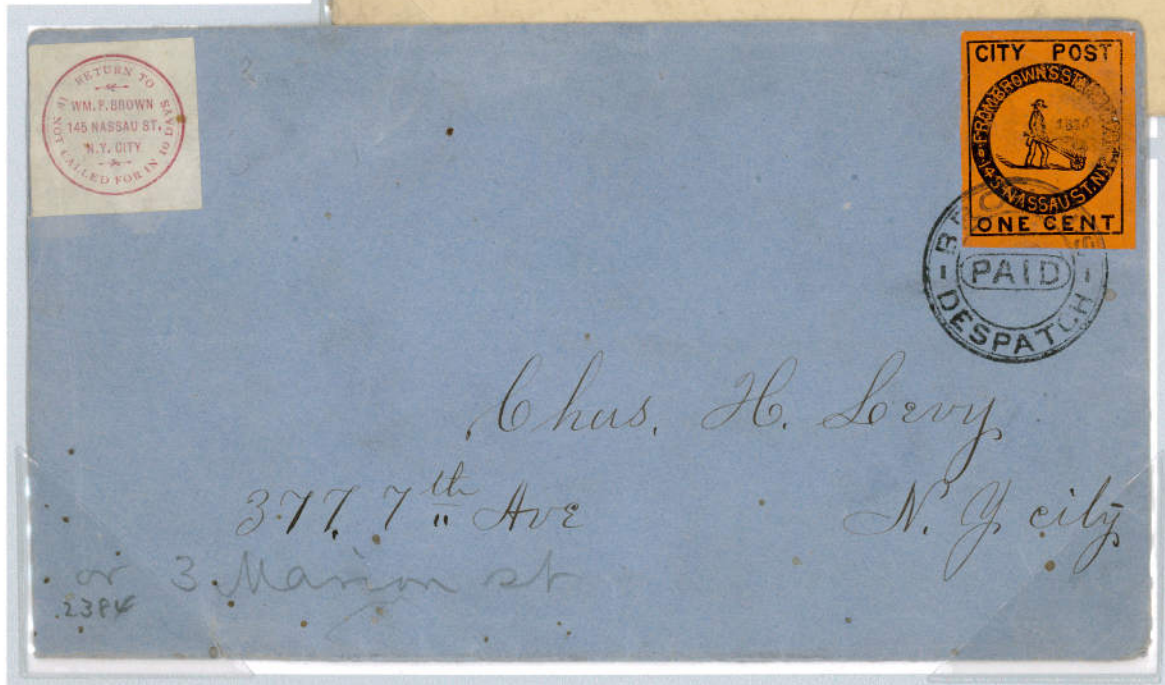
Brown's One Cent black on violet stamp cancelled in black with a Brown's Dispatch hand stamp. This is a commercial use for a short-hand writing program. Two covers are known with this stamp

Brown's One Cent black on green stamp and cancelled in magenta. It is addressed to George B. Mason, a fellow stamp dealer in N.Y.



3123 (22)

Brown's One cent black on vermilion stamp and is addressed to Charles H. Levy, an important N.Y. collector.



3125 (24)

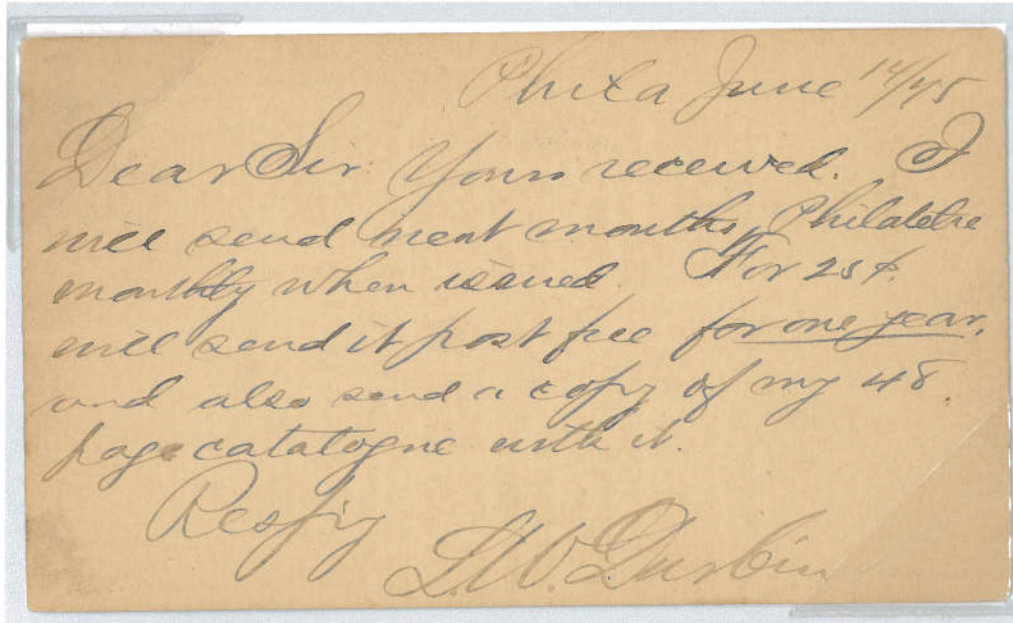
William P. Brown, New York



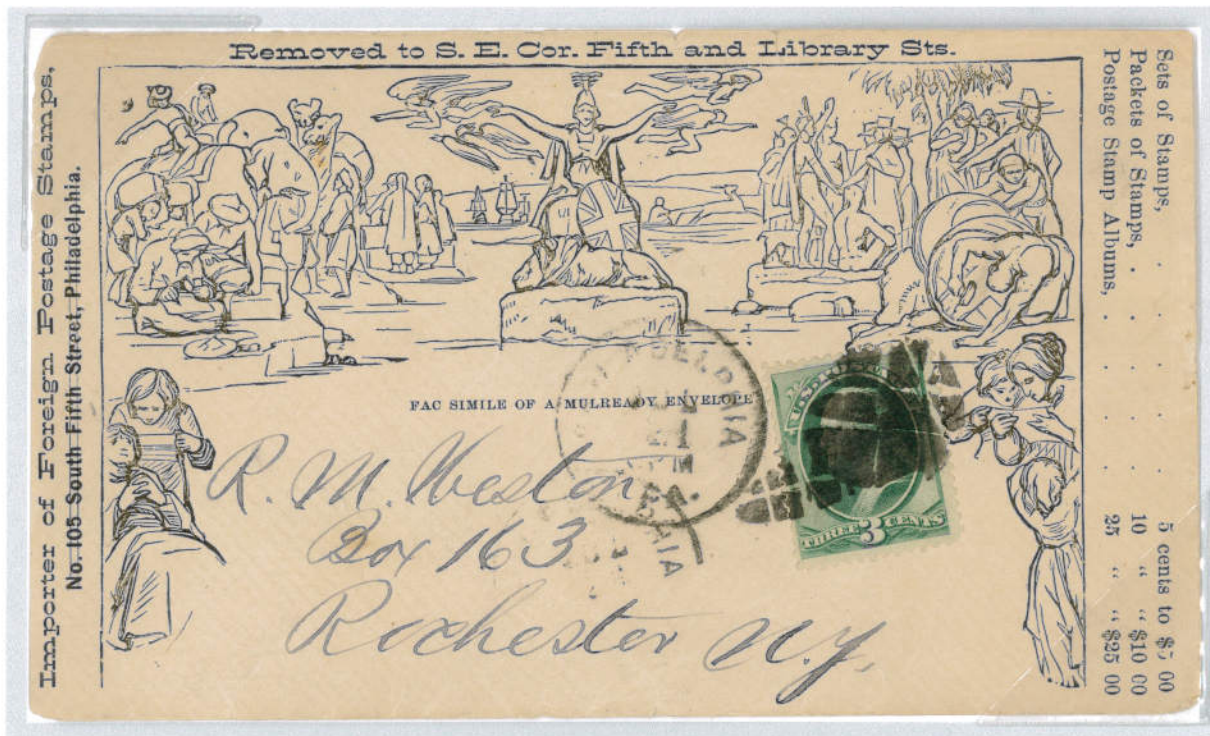
This registered cover dated New York, Feb 18, 1878 was sent by Brown to the Italian stamp dealer Carlo Diena in Modena, Italy. Carlo Diena was member of the Diena family of dealers and experts on Italian stamps. For Diena's enjoyment, Brown used stamps from three different U.S. issues; a 3c rose 1861 stamp, 1c and 3c 1869 stamps and a 7c vermilion Bank Note stamp, to pay the 5c postage and 10c registry fee.

L. W. Durbin & Co., Philadelphia

Leonidas W. Durbin was an important stamp dealer and publisher in Philadelphia from 1869 to his premature death at 38 in 1887. He promoted stamp collecting through his stamp and postal card catalogues, monthly publications and the use of attractive advertising covers and trade cards.



Postal card from Durbin to a collector. Durbin wrote on the reverse of a 1c brown postal card, Issue of 1873, the following note: "Dear Sir: Yours received. I will send next month's Philatelic Monthly when issued. For 25c will send it post free for one year, and also send a copy of my 48 page catalogue with it. Resp'y L.W. Durbin"



Facsimile Mulready advertising envelope mailed by Durbin on July 21, 1875(cir) to a collector in Rochester, NY. Although Durbin's name was trimmed from the left margin, the address shows that he recently moved from 105 South Fifth Street to the southeast corner of Fifth and Library Streets, Philadelphia, so this cover dates from 1875.

L. W. Durbin & Co., Philadelphia

L. W. Durbin created these attractive trade cards around 1875 as his business and reputation was expanding and he moved to larger offices at Fifth and Library Streets in Philadelphia. The green and red cards are based on the design of the Newfoundland postal card of 1873 shown at the bottom on this page.



L. W. Durbin trade cards,
1875(c).



Newfoundland 1c green postal card of 1873 which Durbin used as the starting point for his trade card design.



C. M. Gale & Co., Concord

Foreign Postage Stamps.

C. M. GALE & Co. beg to announce to stamp collectors that they have recently purchased a large and valuable stock of Foreign and American Postage Stamps, which they are prepared to dispose of upon the most favorable terms.

They trust that by bestowing prompt attention to all orders from customers, and by fair dealing with all, to merit a share of the patronage of the stamp-collecting public.

All stamps sold by them are warranted genuine, and satisfaction is guaranteed. Price-list sent on application.

C. M. GALE & CO.

Concord, N. H.

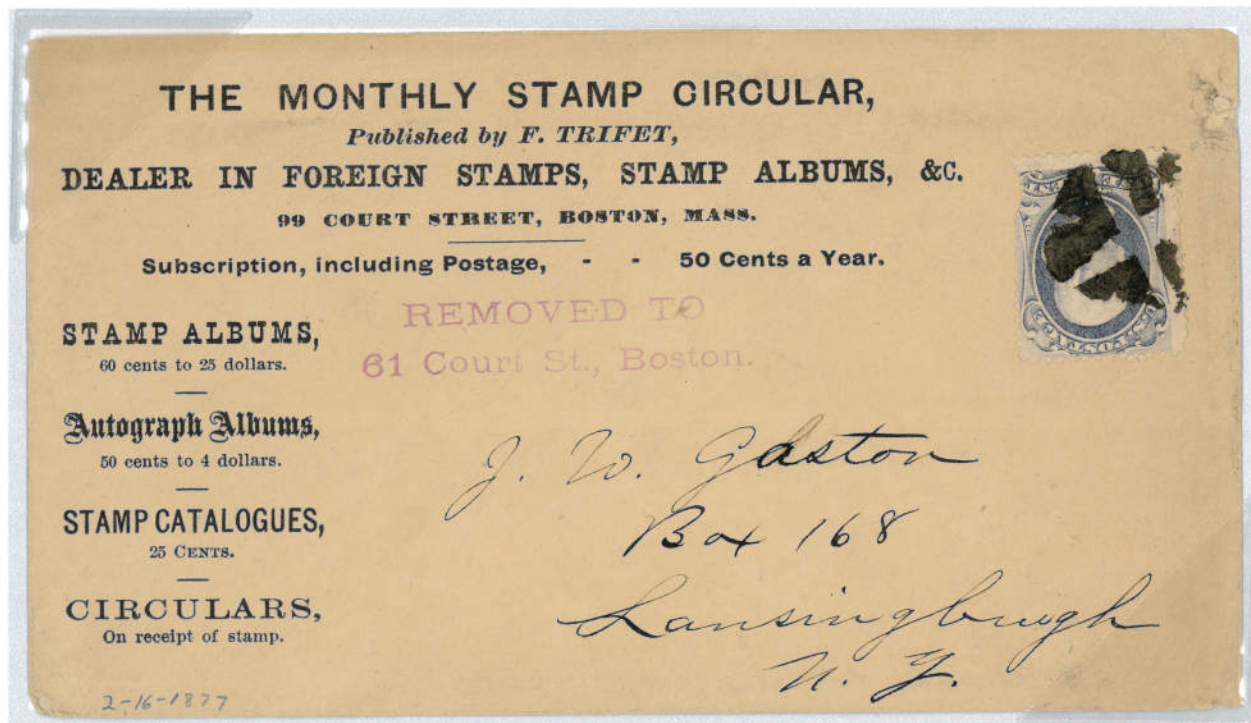
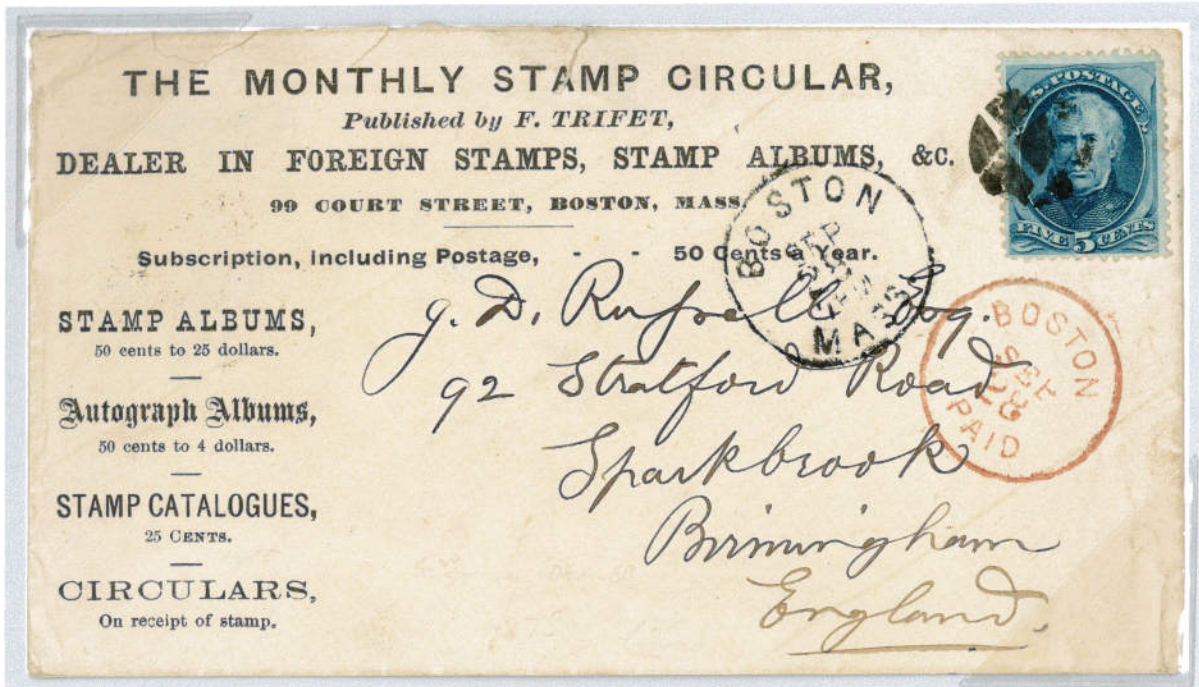
This postal card is the earliest documented stamp dealer use from New Hampshire. This ad was printed on a 1c Liberty brown on buff card from the first printing in 1873. The card is postmarked Concord N.H. Nov 26 and was probably mailed in 1873 or 1874.

F. H. Pinkham, New Market



F. H. Pinkham, a foreign stamps dealer, sent this letter to the English stamp dealer J. D. Russel from Newmarket, N.H. on Mar 20, 1877. The 5c UPU rate to England was paid by the 2c and 3c Bank Note stamps. The receiving postmark on the reverse is dated April 2, 1877.

Ferdinand Trifet, Boston

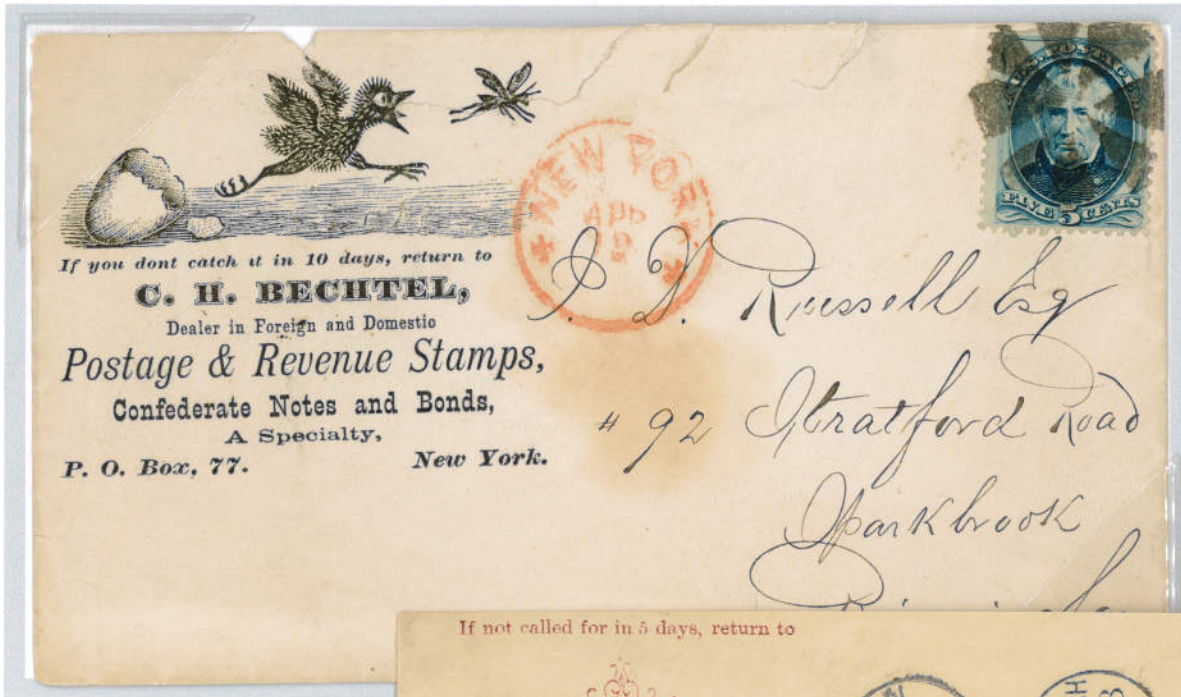


Ferdinand Trifet was an important stamp dealer, publisher and author in Boston. The **top** cover was sent by him on Sept. 28, 1875 to stamp dealer J. D. Russell in Birmingham, England. The 5c first class UPU rate to England was paid a blue Zachary Taylor stamp. This letter went first class notwithstanding that the envelop refers to Trifet's "The Monthly Stamp Circular."

The **bottom** cover shows a 1c Blue Bank Note stamp paying the circular rate to a collector in Lansingburgh, N.Y. in 1877. Although the advertising on this cover is similar to the first cover, it is hand-stamped "Removed to 61 Court Street, Boston" and the price of the cheapest Trifet stamp album has been raised to 60c. These differences help date this cover to 1877.

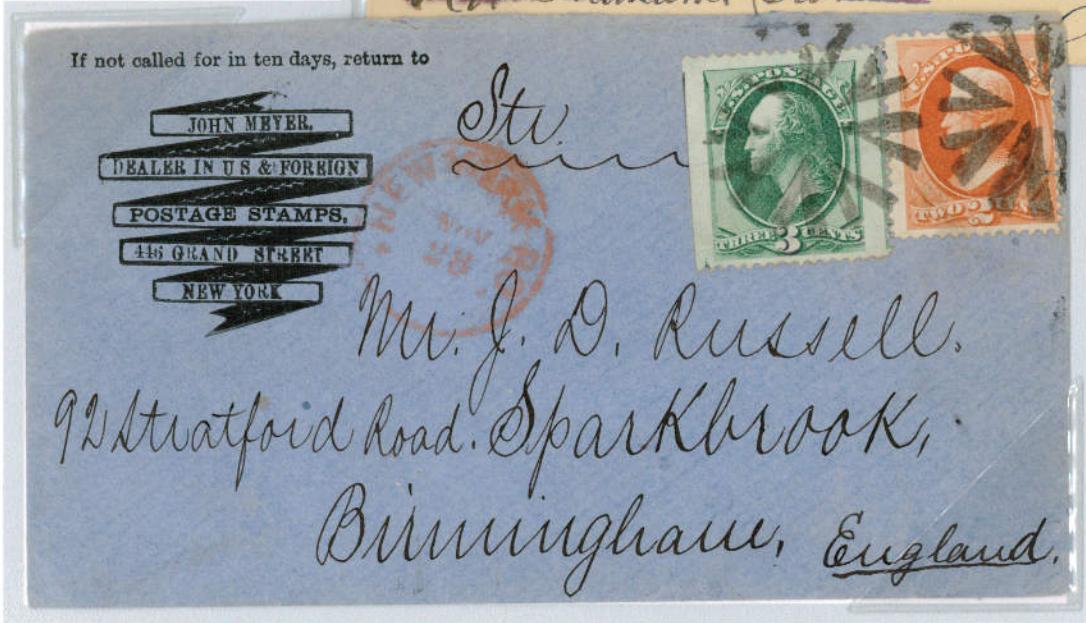
Stamp Dealer Covers to English Dealer J. D. Russell

Beginning July 1, 1875 the United Postal Union treaty rate to England was reduced to 5c. This encouraged more communication between U.S. and foreign, especially European, stamp dealers and collectors.



From N. Y. stamp dealer C. H. Bechtel, April 12, 1876. The running chicken corner card design was very popular in this era.

From N.Y. stamp dealer John V. Drozdowski, Dec 4, 1876. The cover was mis-addressed to Russell in Hamilton, England and forwarded to Russell in Birmingham.



From N.Y. stamp dealer John Meyer Nov 28, 1876.

William W. Phair, Brooklyn



68

William Phair, a dealer in Foreign Postage Stamps in Brooklyn, sent this cover to Amsterdam, **Holland** on Feb 9, 1876. The 5c UPU rate was paid by two gray-blue 1c stamps and a green 3c stamp.

Nicholas F. Seebeck, New York

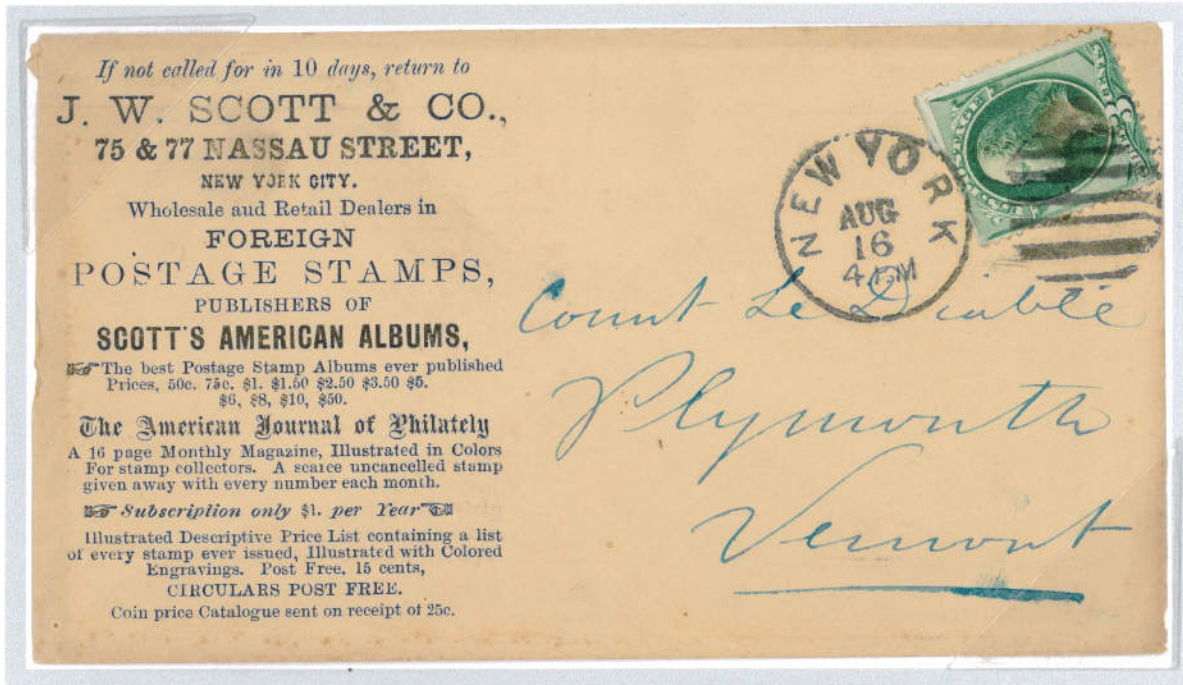


52

Nicholas Seebeck began dealing in foreign stamps in the mid-1870s. This registered letter was sent to **Germany** on January 16, 1877. The UPU rate of 5c and 8c registry fees were paid by 1c blue and 3c green Bank Note stamps on a 10c brown stamped envelope. The cover has an unusual brown "Direct Serv. Paid All" marking. Seebeck became more famous in the 1880s when he began printing stamps for several Latin American counties in exchange for keeping the remainders to sell to collectors.

John Walter Scott, New York

John Walter Scott, the “Father of American Philately” began stamp dealing in New York in the 1860s after immigrating to the USA from London in 1863. He left for California gold rush in 1865 but returned to New York in 1867, and established J. W. Scott & Company at 34 Liberty Street. Later 75 & 77 Nassau Street. In September 1868 the first priced, multi page Scott catalogue appeared entitled *A Descriptive Catalogue of American and Foreign Postage Stamps Issued from 1840 to Date..* In 1876 the company relocated to 146 Fulton Street.



This advertising cover, postmarked Aug 16, 1874(c) with a 3c green Bank Note stamp paying the 1st Class postage to Vermont, describes many of Scott’s philatelic activities as a dealer and publisher in this period.



Scott & Company trade card 1877(c)

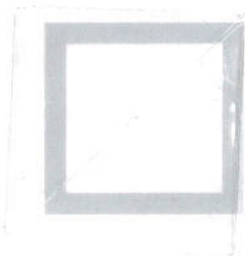
John Walter Scott, New York



Scott & Company Trade Card 1877(c)

Scott Centennial Celebration Medallions

Medallions made by Scott & Co. to mark its participation in the 1876 Centennial celebration in Philadelphia. Scott was the only stamp dealer to have a booth at the Centennial Exhibition in 1876 in Philadelphia.



Front



Enlarged - Front
Liberty Bell
1776

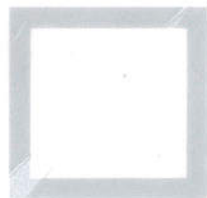


Enlarged - Back

100Y'rs of Nat. Ind.
26 Y'rs Business in
Coins & Stamps
J. W. Scott & Co.
146 Fulton St. NY



Enlarged - Front
Continental Soldier
1776-1876



Back



Enlarged - Back

100Y'rs of Nat. Ind.
26 Y'rs Business in
Coins & Stamps
J. W. Scott & Co.
146 Fulton St. NY

To Miss Lena Chamberlain, Yellow Springs, Ohio



Brazil, head and figure, 6 varieties	15	Roman States, 1st issue, 4 var.	10
Chili, 1, 5, 10 centavos	10	* " " 1867, perfor.	15
*Confederate States, 2, 5, 10c.	5	* " " 1867, unperf.	20

January, 1876, Price List of Stamps,

FOR SALE BY

J. A. PIERCE, 97 Clark St., Chicago, Ills.

PACKET LIST.			
No. 1 contains 50 used varieties, old and new Victoria, Queensland, Italian official, Cuba 1871, and 75 rare Spanish, Portugal, Finland, and other good stamps. Price, 25 cents.		Danish West Indies, 1, 3, 4, 7, 14c.	40
No. 2 contains 40 used varieties, including Mexico 1874, Hanover, N. Germ, Confed., 10 and 30, Levant 1867, Greece, Norway head, Jamaica, Roumania, Dutch Indies, Oldenburg, Baden figure, &c. Price, 25 cents.		Dutch Indies, 1, 10, 20, 50c, 2 1/2 fl.	12
No. 3 contains 25 used stamps, including Sandwich Islands 6c., Cuba, British Guiana, Thurn and Taxis, Jamaica, Tasmania, Hong Kong, Spain, Denmark, Hanover, &c. Price, 25 cents.		Egypt, new issues, 3 varieties.	6
No. 4 contains 25 used stamps, including Mexico, Russia 30 ko., Portugal, Sandwich Islands 2c. brown, Greece, New South Wales, Roman States, Roumania, &c. Price, 25 cents.		Finland, 5, 8, 10, 20, 40 pf.	6
No. 5 contains 25 new stamps, including Triangular		France, old and new, incl. 80c. carmine, 17 varieties.	10
		*German official, 1/4, 1/2, 1, 2 gr.	35
		" " 1, 2, 3, 7 kr.	35
		German Confed. and Empire and Registration, 10, 30, 10, 30 gr., 2 mk. 5 var.	8
		Greece, complete set.	10
		*Hamburg envelopes, 1/2, 1 1/4, 1 1/2, 2, 3, 4 and 7 sch.	35
		* " 3 and 4 sch., blue paper	12
		Hanover, head, 3 var.	5
		" figure, 4 var.	10
			50

Cover to stamp collector Miss Lena Chamberlain in Yellow Springs, Ohio from Chicago stamp dealer J. A. Pierce enclosing his *January, 1876 Price List of Stamps*. A 1c ultramarine Continental Bank Note stamp paid the circular letter rate. This is the earliest reported cover to a collector in Ohio and the earliest reported to a female collector in the U. S.

J. A. Pierce was a very early stamp dealer (1871) based in Chicago. He remained active until 1893 and may be best known for the many Columbian Exposition souvenir covers he prepared and had cancelled at the Exposition.

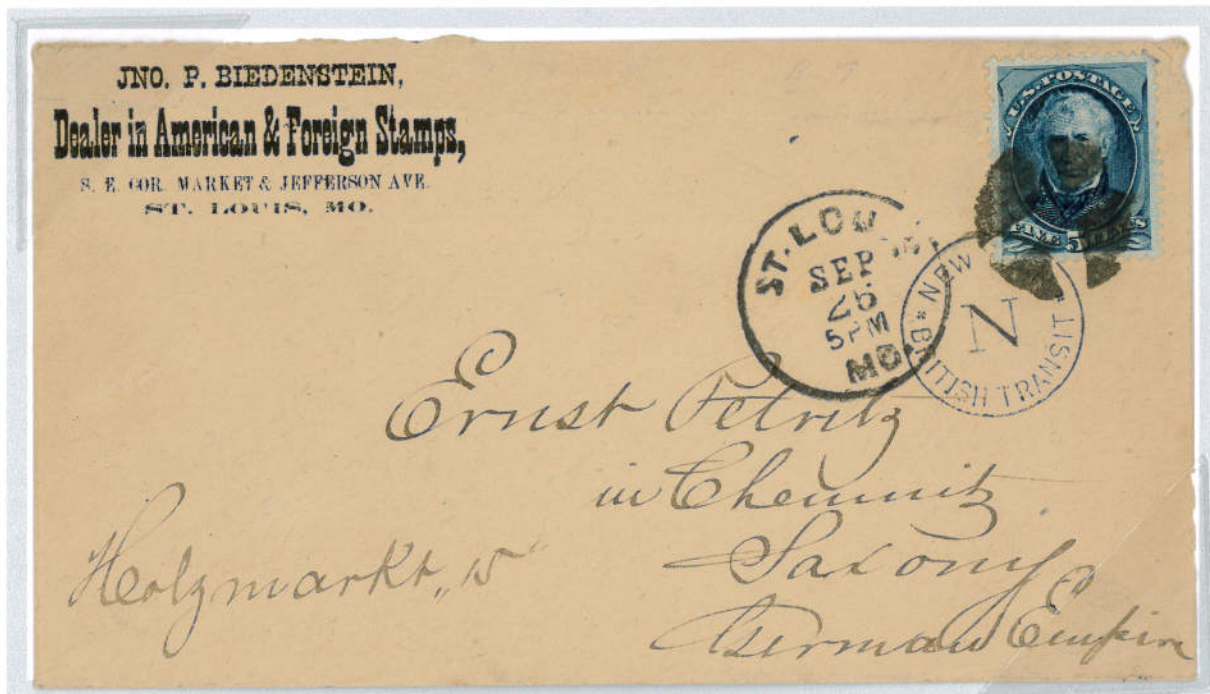
E. A. Duvernois, Detroit



72

This is the earliest reported cover from a Michigan stamp dealer. It was posted from Detroit on Nov. 13, 1878 by E. A. Duvernois. The 13c postage and fees for this registered letter were paid by a colorful mix of 2c, 3c and 6c Bank Note stamps.

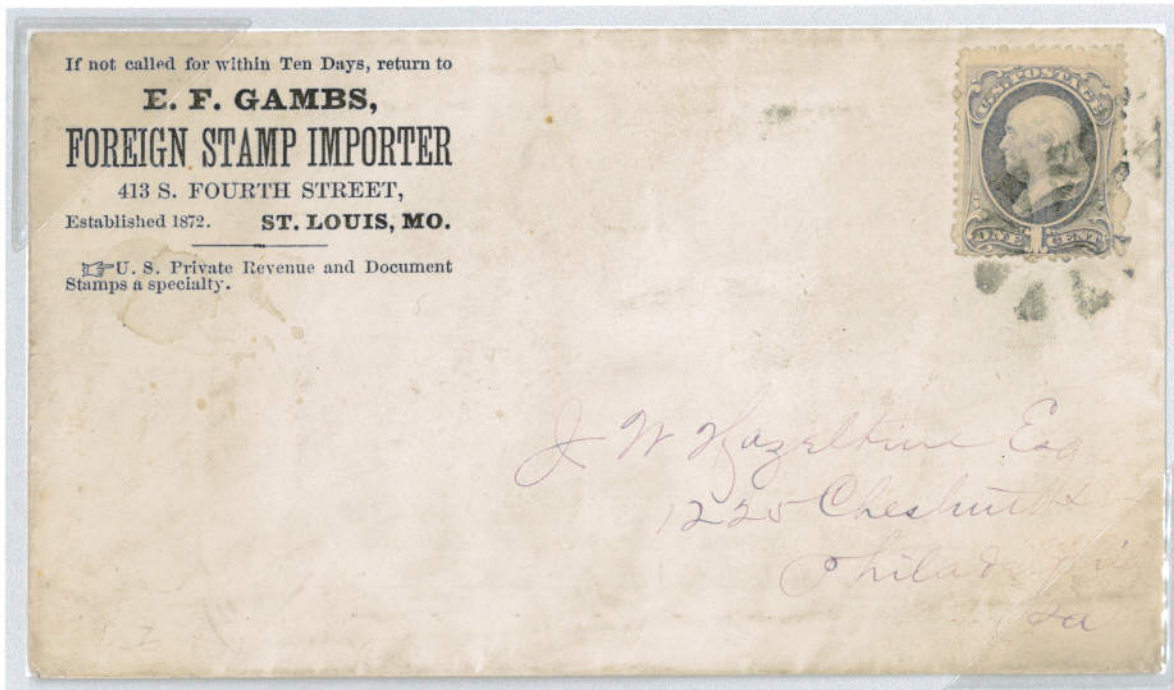
Jonathan P. Biedenstein, St. Louis



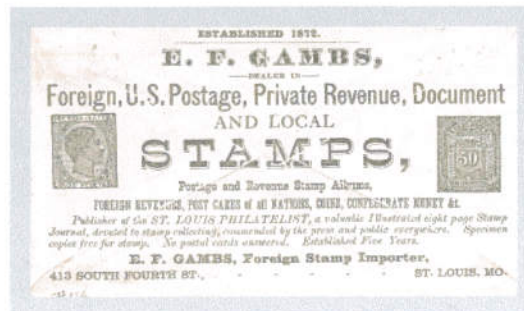
Jonathan Biedenstein, Dealer in American & Foreign Stamps, sent this letter to the German stamp dealer Ernst Petritz from St. Louis, MO on Sept 26, 1878. The 5c UPU rate to German was paid by the 5c blue Taylor stamp. In New York, a “* New York * British Transit” postmark was added. The receiving postmark on the reverse is dated Oct 14, 1878.

Ernest F. Gambs, St. Louis

This is the earliest reported stamp dealer cover from Missouri. E. F. Gambs started dealing in St. Louis in 1872 when he was still a schoolboy of 14. The ad on the reverse states this is his fifth year in business, thereby dating this cover to 1877. As shown in the notice from the West India Manufacturing Co, he was involved in selling proprietary medicine stamps in 1877.



Reverse (reduced)
of above cover



St. Louis, April 25th, 1877.
Parties applying for our

PROPRIETARY REVENUE STAMPS

are respectfully notified that all applications from stamp collectors and dealers will be referred to

Mr. E. F. GAMBS, Stamp Dealer,

No. 413 South Fourth Street, Saint Louis.

Respectfully,

West India Manufacturing Co.

E. F. Gambs was appointed by the West India Manf. Co. of St. Louis to sell the proprietary 4c revenue stamps used on bottles of their "celebrated" stomach bitters. Thus, Gambs helped both this local company and collectors wishing to obtain this fairly rare private die stamp.

C. F. Adams, Cincinnati, Ohio and Louisville, Kentucky

C. F. Adams was a little known stamp dealer with a brief career in the business. However, his activities in Cincinnati and Louisville expanded the locations of the stamp trade in the mid west in the late 1870s.



The **top** cover is from C.F. Adams to the German stamp dealer Ernst Petritz from Lexington, Ky on Oct 29, 1878 shortly before he moved from Cincinnati OH to Lexington. This **middle** cover from Honolulu, Hawaii, franked with a 6c Kamehameha stamp, postmarked Feb 9, 1878 was sent to stamp dealer C. F. Adams in Cincinnati, Ohio. It is the earliest reported to a U. S. stamp dealer or collector from **Hawaii**. The **bottom** cover shows that Adams relocated his business from Cincinnati, Ohio to Louisville, Kentucky in 1878 and is postmarked Louisville, KY, Nov. 2, 1878(cir.) The old Cincinnati address is crossed out and his new Louisville address is written in.

Stamp Dealer Covers to German Dealer Ernst Petritz



From N. Y. stamp dealers Arduin, Menzl, Levrault & Co, April 5, 1878(c).



From N.Y. stamp dealer M. Kottshofski, Sept 26, 1878.



From N. Y. stamp dealer M. Wineburgh Sep. 22, 1878(c).

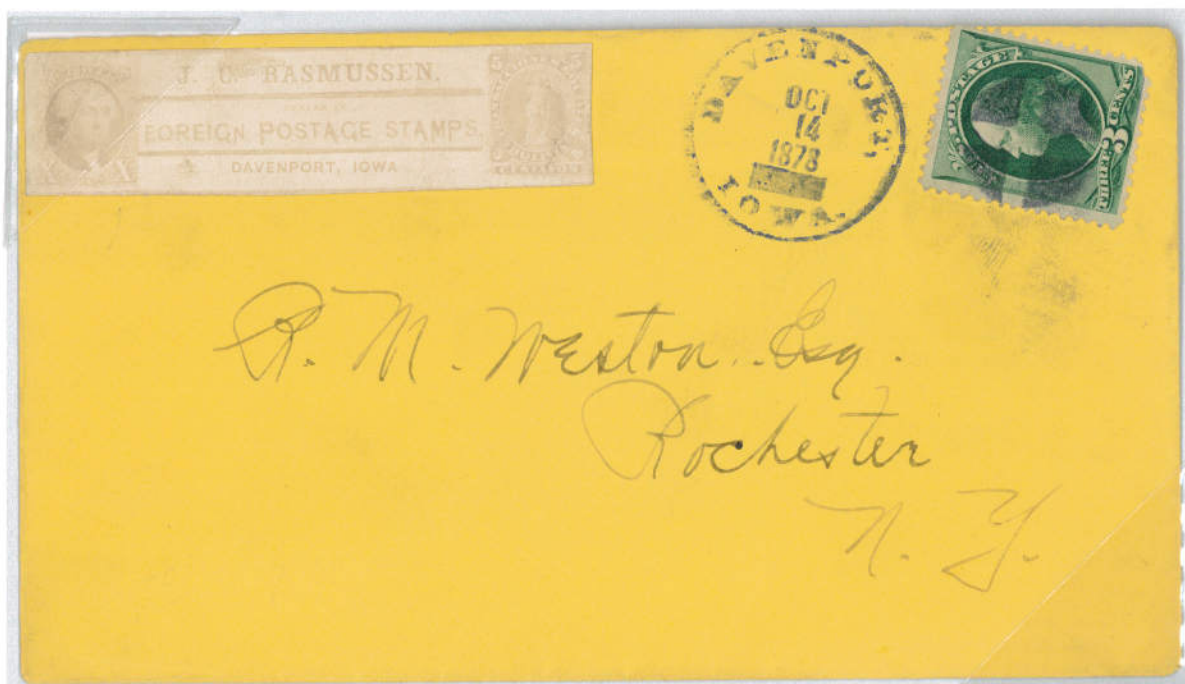
The July 1, 1875 UPU treaty reduction in postage to Germany to 5c made correspondence more economical.

J. C. Rasmussen, Davenport



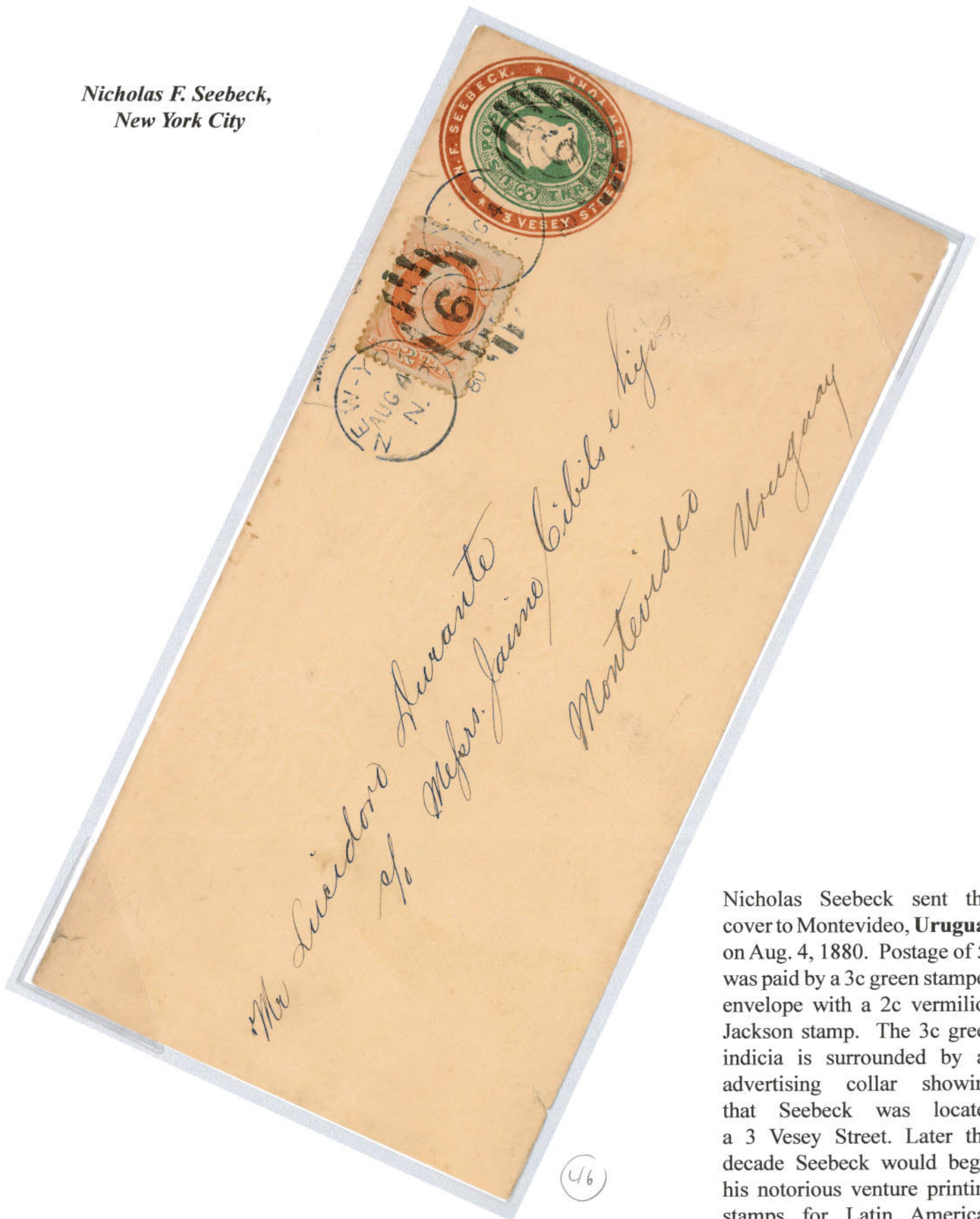
Stamp dealers operated in Iowa's smaller towns in the 1870s. This cover is the earliest reported from an Iowa stamp dealer. J. C. Rasmussen mailed this cover from Davenport, Iowa on Oct. 14, 1878. The faded label in the upper left shows pictures of a U. S. 10c 1847 stamp and a 5 centavo Bolivian Revenue stamp.

W. E. Davidson, Keokuk



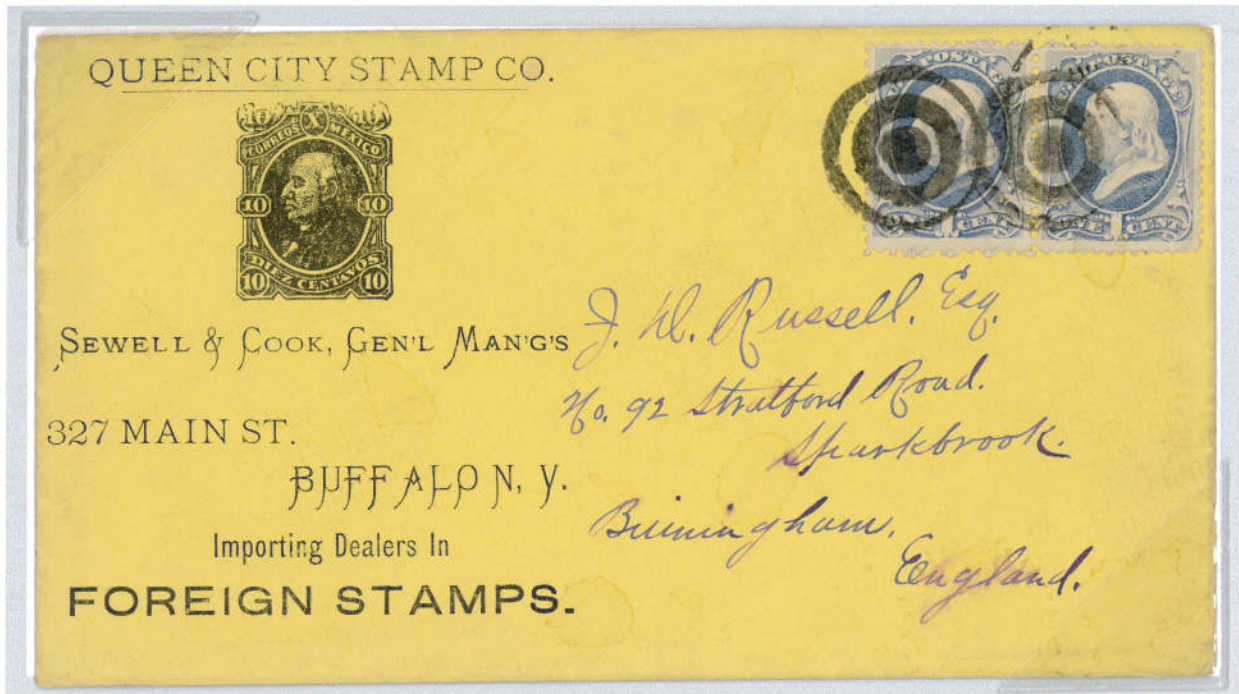
From W. E. Davidson, a stamp dealer in the small town of Keokuk, Iowa, Nov. 1, 1878(c) to Germany stamp dealer Ernest Petritz in Chemnitz, Saxony.

*Nicholas F. Seebeck,
New York City*



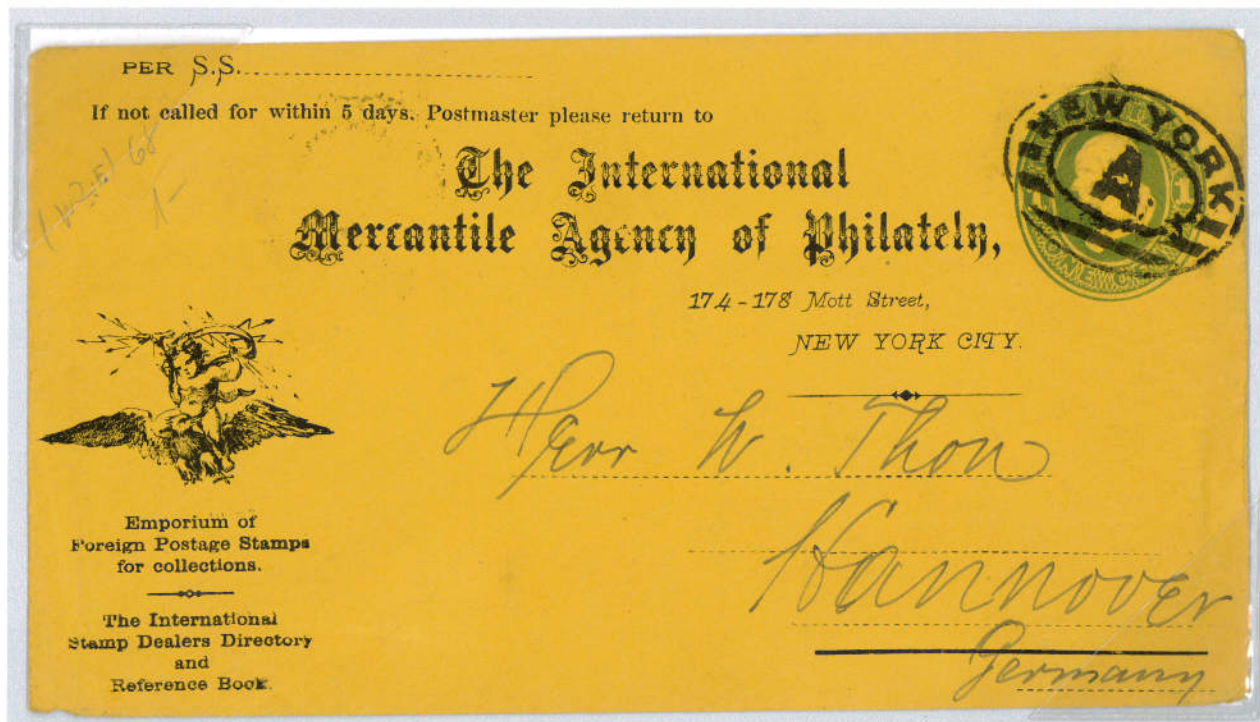
Nicholas Seebeck sent this cover to Montevideo, **Uruguay** on Aug. 4, 1880. Postage of 5c was paid by a 3c green stamped envelope with a 2c vermilion Jackson stamp. The 3c green indicia is surrounded by an advertising collar showing that Seebeck was located a 3 Vesey Street. Later this decade Seebeck would begin his notorious venture printing stamps for Latin American countries.

Queen City Stamp Co, Buffalo



The Queen City Stamp Co. sent this cover to English stamp dealer J. D. Russell cir. 1880. Two 1c ultramarine stamps paid the UPU circular rate for printed material like a price list or advertisement.

The International Mercantile Agency of Philately, New York City



Unsealed cover sent by The International Mercantile Agency of Philately from New York City to Hanover, Germany in July, 1880(c). The 1c blue on orange stamped envelope paid the UPU postage for printed mater like price lists and circulars.

Ebenezer Bridge, Orange Spring



Earliest reported stamp collector cover from Florida. It is postmarked, Palatka, Fla Jul 7, 1881 and was sent by Ebenezer Bridge to Stanley Gibbons & Co. in "Old" England. The 1c postal card, Issue of 1875 and the 1c blue Bank Note stamp paid the 2c post card rate to Great Britain. The message on the reverse reads, "Orange Spring, Marion Co., Florida 7-1-81, Gents: Please forward to the above address your Catalogue of war Envelopes, Curiosities etc as per adv. in Leslies Popular Monthly. And oblige, Ebenezer I. Bridge."

E. F. Wagner, New Albany

The earliest reported stamp dealer cover from Indiana sent by E. F. Walker, "Imported & of and dealer in U.S. and Foreign Postage & Revenue Stamps." The cover is postmarked New Albany, Ind Jul. 20, 1881(c).

Ferdinand Trifet, Boston



Advertising envelop from Ferdinand Trifet which refers to Trifet's "Monthly [Stamp] Circular". It is postmarked Boston, Mass. Sept 7, 1881. A 3c green Bank Note stamp cancelled with a negative "5" killer paid the 1st class rate. A dated enclosure establishes the year as 1881.



Trifet Trade Cards advertising his International Stamp Albums. The address shown is 25 School Street where he had his office in 1881.



A. Wuesthoff, New York City

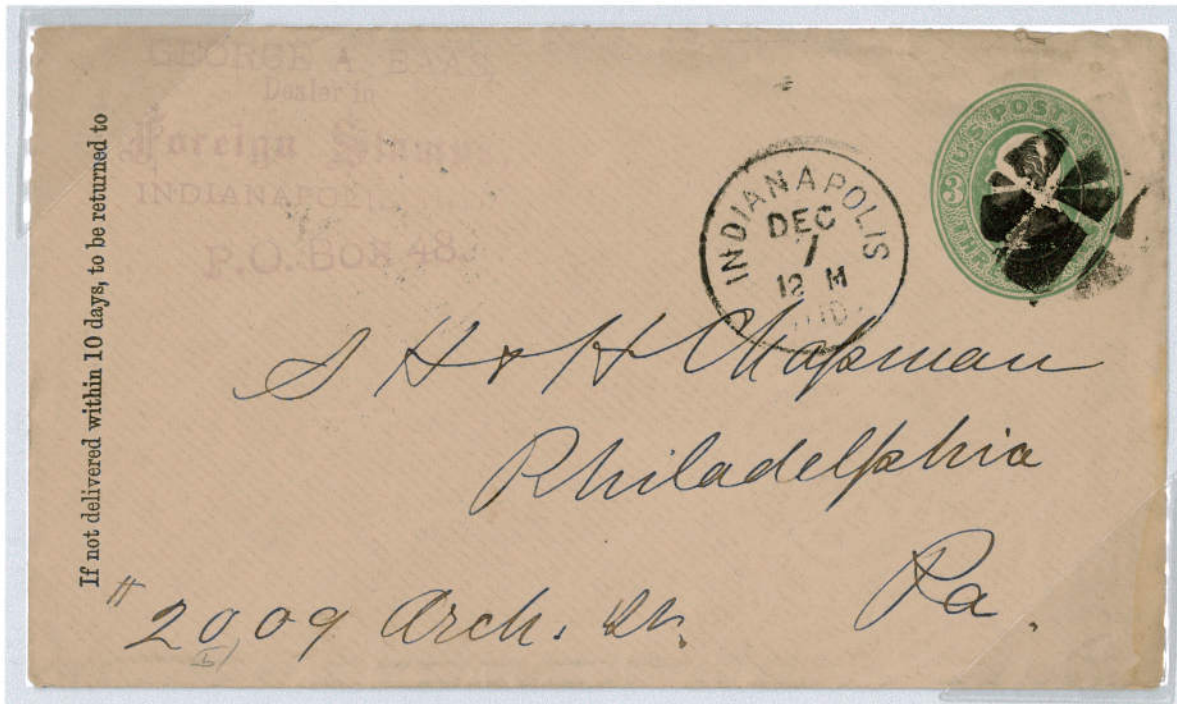


Stamp dealer A. Wuesthoff sent this legal size cover to Vienna, **Austria** on Oct. 25, 1882. UPU rate postage of 5c and a 10c registry fee was paid by 15 1c gray-blue Bank Note stamps. The ornate advertising includes a picture of what purports to be the facade of Wuesthoff's stamp store on Canal Street in New York City.

1882

Indiana

George A. Baas, Indianapolis

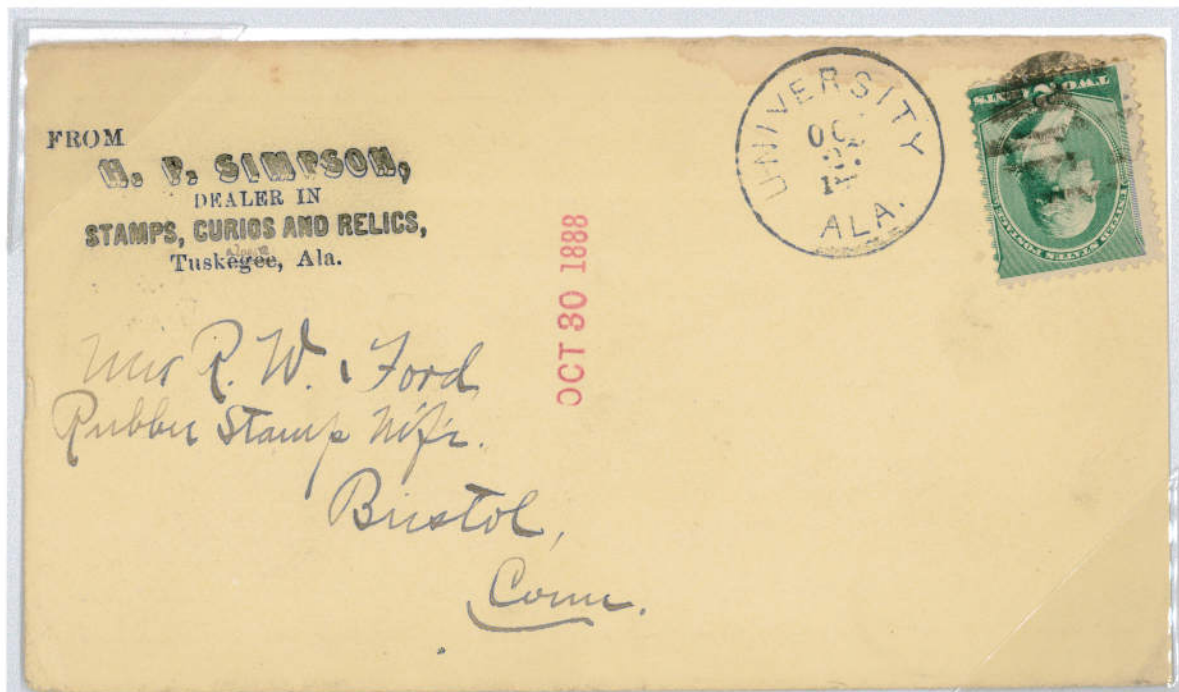


3c green on fawn stamped envelope from George A. Baas, Dealer in Foreign Stamps, to the coin auctioneers S. H. & H. Chapman postmarked Indianapolis, Ind Dec. 7, 1882. The notations on the reverse show that the Chapmans were also involved with postage stamps since they returned a stamp to Baas on 12-9-82.

1883

Alabama

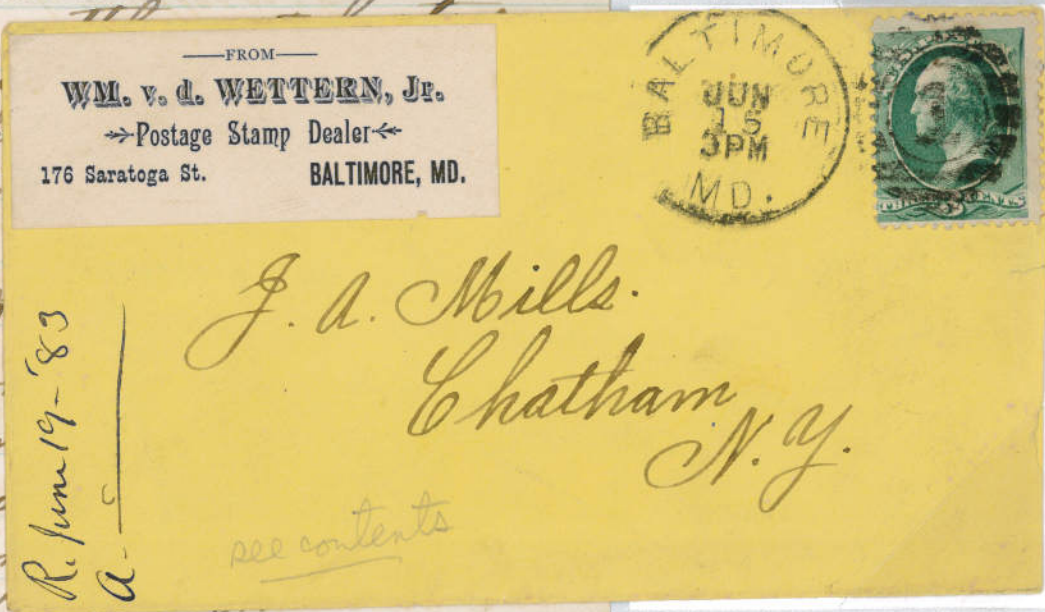
H. P. Simpson, Tuscaloosa



H. P. Simpson originated the earliest recorded stamp dealer covers from Alabama. This cover is postmarked University, Ala. Oct. 27, (1883), at the time he was living in Tuscaloosa, the home of the University of Alabama. The cover is addressed to R. W. Ford, a stamp collector and manufacturer of rubber stamps. Several other covers in this exhibit are also addressed to Mr. Ford, who corresponded with many stamp dealers in this period.

Baltimore Jun 15/83.
 J. A. Mills.
 Dear Sir. I was referred to you by the Postmaster. Mr. F. H. Bristol holder of box 467 of your village has defrauded me out of foreign stamps to the value of \$16.44. I sent them to him on March 27th and he received them and I requested him several times to make a settlement without success. He returned them about 4 months ago but such is not the case, his intentions were to steal. I sent them to him on a commission of 25% which would net me \$12.33. Now if you can collect this amount for me you may do so. I want \$5.00. The balance of \$7.33 you may have. Awaiting your reply, I am, very truly yours,
 Wm. v. d. Wettern, Jr.

This is the earliest recorded stamp dealer cover from Maryland. William v. d. Wettern, Jr. was a pioneer Maryland stamp dealer in the 1880s. He sent this letter on Jun 15, 1883 from Baltimore to Chatham, NY with 1st class postage paid by a 3c green Bank Note stamp. The contents, at left, provides an insight into the difficulties of the early stamp trade.



This letter reads; "Baltimore, Jun 15/83. Dear Sir, I was referred to you by the Postmaster. Mr. F. H. Bristol of box 467 of your village has defrauded me out of foreign stamps to the value of \$16.44. I sent them to him on March 27th and he received them and I requested him several times to make a settlement, but without success. He says he returned them about 4 months ago but such is not the case, his intentions were to steal. I sent them to him on a commission of 25% which would net me \$12.33. Now if you can collect this amount for me you may do so. I want \$5.00. The balance of \$7.33 you may have. Awaiting your reply, I am, very truly yours, Wm. v. d. Wettern, Jr."

E. A. Holton, Boston



Holton used this black Mulready facsimile envelope, postmarked Boston, Mass. on April 6, 1883, to stamp dealer **Charles Diena** in Modena, Italy. A 5c blue Zachary Taylor stamp and three brown Garfield stamps paid the double weight UPU rate and the 10c registry fee to Italy. In the address, Holton identifies Diena as a “Stamp Dealer.”

E. B. Sterling, Trenton



Registered cover sent by E. B. Sterling, “Collector of and Dealer in United States Stamps Only” to J. V. Painter in Cleveland on Apr 19, 1883. The double weight 1st class postage was paid by two 3c green Bank Note stamps and the registry fee by a 10c brown Bank Note stamp. The black horseshoe shaped “blob” obliterated an improper picture of U. S. postage stamp.

L. W. Durbin & Co., Philadelphia



(Top) Facsimile Mulready advertising envelope mailed by stamp dealer and publisher Leonidas W. Durbin on Sep 25, 1883 from Philadelphia to a collector in Lancaster, PA. By 1884 Durbin ceased using the Mulready design for his advertising covers.

(Middle) Registered cover from L. W. Durbin postmarked Philadelphia, PA, Apr. 23, 1887 to collector J. V. Painter in Cleveland. The fancy advertising design highlights his activities as a "Publisher and Stamp Importer." The six 2c red brown stamps paid the postage and registry fees.

(Bottom) Durbin advertising card from the mid-1880s

Charles Richmond, Northfield, Vt.



Two color, all over advertising cover used by stamp dealer Charles Richmond as successor to Charles F. Buswell. The cover is postmarked Sept. 4, 1883. A 1c blue Bank Note stamp pays the printed matter rate. The exceptional design shows stamp albums, a family and two young men enjoying their stamp collections.

Charles F. Buswell, Montpelier, Vt.

Advertising Cards - early 1880s



The stamp depicted on the cards is the 1/2 d. rose New Zealand newspaper stamp of 1873

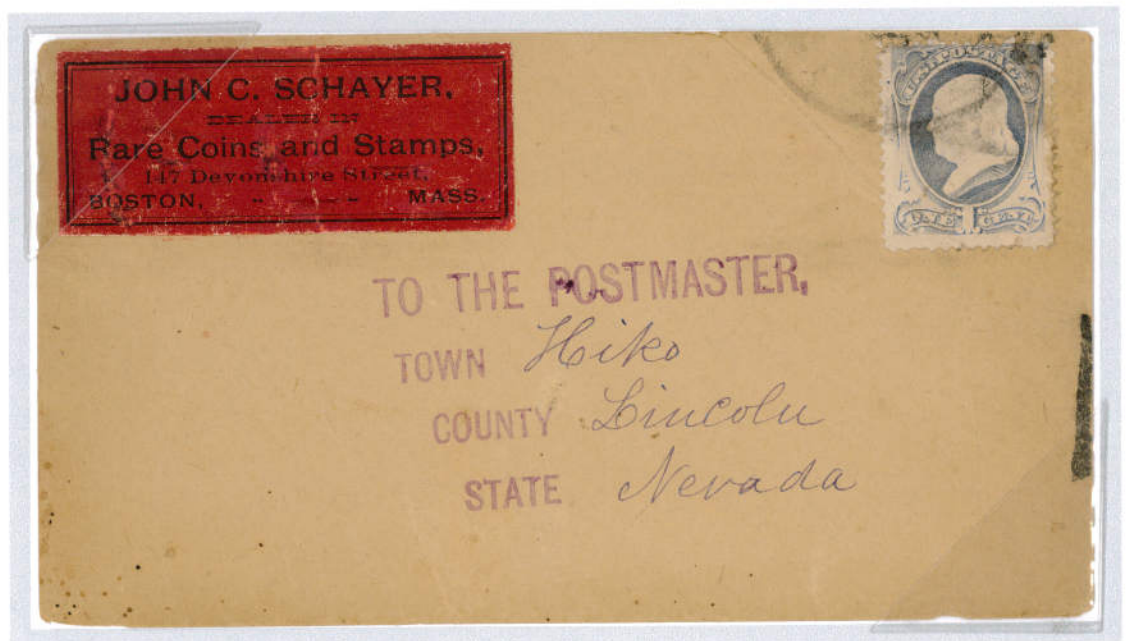
A. N. Ridgely, Baltimore



Cover from A. N. Ridgely with a red hand stamped oval advertising imprint which describes him as a wholesale stamp importer. It was sent to Lisbon, **Portugal** on Nov 12, 1884. The 5c UPU rate was paid by a 3c green Bank Note stamp on a 2c brown on blue stamped envelope.

To Postmaster, Hiko, Nevada

Stamp dealer John C. Schayer of Boston, Mass. sent this letter to the Postmaster of Hiko, Nevada in the early 1880s. The 1c gray-blue Bank Note stamp paid the circular rate. Schayer was probably doing a mailing to small-town postmasters seeking old stamps or covers. It is the earliest reported stamp dealer cover to or from this sparsely populated state.



John Casper, China Grove

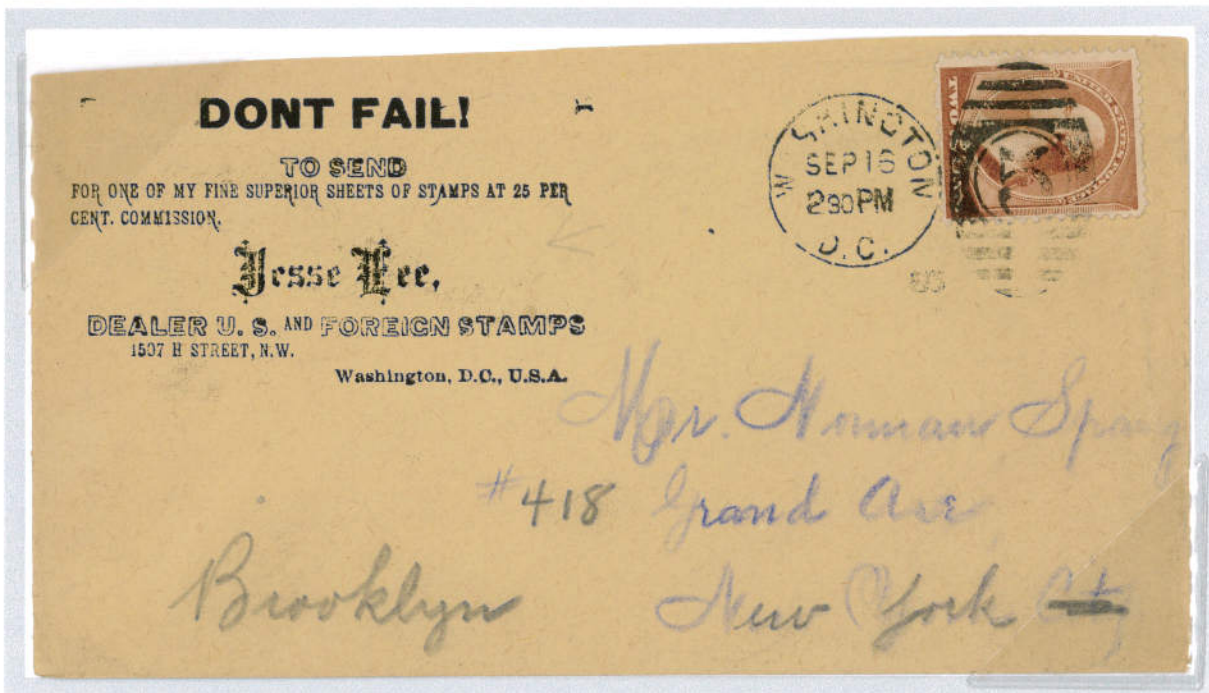
Blue China Grove, N. C. handstamp, manuscript 6/22 [1884]

Earliest reported cover from a stamp collector in North Carolina. John Casper mailed this postal card (1c Issue of 1875) from China Grove to stamp dealer J. W. Risdon in Mass. The message on the reverse reads, "Sir: I only want high priced and rare stamps. I know no stamp dealers to give as a reference. I would rather give those I know. Sometimes it makes a fuss to do so. If you want to send stamps you can. I want no one to send anything to me unless they are satisfied. Yours, John Casper"

R. W. Mercer, Cincinnati

R. W. Mercer sold many kinds of collectibles at his store in Cincinnati, including postage and revenue stamps. This registered letter, postmarked Cincinnati, O., Sep 29, 1884 was sent to a stamp collector, L. G. Curtis, in St. Louis. The 2c postage and 10c registry fee was paid by 2c red brown and 10c brown Bank Note stamps.

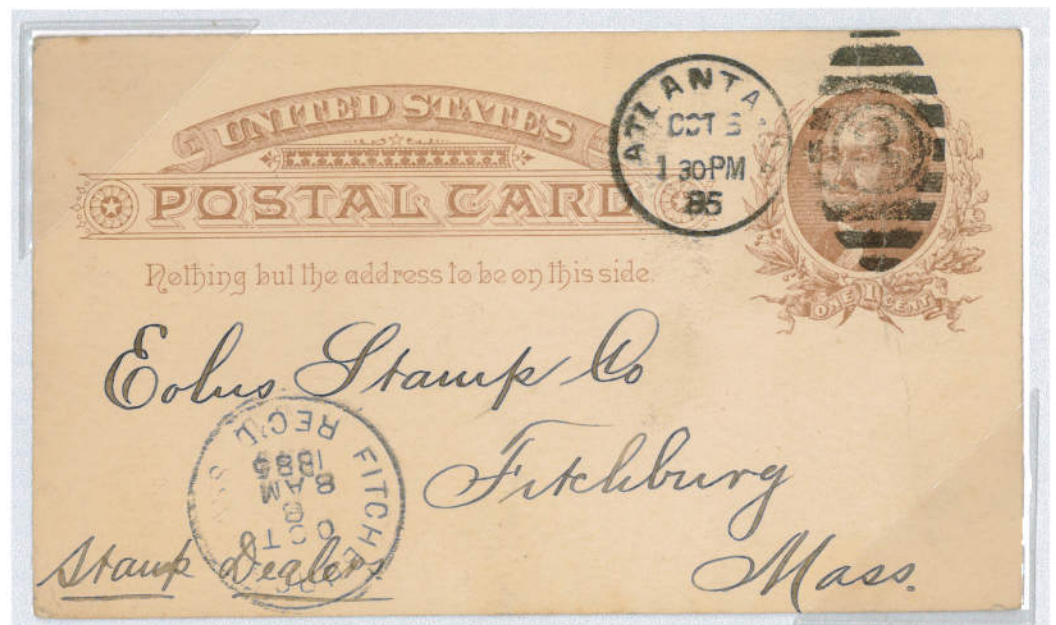
Jesse Lee, Washington



Earliest reported stamp dealer cover from the District of Columbia. This crude advertising cover from Jesse Lee, a Dealer in U. S. and Foreign Stamps is postmarked, Washington, D.C., Sep. 16, 1885. The 2c brown Bank Note stamp paid the 1st class rate.

U. S. Atkinson, Atlanta

Earliest reported stamp dealer cover from Georgia. It is postmarked Atlanta, Ga Oct 5, 1885 and sent by U. S. Atkinson to the Eolus Stamps Co, "Stamp Dealers", in Massachusetts. Atkinson wrote in part on the reverse "I would like very much to be your agt. and I think I could sell a good many stamps for you."



Putnam Brothers, Lewiston

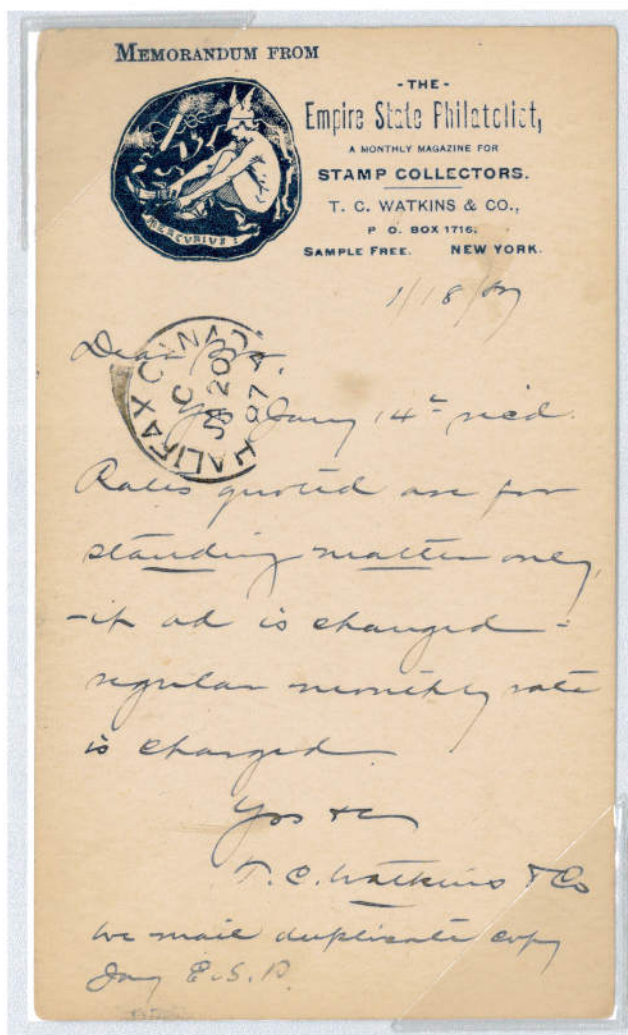


This is the earliest recorded stamp dealer cover from Maine, a 2c brown on blue stamped envelope bearing advertising for Putnam Brothers, "Dealers in Foreign & U. S. Stamps, And Stamped Envelopes." The cover is postmarked Lewiston, Maine December 14, 1885(c).

P. A. Auser, Sing Sing, N.Y.



Foreign stamp dealer P. A. Auser sent this 2c brown stamped envelope from the prison town of Sing Sing, N. Y. to stamp dealer J. T. Handford in New York City on Apr 14, 1885



The *Empire State Philatelist* was published by T. C. Watkins & Co. from 1885 - 1887.

(Top) Cover to Wisconsin presumably contained printed matter and qualified for the 1c rate.

(Left) 1c postal card, Issue of 1886 , postmarked New York, N.Y. Jan 18, 1887 to Halifax, **Nova Scotia**. 1c paid the treaty rate. The message reads, "1/18/87 Dear Sir, Your Jan 14th rec'd. Rates quoted are for standing matters only, - if ad is changed regular monthly rate is charged." The dark blue logo at top shows Mercury lacing up his shoes.

Western Stamp Emporium, Tucson, Arizona Territory



This is the earliest reported stamp dealer cover from the Arizona Territory. The cover is postmarked, Tucson, Ariz. Feb 6, 1886 and was sent by the Western Stamp Emporium to R. W. Ford in Bristol Conn. The 2c brown Bank Note stamp paid the 1st class rate.

Miss Ella Scott, Brooklyn



This cover shows the corner card of "Miss Ella Scott, For'n Postage Stamps, 589 Monroe St., Brooklyn, N.Y." It is the earliest reported cover with a printed corner card for a woman stamp dealer or collector. It is postmarked New York, Apr. 21, 1886.

Kealakekua, South Kona, Hawaii.
July 26th. 1886.

Those kind friends who have saved and collected for me *used* Hawaiian Stamps, will be glad to hear that I have sold about 8,000, during the past 12 months, (more than 5,000, of which were 2ets red,) and have realized for the Church something over \$50.

While thanking you for past help, I would respectfully solicit a continuance of your favours & your influence with others to help me in the same way.

Hawaiian Postage & Fiscal Stamps, Stamped Envelopes, and Post Cards are acceptable, especially those of higher values.

Parcels of Stamps (if marked as such) and tied (not sealed) will travel by Parcel Post at 1 ct. for 2 ozs.

I am,
yours very truly,
Samuel, H. Davis.

H. Davis Samuel, Kealakekua

The great popularity of stamps from the Kingdom of Hawaii is demonstrated by this postal card. The front (not shown) is for 1c red Issue of 1882-92 postmarked in purple Kealakekue, Hawaii, Jul 28, 1886. It was sent to Jordan, Esq. in Honolulu. The reverse (shown at left) solicits stamps which the sender, H. Davis Samuel can sell to benefit the Church. The message reads in part, "Those kind friends who have saved and collected for me *used* Hawaiian Stamps will be glad to hear that I have sold about 8,000, during the past 12 months, ..."

To E. T. Parker, Penn.

Cover with postmarks Kaunakakai, Molokai, Jun. 28, 1888 and Honolulu, H. I. Jun. 29, 1888 to stamp dealer E. T. Parker, Bethlehem, Penn. The 1c green Issue of 1883-86 and two 2c brown Issue of 1875 Hawaiian stamps paid the 5c rate to the U.S. Many dealers in the U.S. were directly involved in the Hawaiian stamp trade in the 1880s

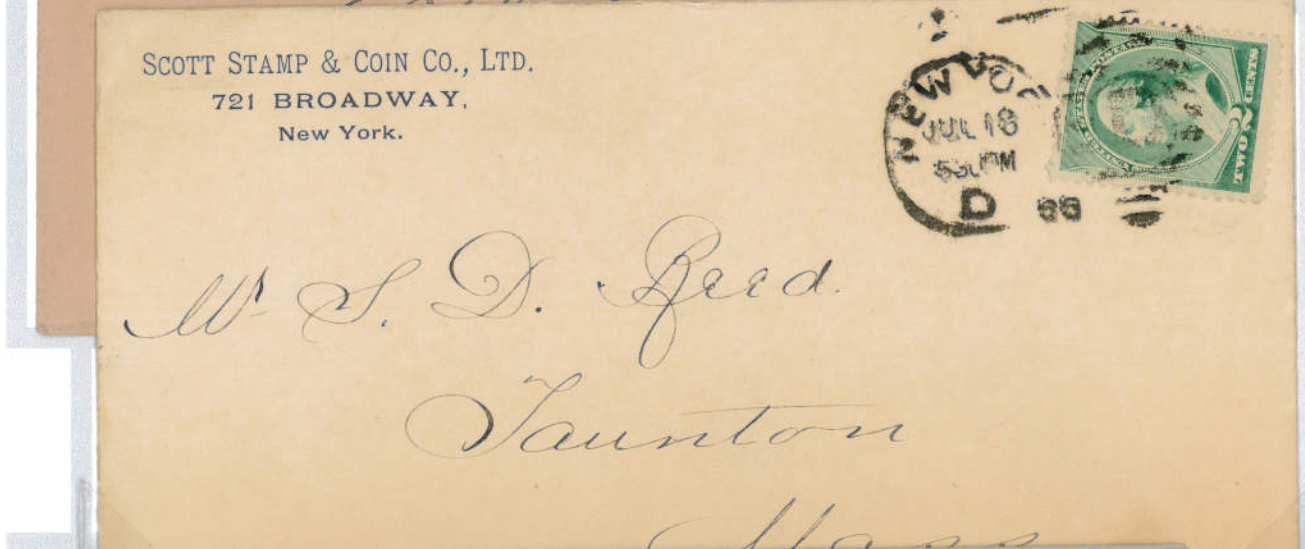


John Walter Scott Sells his Company

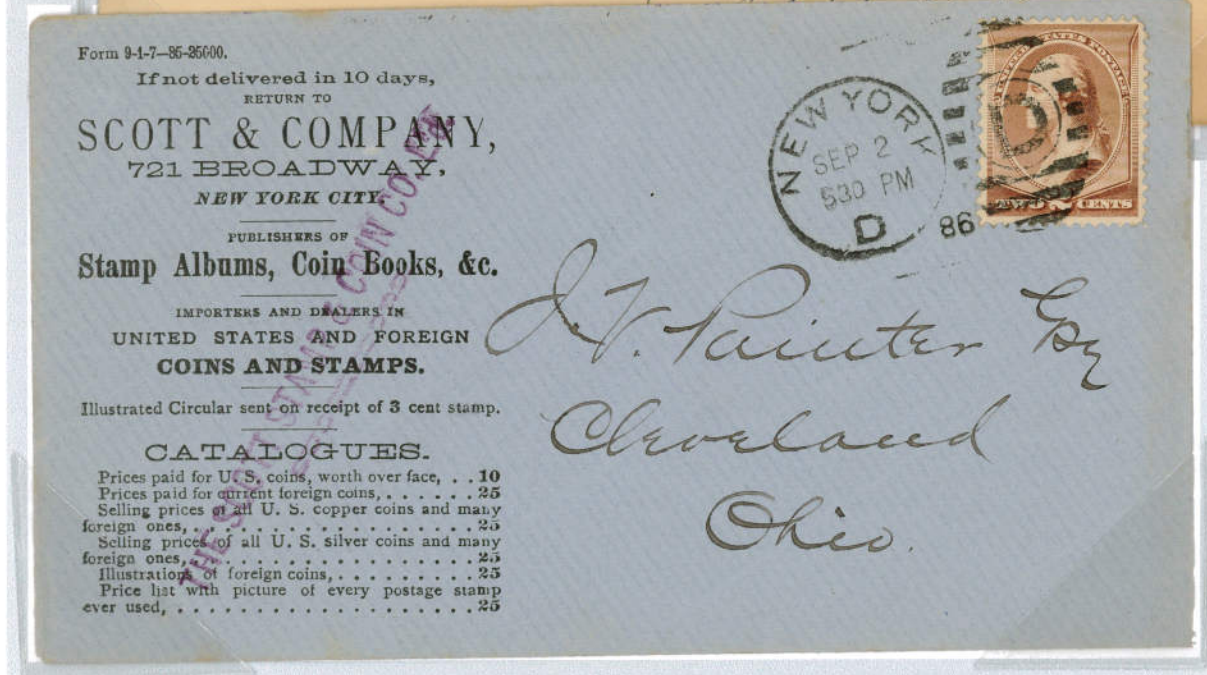
In the summer of 1886 John Walter Scott sold his stamp and coin and album and catalog publishing business, which had been conducted under the name Scott & Company, to a group of dealers led by George B. Calman. The new owners renamed the company Scott Coin & Stamp Co., Ltd. This transition is shown in the following covers: (Top) Scott & Company corner card, postmarked Nov. 21, 1885; (Middle) Scott Stamp & Coin Co., Ltd. corner card postmarked July 18, 1888; (Bottom) Scott & Company corner card stamped in purple "The Scott Stamp & Coin Co., Ltd, Successor" postmarked Sept 2, 1886.



Old Company



New Company



Transition from Old to New Company

J. L. Johnson, Wilmington



Earliest reported stamp dealer cover from Delaware. It is postmarked, Wilmington, Del Feb 2, 1887 and was sent by J. L. Johnson a Dealer in Stamps & Coins to Philadelphia.

E. R. Marshall, Wyoming, Iowa



E. R. Marshall operated his stamp business out of the tiny town on Wyoming, Iowa. This cover to Conn. is postmarked by a Railway Post Office cancellation on Jan 29, 1887.

Chicago Philatelic Society
TO
American Philatelic Association.

MENU.

Little Neck Clams (First Issue) on Shell.

Bouillon Soup (Watermarked).

Baked Blue Fish (Counterfeit), Wine Sauce.

Fillet of Beef Larded, with stuffed (Bogus) Tomatoes.

Asparagus (Proofs).

Mashed Potatoo (Essays).

Fried Chicken (Surcharged), Cream Sauce.

Frog Legs (Rouletted), Fried in Crumbs, Sauce Tartar.

ROMAN (Official) PUNCH.

Broiled (Perforated) Jack Snipe on (Wave) Toast.

Fresh Lobster Salad (Gummed).

Dessert (des Timbrophile).

(High Cut) Peaches and Cream (Laid).

(Imperforated) Coffee.

(Bi-sected) Crackers.

(Provisional) Cheese.

TREMONT HOUSE, August 9, 1887.

Chicago Philatelic Society,
Chicago

Invitation and menu for the banquet held on August 9, 1887 by the Chicago Philatelic Society in honor of the APA at the second annual convention of the APA which was held in Chicago. This banquet also celebrated the first anniversary of the Chicago Philatelia Society which was founded in 1886.

The menu, on the reverse of the invitation, listed such dishes as "Little Neck Clams (First Issue), "Baked Blue Fish (Counterfeit)" and "Roast Chicken (Surcharged)."

The invitation went to Frederick B. Stebbins who was a charter member of the APA and collected stamps since he was a boy in Aldrian, MI.



Fredk. B. Stebbins Esq.

Toledo
Ohio

George Beam, Lawrence, Kansas to Iceland

This is the earliest reported stamp dealer cover from Kansas. George Beam, "Dealer in Foreign Postage Stamps" sent this cover to the U. S. Consul in "Reikiavik" (properly spelled Reykjavik) **Iceland** on Aug 15, 1887. The cover was not delivered. It was returned to the U. S. and a backstamp shows that it wound up in the Dead Letter office on Jun 22, 1888.

Edward J. Stebbins, Adrian, Mich.

Edward J. Stebbins of Adrian Michigan created this interesting stamp collector collar, on a 2c brown on amber Issue of 1884-1886 stamped envelope, proclaiming himself a "Philatelist." He may have made this envelope in 1886, the same year he joined the APA as a charter member.

Carson Stamp Co., St. Louis



Cover registered in St. Louis, MO on March 6, 1887 from the Carson Stamp Co., "Postage Stamps for Collectors" to a collector in Benicia, California. In the 1880s communications with west coast collectors was becoming common. In 1887 C. H. Mekeel purchased the Carson Stamp Company after he moved from New York.

Charles Haviland Mekeel., St. Louis



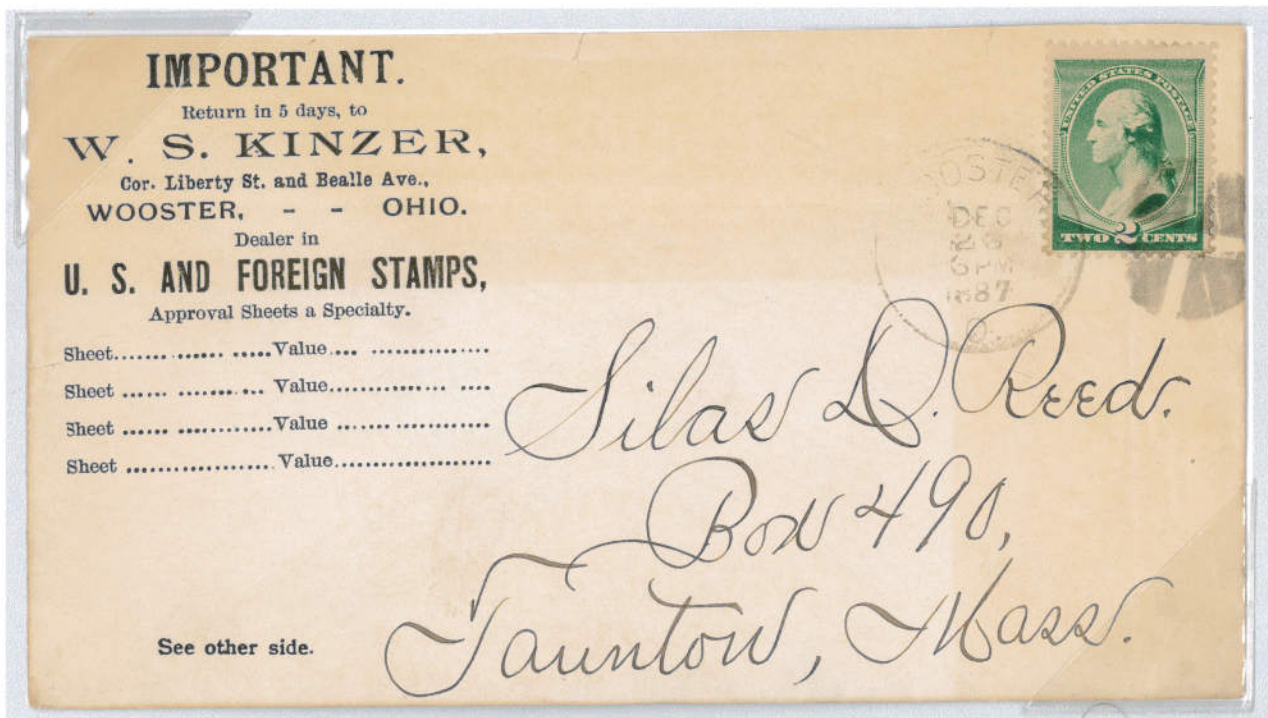
After acquiring the Carson Stamp Co., C. H. Mekeel began to build his stamp and publishing business in St. Louis. This registered cover dated Oct. 27, 1888 to to important collector J. V. Painter shows his activites in these early days.

E. L. Schumann, New York



Stamp collector E. L. Schumann sent this cover to Copenhagen, **Denmark** on Nov 28, 1887. The 5c UPU rate was paid by a 2c brown stamped envelope and a 3c green Bank Note stamp. Schumann collected all kinds of U. S. and foreign postage stamps and postal stationery. He also offered to exchange duplicates “with advanced collectors only.”

W. S. Kinzer, Wooster



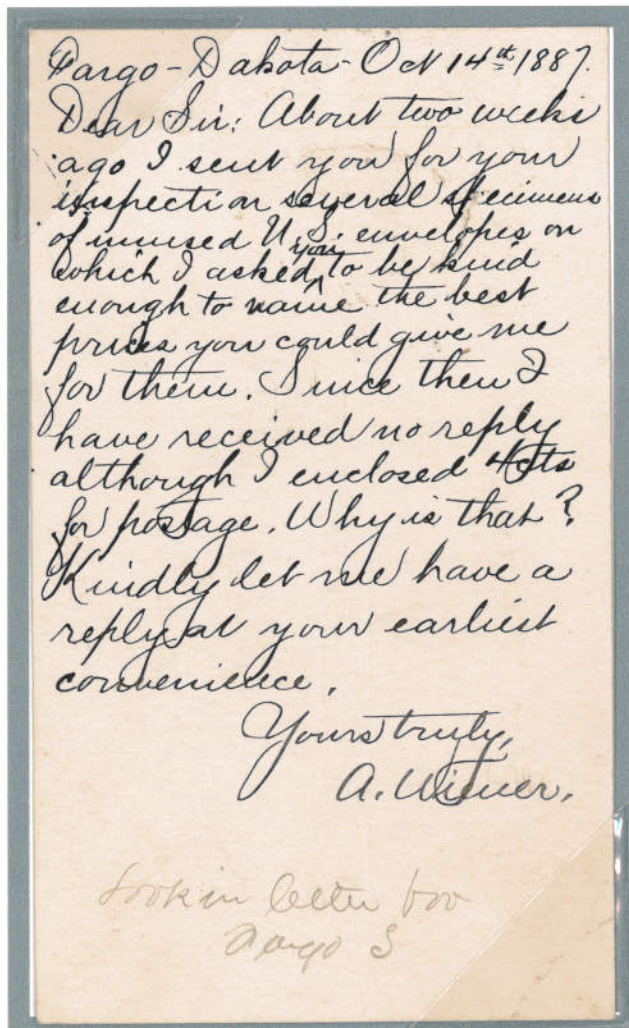
Cover from stamp dealer W. S. Kinzer, postmarked Wooster, Ohio Dec 26, 1887 to stamp collector Silas Reed in Mass. The corner card offers U. S. and foreign stamps on approval. The note “See other side” refers to an allover ad on the back for a patent medicine, Merchant’s Gargling Oil.

A. Wiener (Fargo Postage Stamp Co.), Fargo, Dakota Territory

The Fargo Postage Stamp Co. send this card to dealer E. B. Sterling in N.J. The message on the reverse reads "On Oct 31st, '86 we sent you 25c for your U. S. Catalogue. You acknowledged receipt and said that the present one was out of stock but that the new catalogue would be out in Jan '87. As yet there have been no signs of the catalogue. Either send copy at once or remit us the 25c. I think one of the firm, A Wiener, remitted the in his own name. Yours truly, Fargo Postage Stamp Co."



1c brown 1885 postal card postmarked Fargo, Dakota T. Feb 10, 1887.



Later in 1887, Wiener sent another message, to Sterling as follows: "Dear Sir, About two weeks ago I sent you for your inspection several specimens of unused U.S. envelopes on which I asked you to be kind enough to name the best prices you could give me for them. Since then I have received no reply although I enclosed 4 cts for postage. Why is that? Kindly let me have a reply at your earliest convenience. Yours truly, A. Wiener"

These postal cards are the only reported stamp dealer uses from the Dakota Territory.

1c brown 1885 postal card postmarked Fargo, Dakota T. Oct 14, 1887

I. B. Cohen, Charleston



Registered letter sent by I. B. Cohen, an early dealer in Confederate stamps and locals, to [George Worthington](#), a famous stamp collector in Cleveland. March 28, 1887.

Chas. T. Taylor, Milwaukee



Earliest reported stamp dealer cover from Wisconsin. Chas. T. Taylor posted this cover, with two different 1c blue stamps, from Milwaukee, Wis on Sept 2, 1887 to a collector in Venice, Ohio.

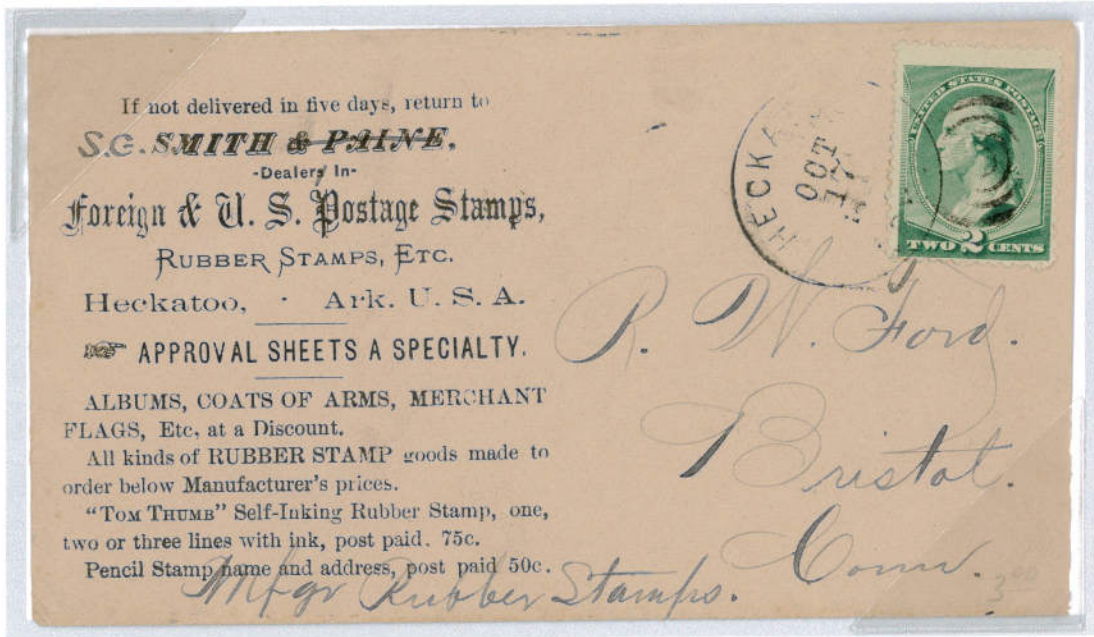
V. Gurdji, Galveston



(Letter reduced in Size)

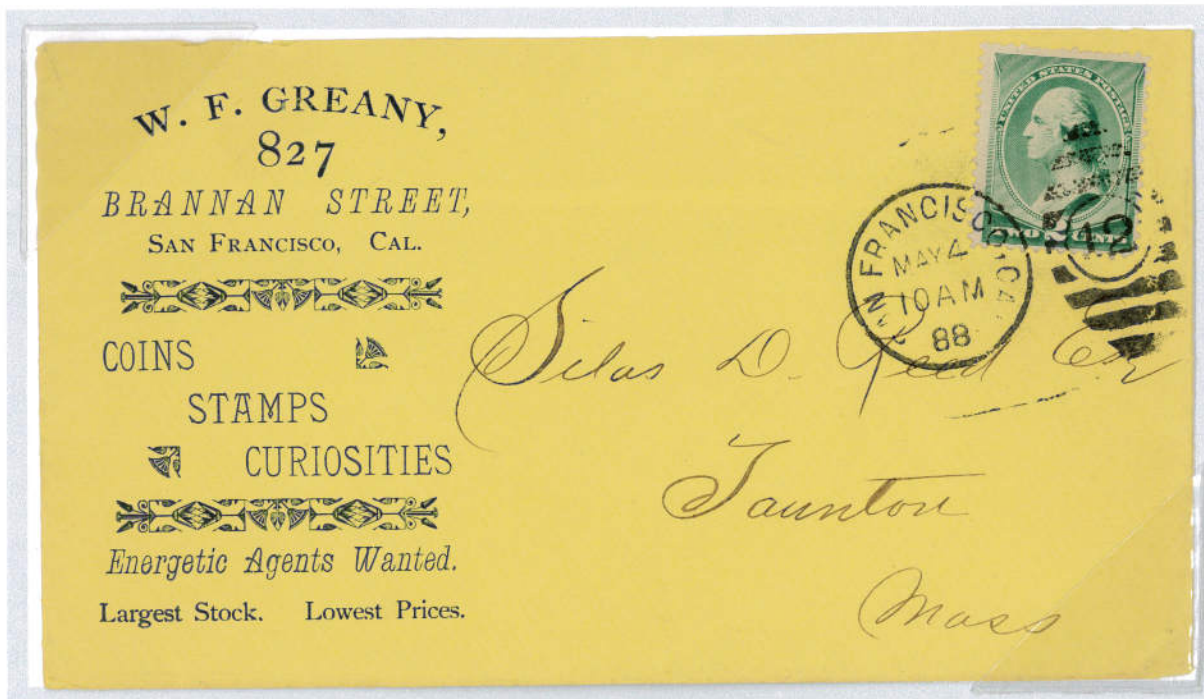
V. Gurdji was one of the earliest stamp dealers in Texas. He sent this cover to a collector in Sweden. It is postmarked Galveston, Tex. Nov 6, 1887 and a 1c blue and two 2c green Bank Note stamps paid the UPU rate to **Sweden**. The letter he enclosed (copy shown above) describes his dealings with the collector. It reads, in part, "The stamps are priced from Scott's Cat. in cents (100 cents = 1 dollar = 5 francs). I do not want the P. Card you mention in your letter, but I need a set of the 1855 and other good European & Foreign stamps of Colonies, etc."

S. G. Smith, Heckatoo



This is the earliest reported stamp dealer cover from the Arkansas. The cover is postmarked, Heckatoo, Ark. Oct 17, 1888 and was sent by S. G. Smith, Dealer in foreign & U. S. Postage Stamps" to R. W. Ford in Bristol Conn. Smith, Like Ford, was also a dealer in rubber stamps.

W. F. Greany, San Francisco



W. F. Greany was a prominent stamp dealer in San Francisco in this era. This cover, postmarked San Francisco, CA May 4, 1888 was sent to stamp collector Silas Reed in Taunton, Mass. The 2c green Bank Note stamp paid the 1st class rate across the country.



*W. Sellschopp,
San Francisco*

W. Sellschopp was a long-time stamp dealer based in San Francisco. The 1c blue stamped envelope paid the UPU printed matter rate from San Francisco to **Germany** on Dec. 8, 1888. The rubber stamped advertising on the front shows Sellschopp's affiliations with German and American stamp organizations.

Walter S. Kaye, Washington



Registered cover sent on Nov 27, 1888 by Walter S. Kaye, a Washington stamp dealer, to one of the earliest dealers in Texas, V. Giurdi of Galveston. The 2c postage and 10c registry fees were paid a 5c Garfield stamped envelope, a pair of 2c green Bank Note stamps and a 3c rose stamp of 1861.

F.F. Schroder, Bloomington



F.F. Schroder, Dealer in Old Stamps, sent this cover to Silas Reed. It is postmarked Bloomington, Ill., March 25, 1888.

*The Philatelic Midget, LaHoyt, Iowa
Richwoods Dispatch, Richwoods*



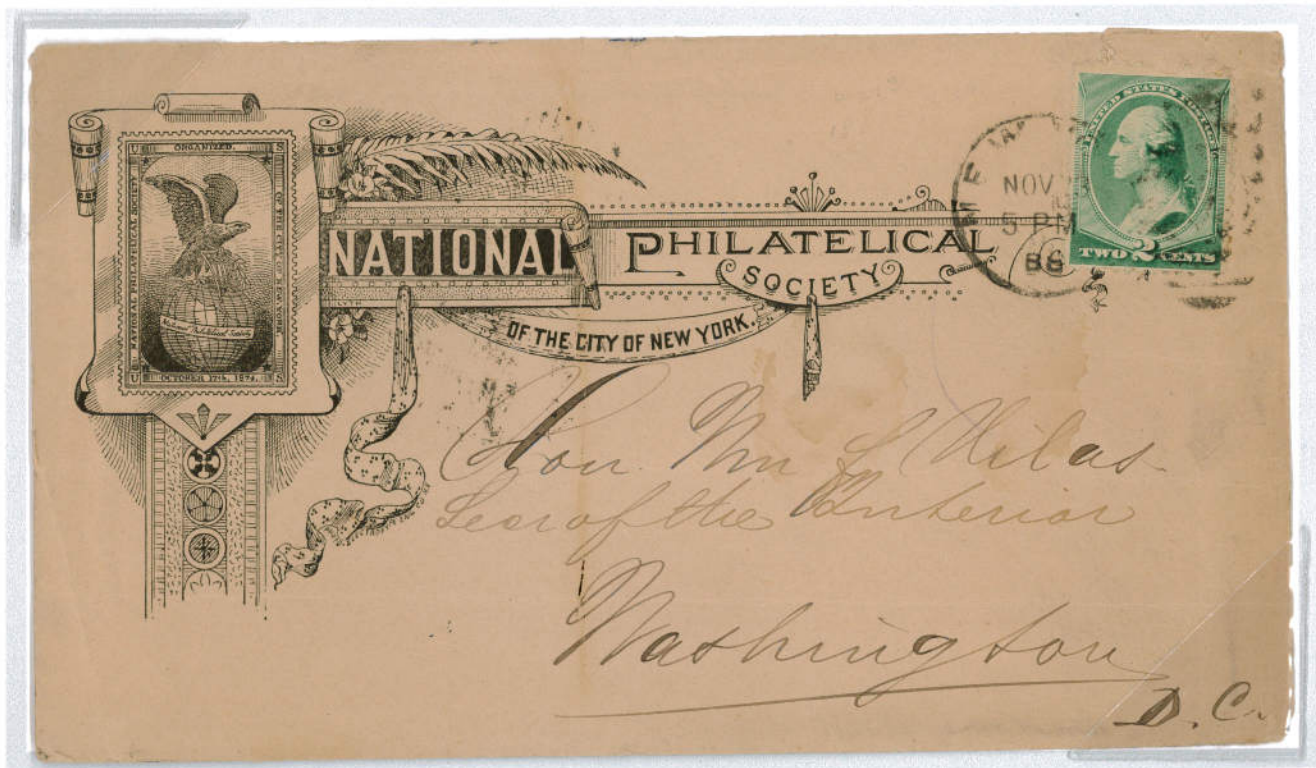
Cover from *The Philatelic Midget* to a stamp collector in New York City postmarked LaHoyt, Iowa, Apr 15, 1888. *The Philatelic Midget* was published by James C. Jay in 1888-1889. Jay also ran the *Richwoods Dispatch* to carry letters between Richwood, Iowa and the post office in LaHoyt. A *Richwoods Dispatch* stamp is affixed to this cover.

Henry Gremmel, New York



Henry Gremmel was an important stamp dealer in New York in this era. This cover was sent registered to Yarmouth, **Nova Scotia** on Feb 27, 1888. The corner card refers to him as a “Dealer in and Collector of Postage Stamps”, but he dropped the collector description on his later advertising covers.

National Philatelic Society, New York



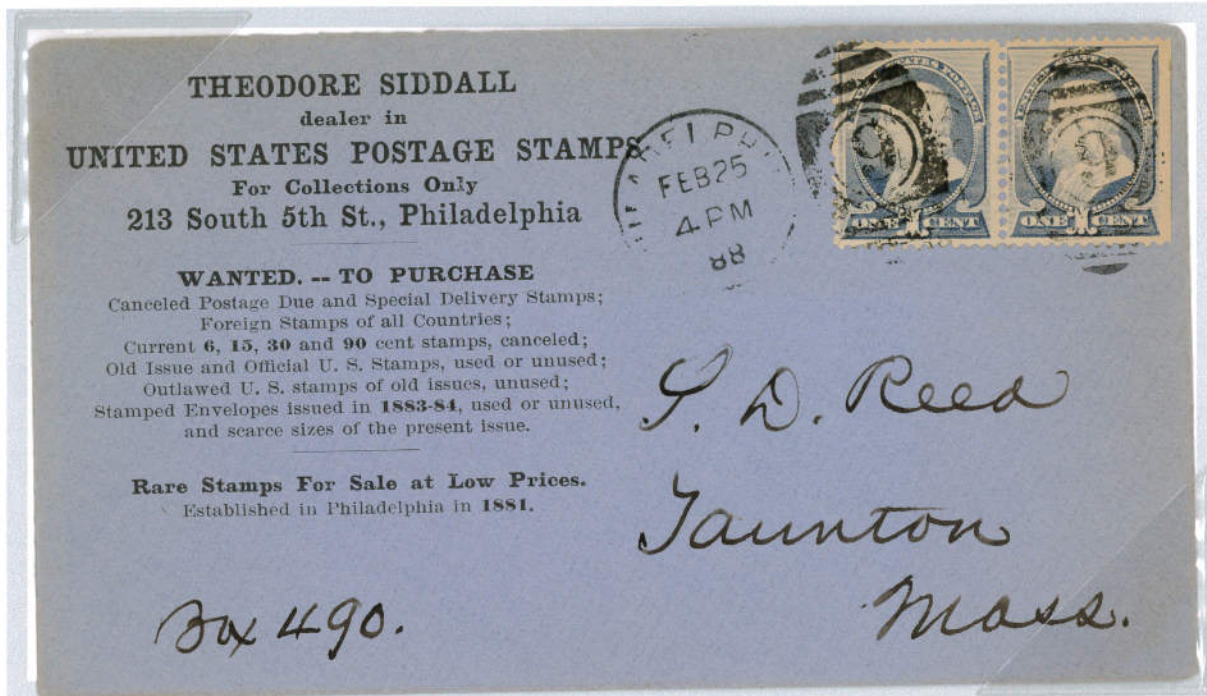
In the 1880s stamp collector organizations became a much more important part of philately. The National Philatelic Society in New York, founded in 1874, was one of earliest of these groups. This cover postmarked New York, N.Y. Nov 23, 1888 was sent to William F. Villas who was briefly Secretary of the Interior during Grover Cleveland’s first administration.

William P. Brown, New York



Pioneer New York stamp dealer William P. Brown was calling himself as an "Antiquarian" when he sent this letter to a collector in Indiana on Nov 23, 1888. The letter accompanied an approval sheet of U. S. stamps and a Revenue stamp list from his catalogue to be used to order stamps. The letter is boldly signed by Brown.

Theodore Siddall, Philadelphia



Stamp dealer Theodore Siddall sent this cover to collector S. D. Reed of Tauton, Mass. The cover is postmarked Philadelphia, PA Feb 25, 1888. The ad on the cover details the stamps Siddall was seeking to purchase as well as his offer to sell rare stamps at low prices.

Henry A. Reuss, Paris, Tx.



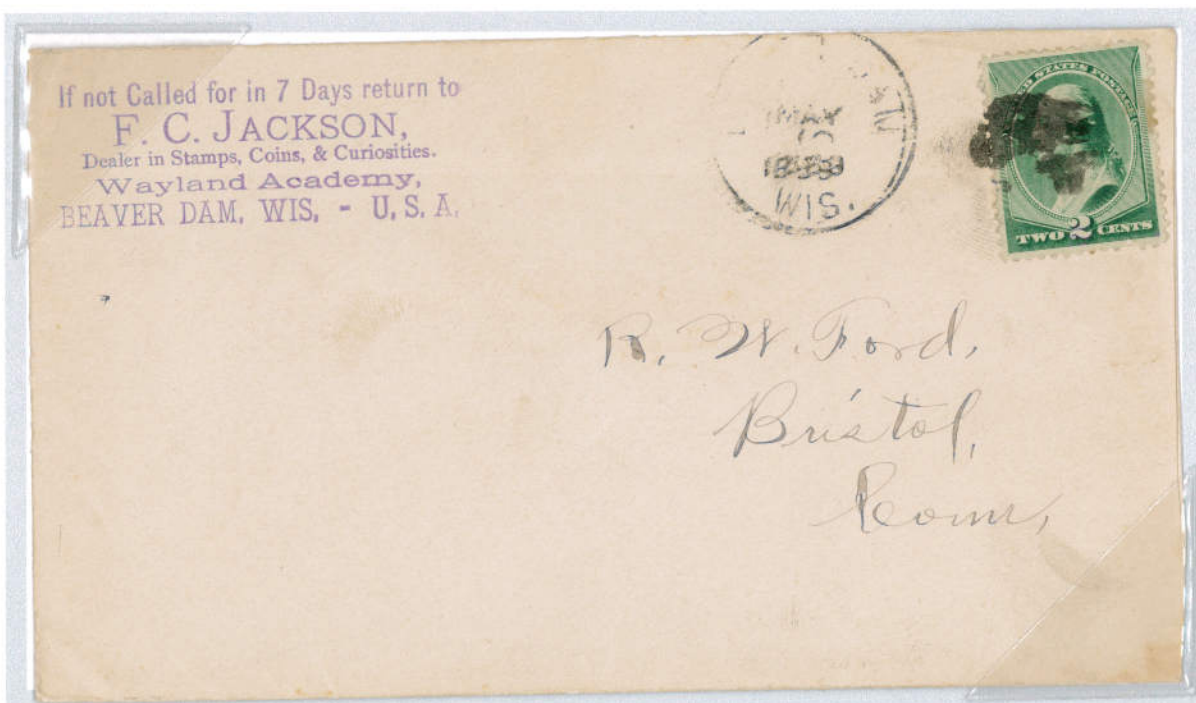
Registered letter sent by Henry A. Reuss, Paris, Texas to Leipzig, Germany. The 5c UPU rate and 10c registry fee was paid by 5c blue Garfield and 10c brown Bank Note stamps. August 9, 1888. Reuss was an "Exclusively Wholesale Stamp Importer." The illustration on the cover shows a 1c blue Hawaiian stamp of 1882.

To J. D. Hess, Duffields, West Va.

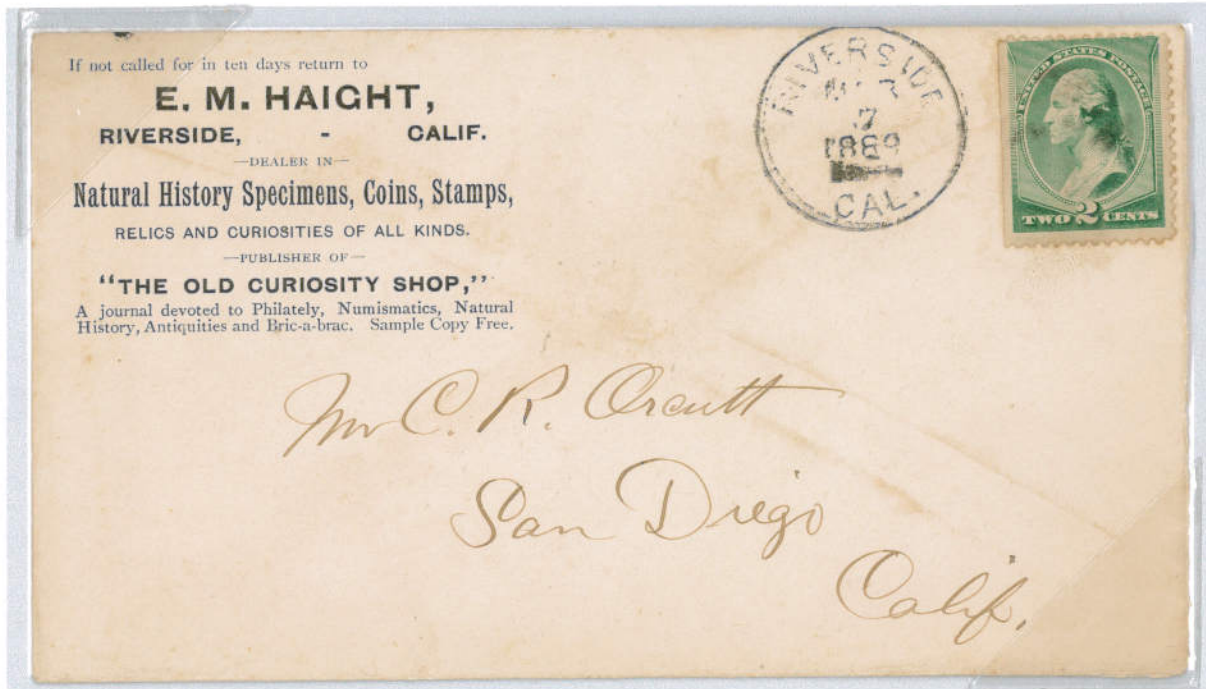


Earliest reported use of a philatelic related cover for West Virginia. San Francisco stamp dealer W. F. Greany sent this cover to J. D. Hess, Duffields, Jefferson County, West Virginia. The 1c ultramarine Issue of 1887 stamp paid the circular rate. On the reverse is a postmark, Duffields WVA Apr 26, 1888. Duffields is a small community in northeastern West Virginia.

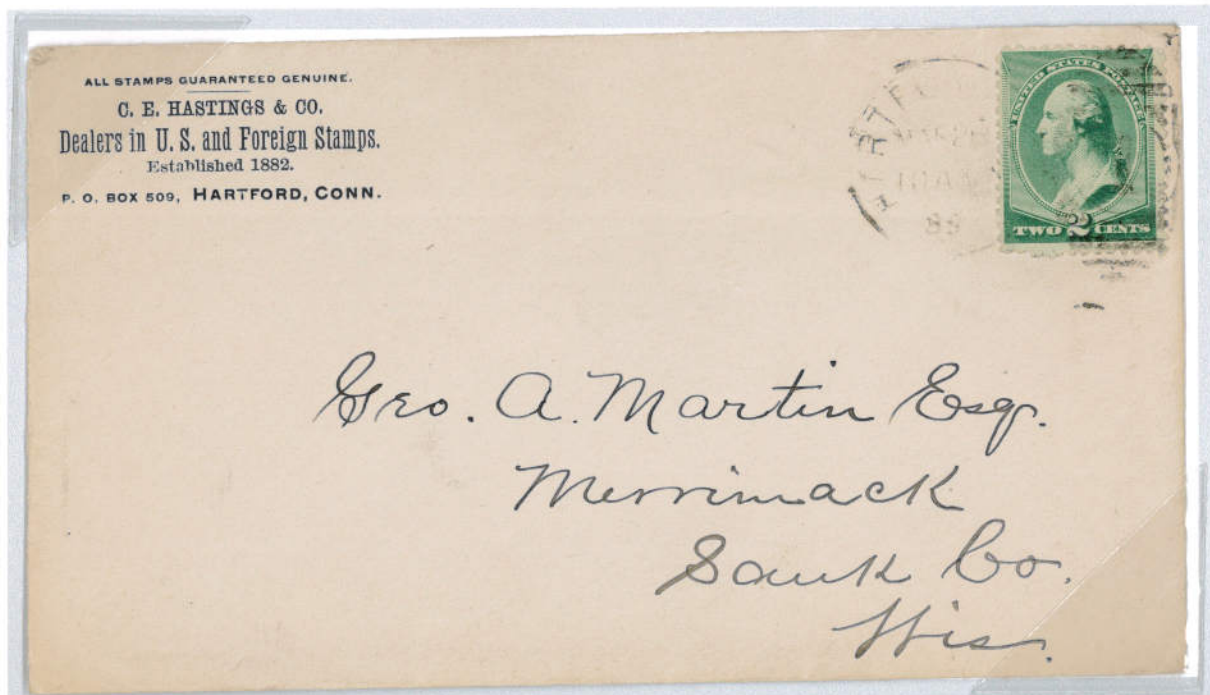
F. C. Jackson, Beaver Falls, Wisc.



Cover mailed by stamp dealer F. C. Jackson, Wayland Academy, Beaver Dam, Wisc on May 12, 1889.

E. M. Haight, Riverside

While the stamp trade in California was mainly centered in San Francisco, philatelic activities were spreading throughout the state. This cover, postmarked Riverside, Cal. Mar 7, 1889 was sent by stamp dealer E. M. Haight to C. R. Orcutt in San Diego. The cover states that Haight is the publisher of *The Old Curiosity Shop*, one of the earliest philatelic publications in the west. Orcutt was the prior publisher of this periodical.

C. E. Hastings & Co., Hartford

Cover postmarked Hartford, Conn Mar 26, 1889 and was sent by Hastings, Dealers in U. S. & Foreign Stamps" to a collector in Merrimack (sic), South County, Wisconsin.


Kaw Stamp Co., Wayndotte

RETURN TO
KAW STAMP CO.,
 DEALERS IN
U. S. & FOREIGN STAMPS,
 435 Minnesota Ave.,
 WAYNDOTTE, * KANS.

THE EXCELSIOR PACKET,
 CONTAINING
 125 Choice varieties of Foreign
 Stamps, including stamps from Ceylon,
 Chili, Russia, India, Greece, Portugal,
 Jamaica, British Guiana, Roumania,
 old Spain, Norway, unused Sardinia,
 Victoria, Finland, Queensland, etc. No
 torn or badly cancelled stamps in the
 packet. This is the best packet for the
 money ever offered by any dealer.
 Try a packet, only **25 cts.**
 These stamps catalogue at over \$1.00

APPROVAL SHEETS
 Of choice Stamps sent to collec-
 tors furnishing satisfactory refer-
 ences. Stamps are marked 20
 to 30 percent below Standard prices.
 25 p. c. Commission given. Agents
 make big pay. Send at once.
 Advanced Collectors send list of wants
 we can suit you. Everything low.
 United States Stamps. A fine line of
 old U. S. and departments.

Mr. H. E. Deats,
 Flemington
 N. J.



The Kaw Stamp Co., "Dealers in U. S & Foreign Stamps" mailed this advertising cover to the famous collector and dealer Hiram Deats of Flemington, N. J. on Feb. 7, circa 1889. Kaw Stamp Co. was based in the small town of Wayndotte.


The American Philatelic Association

The American
PHILATELIC ASSOCIATION
 ORGANIZED SEPT 14 '86

Mr. A. W. Turner,
 Buffalo N. Y.

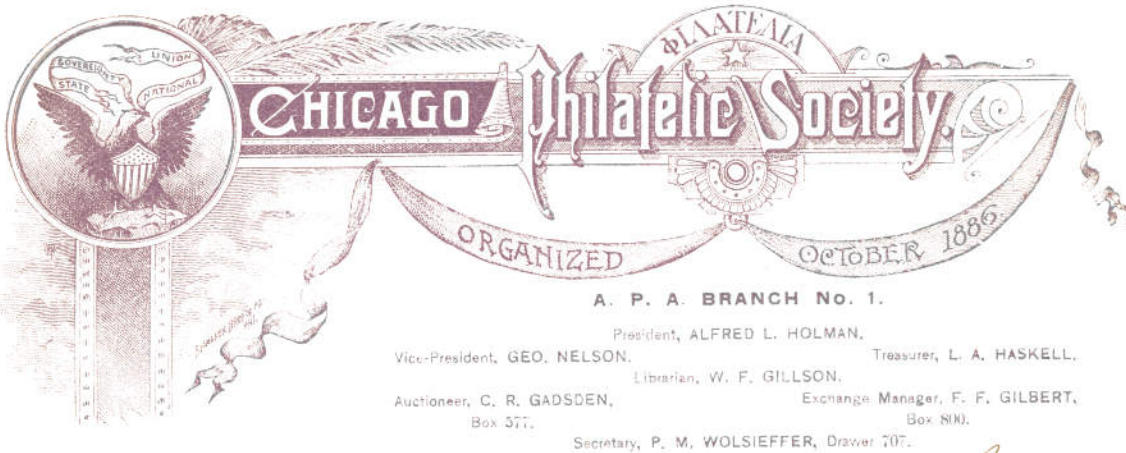
MEMBERS' CERTIFICATE
 No. 855
 Admitted July 10, 89
 Expires Sept 1, 90.

John K. Tiffany President.
 S. B. Bradford Secretary.



The American Philatelic Association membership card #855 issued to Mr. A. W. Turner of Buffalo, N. Y. on July 10, 1889. Turner collected stamps for a year or two before dropping out of organized philately. The membership card is signed by **John K. Tiffany**, President and **S. B. Bradford**, Secretary. In the early years of the APA it had no office so the Association conducted its business wherever the appropriate elected or appointed officers had their office or home. In the case of membership, Bradford resided in Ottawa, Illinois so that was the "membership location" of the APA in 1889.

Chicago Philatelic Society, Chicago



Letter dated Aug. 29, 1889 from P.M. Wolsieffer, Secretary of the Chicago Philatelic Society, to member Silas D. Reed. Reed authorized him to act on his behalf at the upcoming meeting of the Am. Philatelic Assoc. in St. Louis. The cover to Reed is postmarked Chicago, ILL Aug. 30, 1889. The Chicago Phil. Society was organized in October 1886.

Chicago, Aug. 29th 1889.

Mr. S. D. Reed,
Dear Sir;

Your favor of the 26th authorizing me to act for you in St. Louis...

my
a p
and
show
age. I
form.
confide



Mr. Silas D. Reed,
Box 490.
Taunton, Mass.

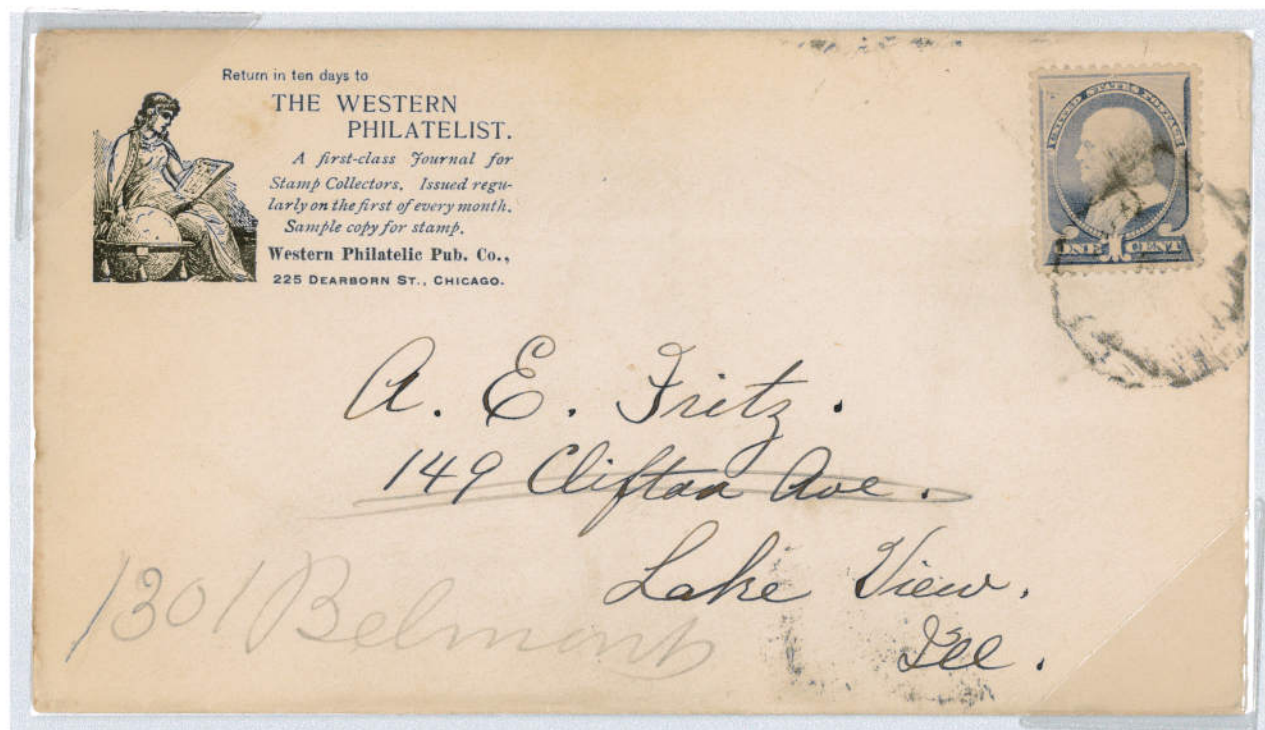
Yours truly
P. M. Wolsieffer,
Drawer 707

Philatelic Publishing Co., Collinsville



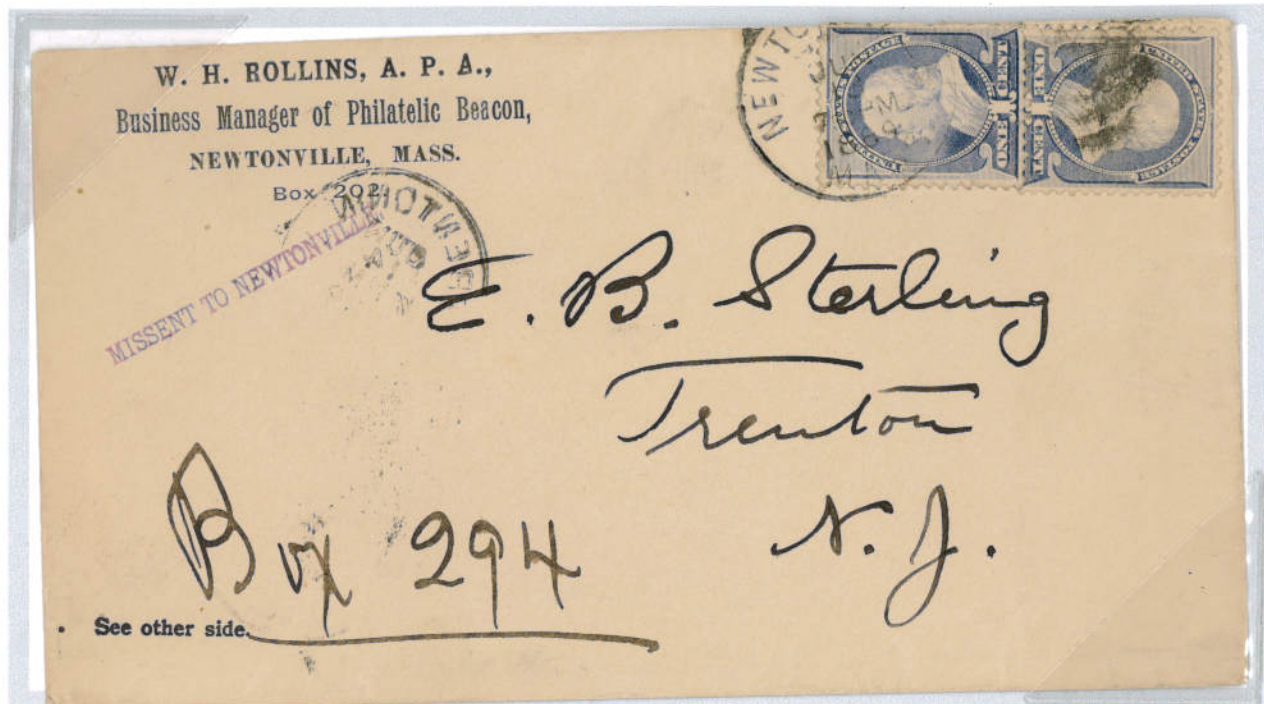
Cover postmarked Collinsville, Ill. Feb. 2, 1889 from the Philatelic Publishing Co. to stamp collector Silas Reed in Mass.. In the 1880s this company published the *Philatelic Journal of America*

Western Philatelic Publishing Co., Chicago



Cover from the Western Publishing Co., Chicago, Ill., publisher of *The Western Philatelist*, to stamp collector A. E. Fritz in 1889. The 1c ultramarine Bank Note stamp paid the third class printed matter rate. *The Western Philatelist* began publication in 1872.

W. H. Rollins, Newtonville, Mass.



Cover from stamp collector W. H. Rollins, a member of the newly formed American Philatelic Association, and Business Manager of *The Philatelic Beacon* (1888-1891) to stamp dealer E. B. Sterling in New Jersey. The cover is postmarked Newtonville, Mass. Jun 13, 1889. It was stamped in purple "Missent to Newtonville" and has a Newtonville postmark Jun 14, 1889 on the reverse.

J. Harry Frome, Camden, N.J.



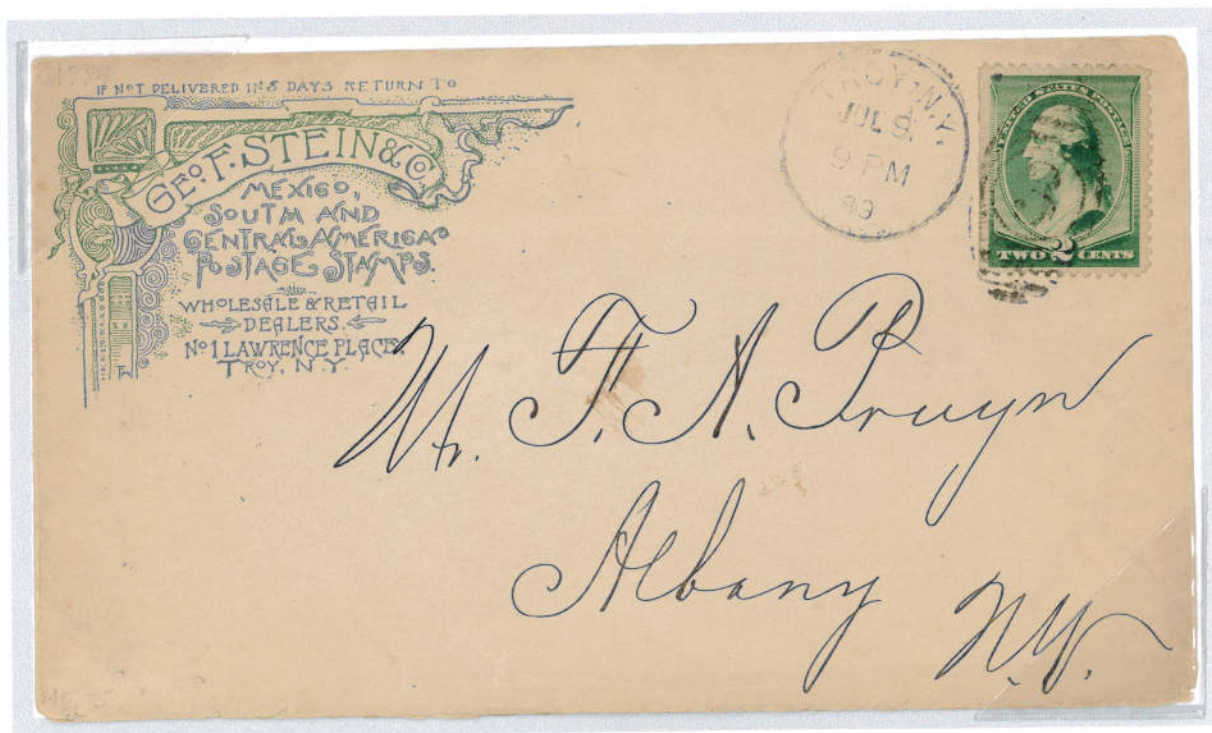
Cover from J. Henry Frome, "Philatelist" Camden, New Jersey, to fellow collector Silas Reed. It is postmarked Philadelphia, Pa., April 15, 1889.

Burger & Co., New York

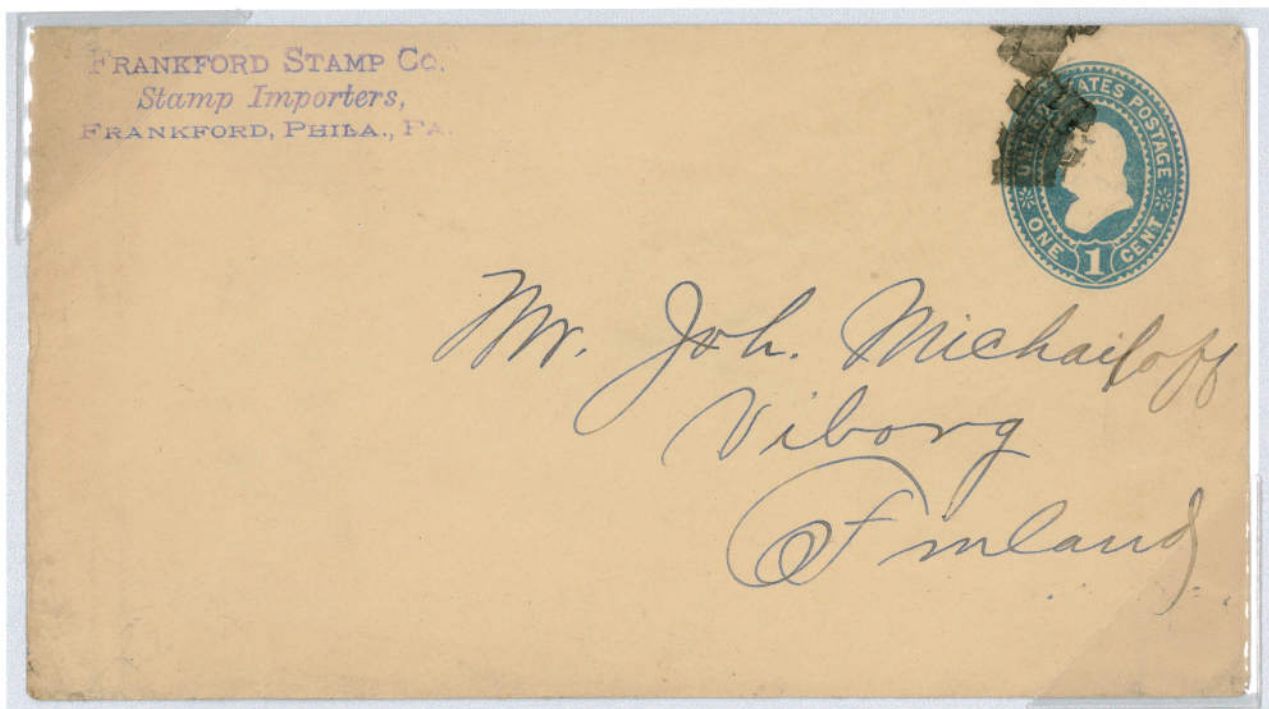


Cover from New York stamp dealers Burger & Co. (better known as Gus and Emil, the Burger Brothers) to Italian stamp **Emilio Dienna**. The five 4c green Jackson stamps, postmarked New York, NY Feb. 4, 1889, paid the double wight UPU postage to **Italy** along with the 10c registry fee.

George F. Stein & Co., Troy



George F. Stein created this nice art nouveau design for his corner card showing that he is a dealer in Mexico, South and Central America postage stamps. It is postmarked, Troy, N. Y. Jul. 9, 1889 and the 2c green Bank Note stamp paid the 1st class rate.



The return address for the Frankford Stamps Co. is hand stamped in purple on a 1c blue on manila stamped envelope. The cover is addressed to Viborg, **Finland**, an uncommon destination in the 1880s for the 1c UPU printed matter rate. On the reverse is a receiving hand stamp "Viborg, 19-4-89".

The Charleston Philatelist, Charleston



A short-lived publication, *The Charleston Philatelist* (1887-1889), sent this cover to stamp collector S. D. Reed. The postmark reads Charleston, SC. Mar 3 3 PM 68, but the year date is in error. The year slug was inverted and the correct year is 1889.

In 1875 the Post Office created special printings of postage and other stamps that had been issued up to that date. These were sold in small quantities to the public, apparently to satisfy the growing demand of collectors and dealers for the original stamps. The 1861 and 1869 Issue stamps were still valid for postage so the new printing is called a "reissue", while the 1857 Issue stamps were not valid for postage and are called "reprints." Most of the covers which use these stamps can be identified being from or going to a stamp dealer or collector. As such, they make up a rare and special class of stamp dealer and collector activity in the 1880s.

John P. Biedenstein, St. Louis



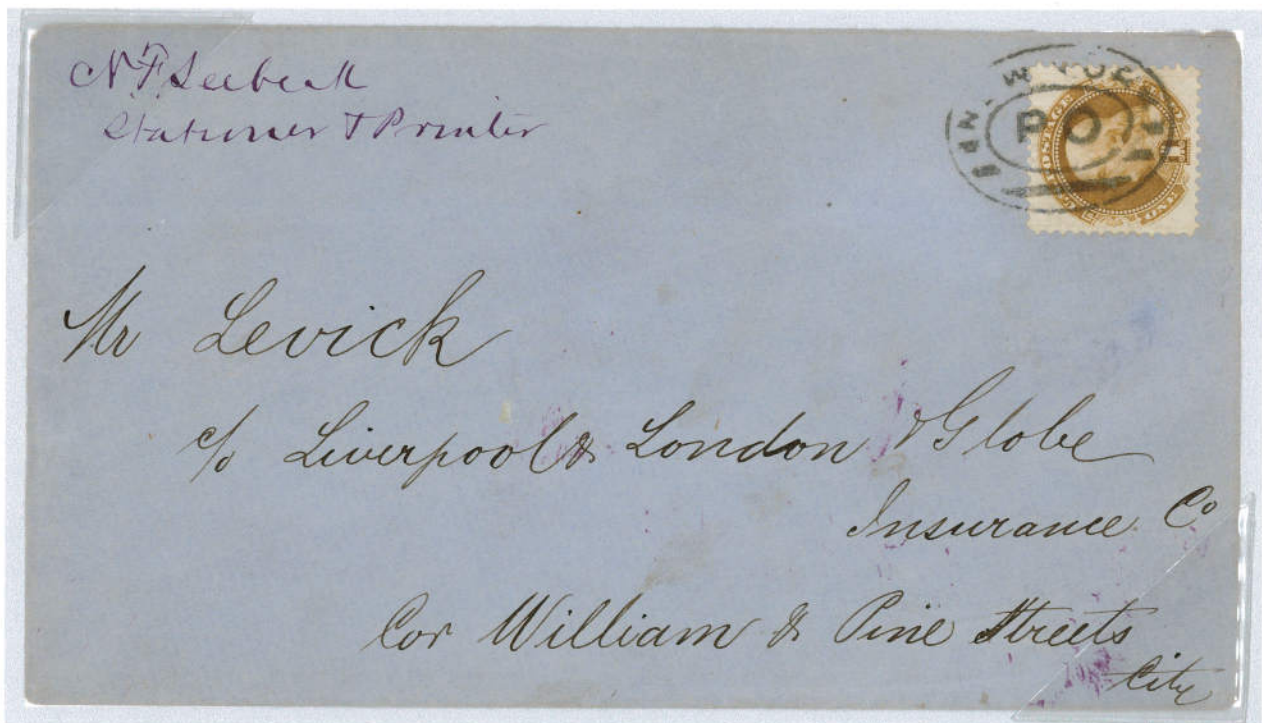
Use of a 1c buff 1880 **Reissue of 1869** stamp by stamp dealer John P. Biedenstein from St. Louis, Mo. to **Switzerland** on Nov. 28, (1880). The year of use is established by the receiving stamp on the reverse. This circular rate cover is only known use of a 1869 Reissue stamp to Switzerland.

E. A. Holton, Boston



Use of a 1c buff 1875 Reissue of 1869 stamp on an unusual blue Mulready facsimile advertising envelope by stamp dealer E. A. Holton. The cover is postmarked Boston, Mass Apr 6 (1881) and the 1c stamp paid the printed matter rate to a stamp collector in Rhode Island. Holton is known to have used 1869 reissue stamps on five covers.

Nicholas F. Seebeck, New York



Use of a 1c buff 1875 Reissue of 1869 stamp on a local cover in New York City by stamp dealer Nicholas Seebeck. Seebeck used 1869 Reissue stamps on five other covers in 1880 and 1881. This sixth cover appears to date from the same period.

Frank T. Jones, Baltimore



8

Use of two 1c brown orange 1880-1882 Reissues of the 1869 Issue stamps by stamp dealer Frank Y. Jones. The cover is postmarked Baltimore, MD Jul 3, 1884 and was sent to a stamp collector in Norwich, Conn. Jones was active in and around Baltimore in the mid-1880s and used 1869 reissue stamps on five covers in 1884.

C. F. Rothfuchs, Washington



3

Use on cover of the 15c brown and blue Reissue of the 1869 Issue stamp, one of four known. This registered, preprinted return address cover was mailed in New York on Sep 21, 1886 to prominent stamp dealer C. F. Rothfuchs in Washington, D.C. The 15c stamp overpaid the 2c 1st class rate and the 10c registry fee by 3c if this cover weighed less than 1/2 oz. or by 1c if it weighed between 1/2 and 1 oz.. Rothfuchs is known to have sent or received four covers with 1869 Reissue stamps.

Only Reported Use of an 1875 Reprint of the Issue of 1857-60 on Cover

Karl C. Miner, Hoosick Falls

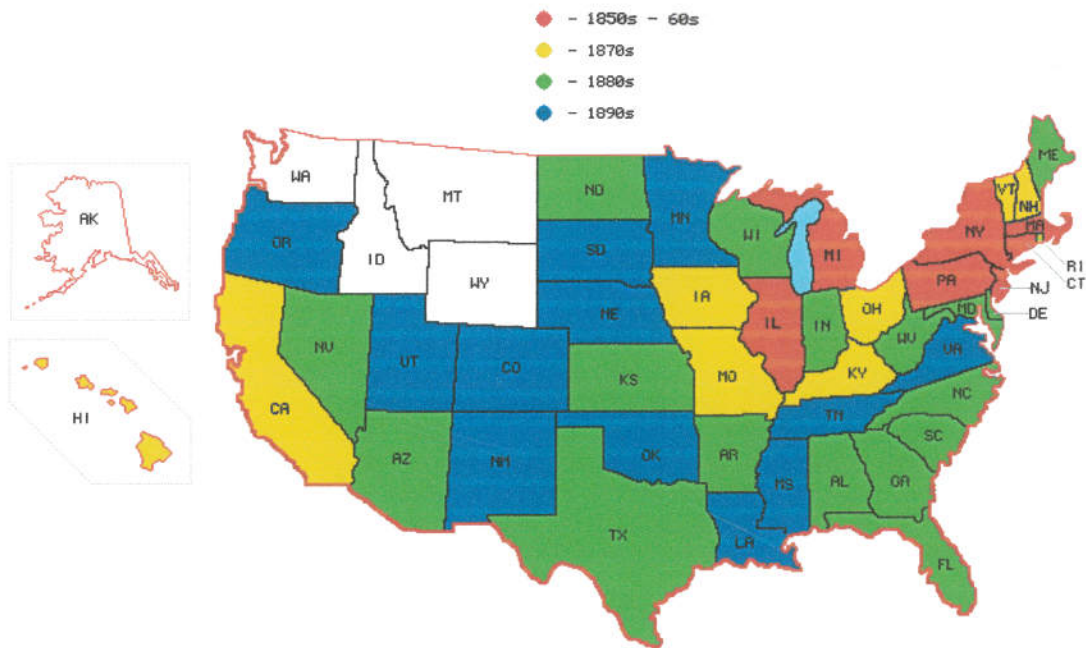
Cover sent by stamp dealer Karl C. Miner, postmarked Hoosick Falls, Feb 20, 1888, to stamp collector Henry Clotz in New York City. First class postage of 2c was paid by two 1c stamps; a 1c bright blue 1875 reprint of the 1c Issue of 1857-60 and a 1c ultramarine issue of 1887. The 1c reprint of the Issue of 1857-60 was not valid for postage, since the original Issue was demonetized in 1861, but evidently was accepted or overlooked as valid postage. PF cert. 2011. This is the only reported use of a 1875 reprint of the Issue of 1857-60 on cover. It was certified as genuine by the PFC in 2011.

Karl Miner was an active stamp collector and dealer in Hoosick Falls. In 1886 he joined the American Philatelic Association as charter member #32. Henry Clotz was a well known stamp collector in New York City. He was charter member # 47 of the APA. In 1889, he was Treasurer of the Staten Island Philatelic Society and helped sponsor the first philatelic exhibit in the U. S. at Eden Musee in New York City.

U. S. Stamp Dealers and Collectors 1890s

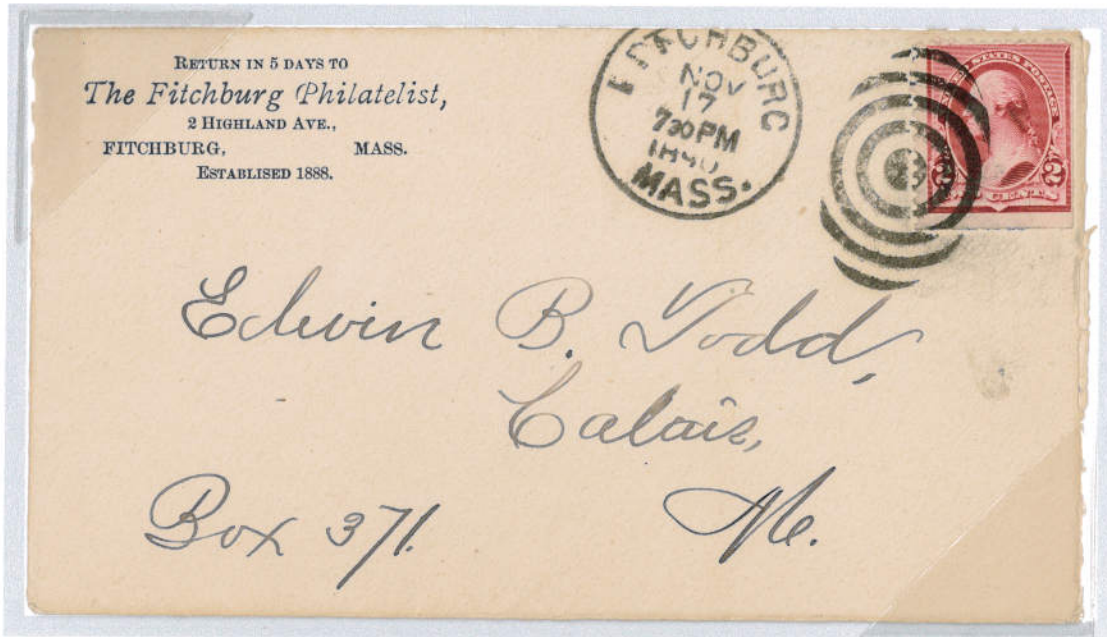
In the 1890's stamp dealing and collecting continued to grow in popularity and dealers and collectors were now present in virtually the entire country. In addition to new collectors, dealers, and publications, this was the era when National collector groups truly made stamp collecting a nationwide hobby. The Columbian Exposition in Chicago in 1893 and the Trans-Mississippi Exposition in Omaha in 1898 created new stamp collecting and business opportunities. Likewise, the Spanish American War of 1898 led to new U. S. Territories in Cuba, Guam, the Philippines and Puerto Rico. This provided dealers and collectors with new postal material to collect and sell. The 1890s was a Golden Age for philately in the U. S.

States with Dealers or Collectors in the 1850s - 1890s.

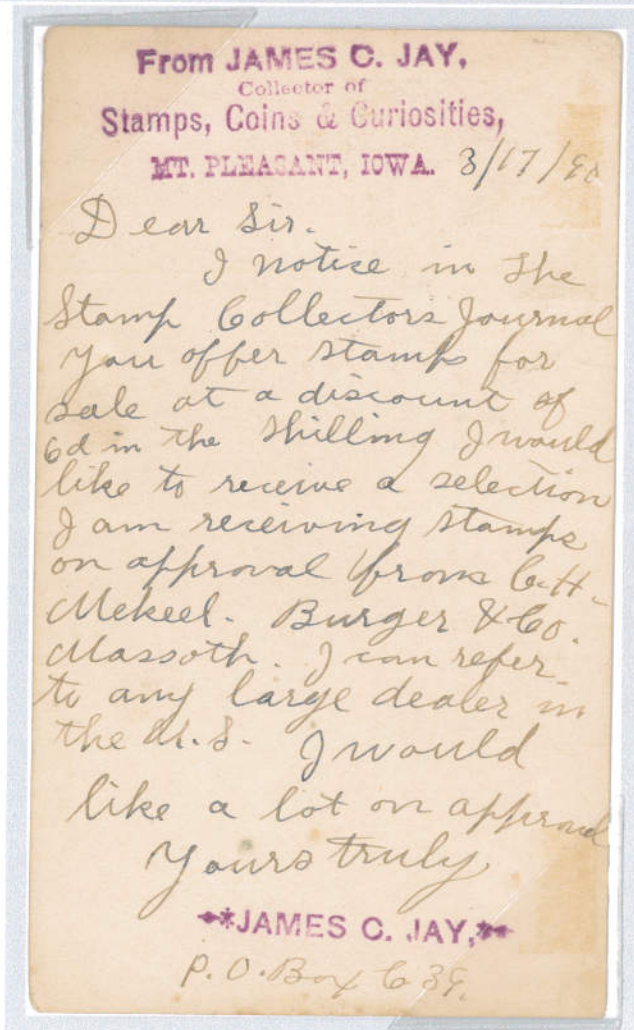


For this decade, this Exhibit displays covers and letters showing all this new stamp dealer and collector activity as well as the earliest activity in 12 more states, which are shown on the above map in blue. The 12 new states are Colorado, Louisiana, Minnesota, Mississippi, Nebraska, New Mexico, Oklahoma, Oregon, South Dakota, Tennessee, Utah, and Virginia. States with stamp dealer or collectors covers from the 1850s and 60s are shown in red, those from the 1870s in yellow and those from the 1880s in green. The only states not represented in this Exhibit with 19th Century stamp dealer or collector postally used material are: Alaska, Idaho, Montana, Washington and Wyoming. In addition, dealer covers from the Territories of Cuba, Guam and Puerto Rico are displayed.

This Exhibit ends in 1899. By then, all of the key aspects of philately - dealers, collectors, societies, publications and supplies - that supported the hobby throughout the 20th century and beyond, had been put in place across the U. S.; as is evidenced by the wide-ranging material from the 1850s - 1890s shown here.



Cover from *The Fitchburg Philatelist* postmarked, Fitchburg, Mass Nov 17, 1890, to a collector in Maine. *The Fitchburg Philatelist* was published from late 1888 to early 1891



James C. Jay, Mt. Pleasant, Iowa

James C. Jay was a stamp collector and dealer living in Mt. Pleasant, Iowa. Iowa is noteworthy for the number of collectors and dealers in its small towns in the 1880s and 90s. Jay also published *The Philatelic Midget* in 1888-1889 and ran the *Richwoods Dispatch* to carry letters between Richwoods, Iowa and the post office in LaHoyt (cover shown above for 1888.)

The 2c blue UPU postal card (left) from James C. Jay, Collector of Stamps, Coins and Curiosities, is addressed to Lieutenant J. P. Thorpe, 1st Irish Rifles, Mullingar, **Ireland** and postmarked Mt. Pleasant, Iowa, Mar. 18, 1890.

James Jay wrote, "I notice in the Stamp Collectors Journal you offer stamps for sale at a discount of 6d in the shilling. I would like to receive a selection. I am receiving stamps on approval from C. H. Mekeel [St. Louis], Burger & Co. [New York City], Massoth [Chicago]. I can refer to any large dealer in the U. S. I would like a lot on approval."



Miller and Lane were stamp dealers (also commission merchants and produce dealers) in the small town of Vassar, Mich. Their attractive corner card has a fairly crude reproduction of the 30 centavos Argentina stamp of 1888. The cover is dated Mar 12, 1890, with a 2c Bank Note stamp paying 1st class postage.

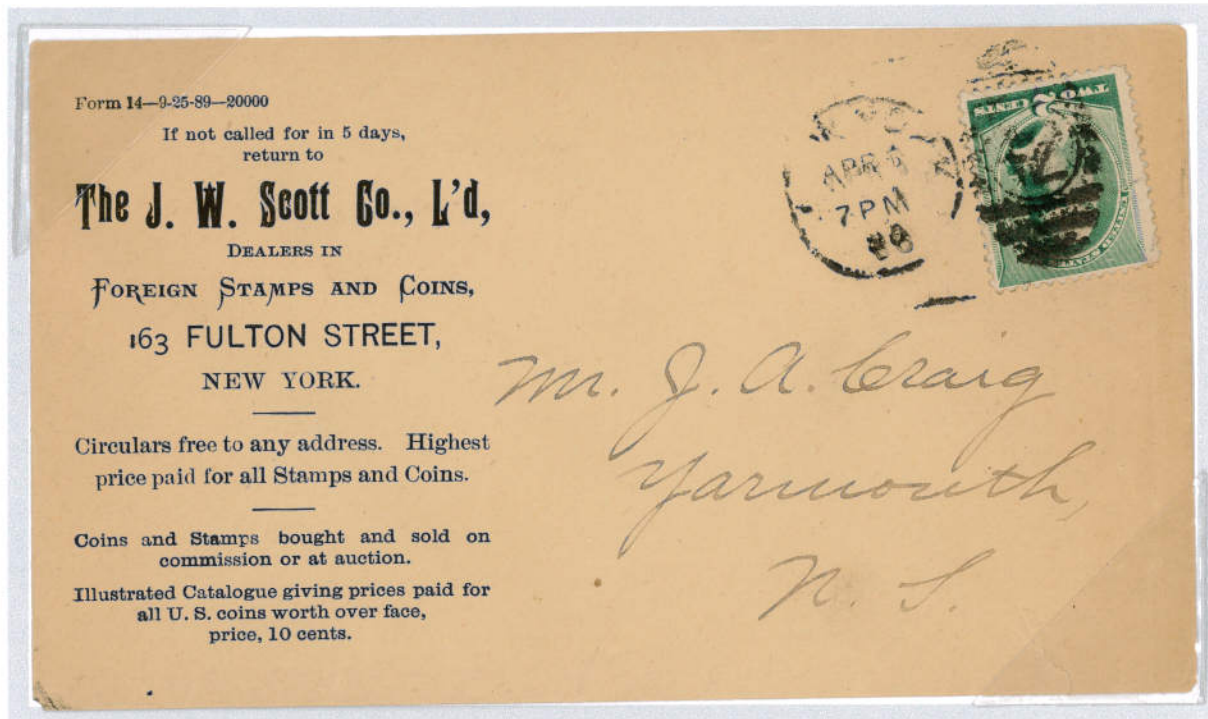
A. Lehmann, Jr., Paterson, N.J.



J. Lehmann, Philatelist, was in a hurry to get this letter to Burger & Co. stamp dealers on Nassau Street in NYC. It was posted at 1 PM in Paterson, N.J. on Dec. 30, 1890 and the hand stamp on the reverse shows it arrived in New York at 4 PM that day. Postage and the **Special Delivery** fee were paid by 2c carmine Bank Note and 10c blue Special Delivery stamps.

J. W. Scott Co. Ltd., New York

John Walter Scott Returns to the Stamp Business



In mid-1889 John Walter Scott returned to the stamp business and began operating under the name J. W. Scott & Co. Ltd. at 163 Fulton Street. His shop was close to Nassau Street and the office of the Scott Coin and Stamp Co., Ltd, which he had sold in 1886. Scott was sued by the G. B. Calman and the other owners of that business as violating his sales agreement with them. On November 5, 1890 Scott prevailed in New York Supreme Court, and established his right to make a living as a stamp dealer using his name. The state court determined that "Every man has the absolute right to use his own name in his own business, even though he may thereby interfere with and injure the business of another bearing the same name, provided he does not resort to any artifice, or do any act calculated to mislead the public as to the identity of the establishments, and to produce injury to the other beyond that which results from the similarity of the names." Intestinally, the court also stated that the nature of the stamp business is "peculiar." The customers of both parties are either large collectors or boys.

This cover with an advertisement for Scott's new stamp business at 163 Fulton Street is postmarked New York, N.Y. Apr 6, 1890. A 2c green Bank Note stamp pays the postage to **Nova Scotia**. The postmark on the reverse reads Yarmouth, N.S. Apr 8, 1890.

Gate City Stamp Co., Atlanta

Atlanta, Ga., June 15th, 1891.

Notice of formation of the Gate City Stamp Company in Atlanta, GA on June 15, 1891. At this time there were still only a few stamp dealers operating in the south.

Dear

We the undersigned, have formed a partnership under the firm name of the "GATE CITY STAMP CO." for the purpose of doing a regular stamp business, and have in stock, a full

Return in Ten days to

THE GATE CITY STAMP CO.



IMPORTERS OF AND DEALERS IN
Foreign and U. S. Stamps,
APPROVAL SHEETS A SPECIALTY.
ATLANTA, GA., U. S. A.

Albums, Pockets, Sets, Sheets, Hin-

ctor

Aug 1 1891

WEST END

2 CENTS

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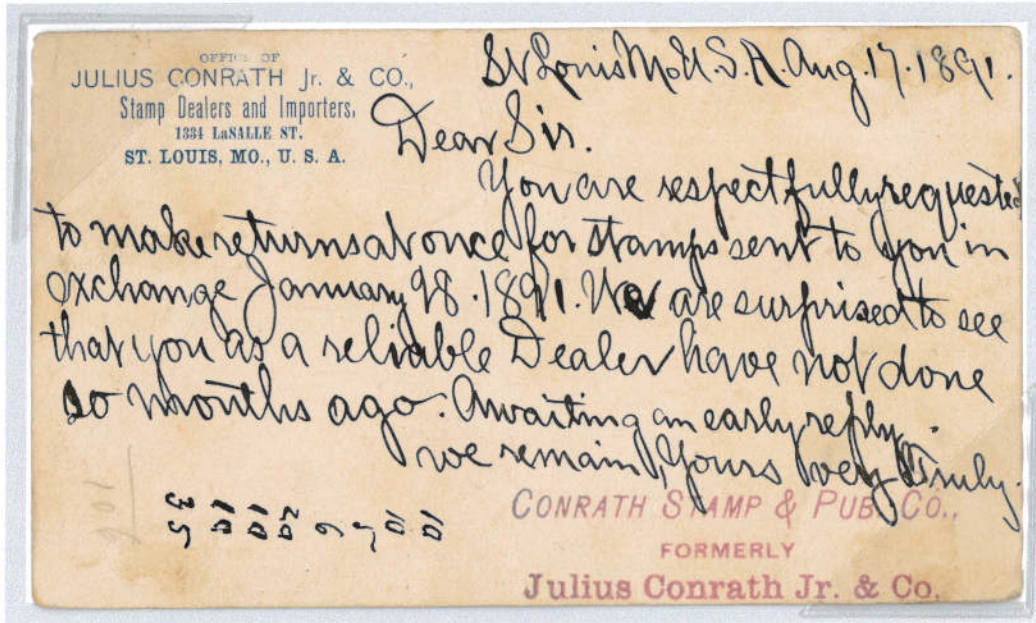
A. C. Hawkins, Esq.
Leicester,
Mass.

IVY. L. LEE, President and Manager.

J. B. CONNALLY, Secretary.

Gate City Stamp Co. advertising cover postmarked Atlanta. Ga. West End Sta., Aug. 1, 1891. The corner card is very unusual design for a stamp company. On the left are two Indians canoeing past a waterfall. The center shows three pillars with female statues holding up the constitution. On the right are three black workers picking cotton. In this era, Atlanta boosters liked to refer to it as the Gate City of the new south.

Conrath Stamp & Pub. Co. St. Louis



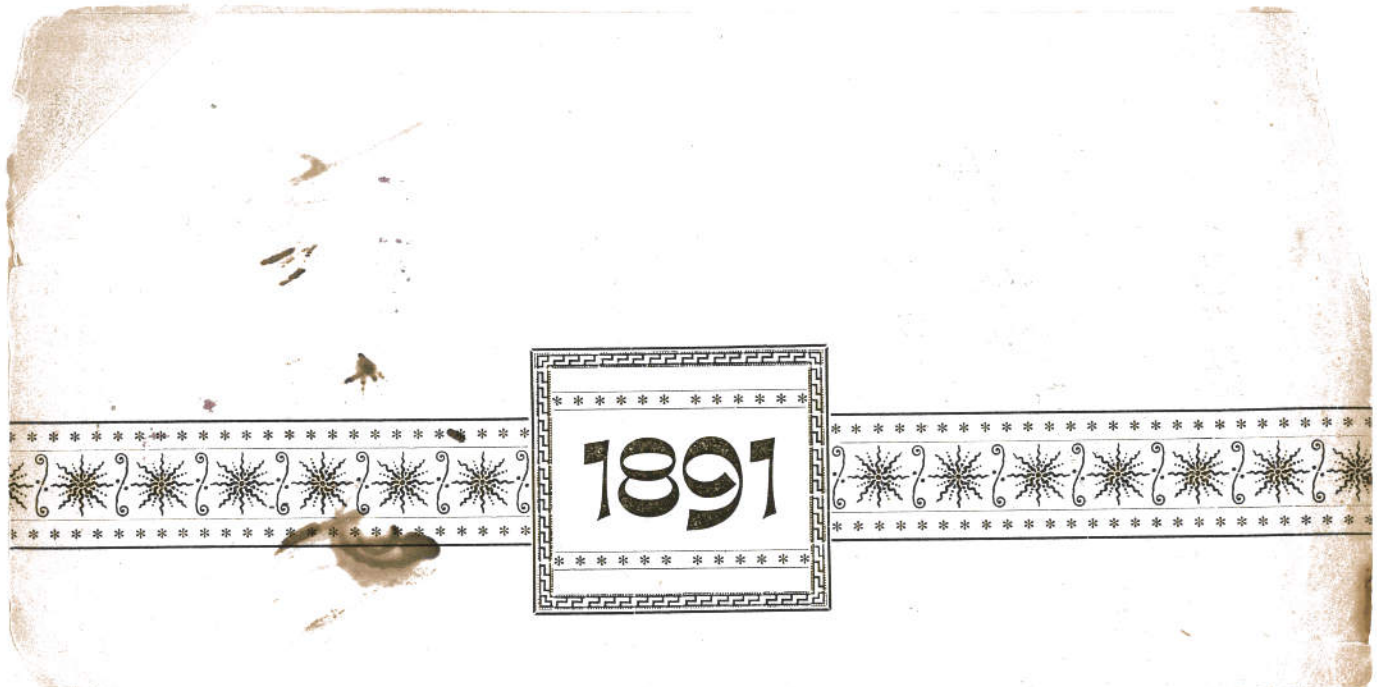
Postal card from stamp dealer Jules Conrath to stamp dealer E. Francisco Trevisano, Carlstadt, Croatia, Austria, complaining that he has not sent stamps in exchange for those sent to him six months before. Postage was paid by the 2c blue UPU card postmarked St. Louis MO Aug. 17, 1891, with a Aug. 30 Karlovac receiving stamp.

The message reads: "St. Louis Mo U.S.A. Aug. 17, 1891, Dear Sir, You are respectfully requested to make returns at once for stamps sent to you in exchange January 28, 1891. We are surprised to see that you as a reliable Dealer have not done so months ago. Awaiting an early reply we remain, Yours very truly, Conrath Stamp & Pub. Co. Formerly Julius Conrath Jr. & Co."

Fred M. Townley, Sayreville, N.J.



Collector Fred Townley, Sayreville, N.J., sent this letter to the Argentine Stamp Co. in Buenos Ares on Nov. 25, 1891. The 5c UPU rate to Argentina was paid by the 1c blue and 2c carmine small Bank Note stamps on a 2c green stamped envelope.



Compliments of

Deats & Sterling.

COLLECTORS OF AND DEALERS IN

United States Government
Unused Remainders,

-OF THE-

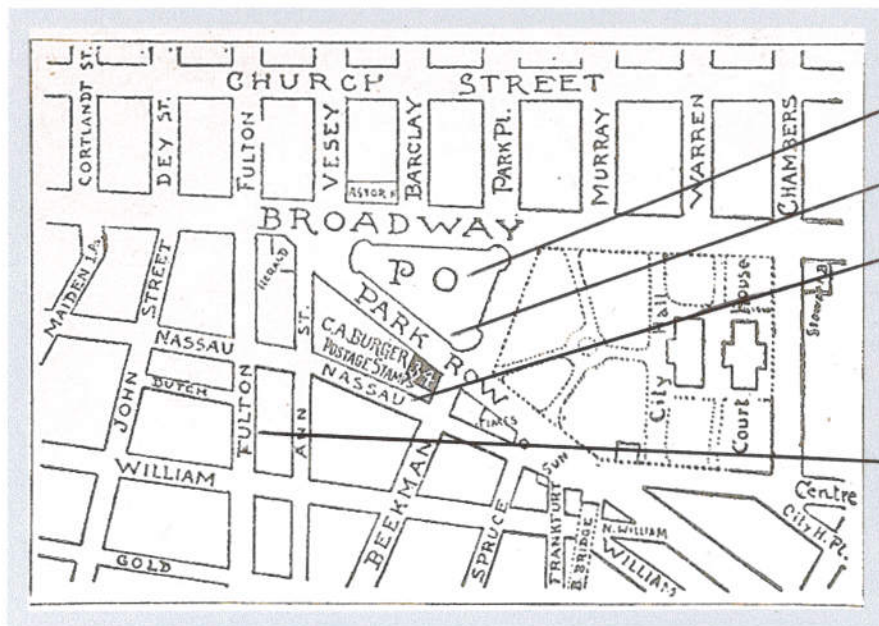
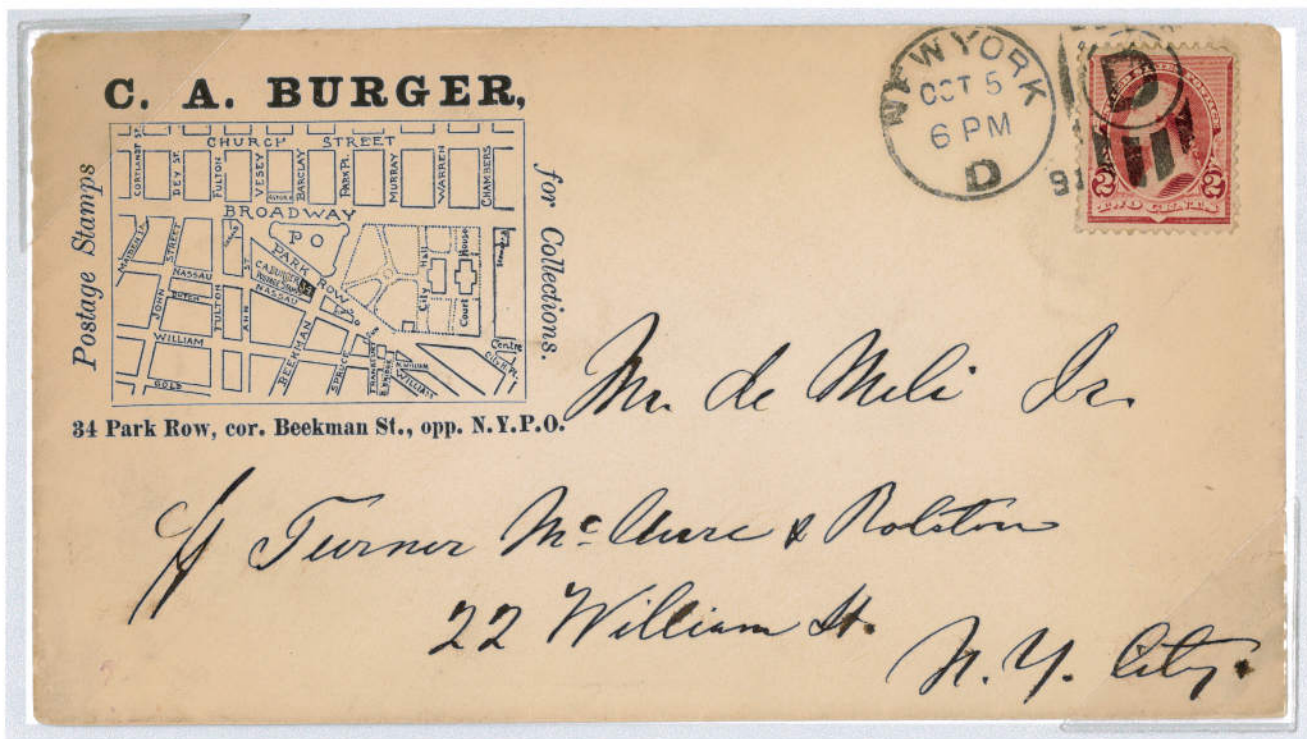
“SPECIAL TAX” STAMPS,

WITH FULL COUPONS AND STUBS.
EVERY VALUE FROM \$2.40 TO \$500 INCLUSIVE.



Stamp dealers H. E. Deats and E. B. Sterling teamed up to buy 200 tons of government paper which included a vast amount of revenue stamps. This 1891 ad is printed on the back of an 1885 U.S. Internal Revenue Retail Liquor Dealer Special Tax Stamp, which is shown at left (reduced in size.)

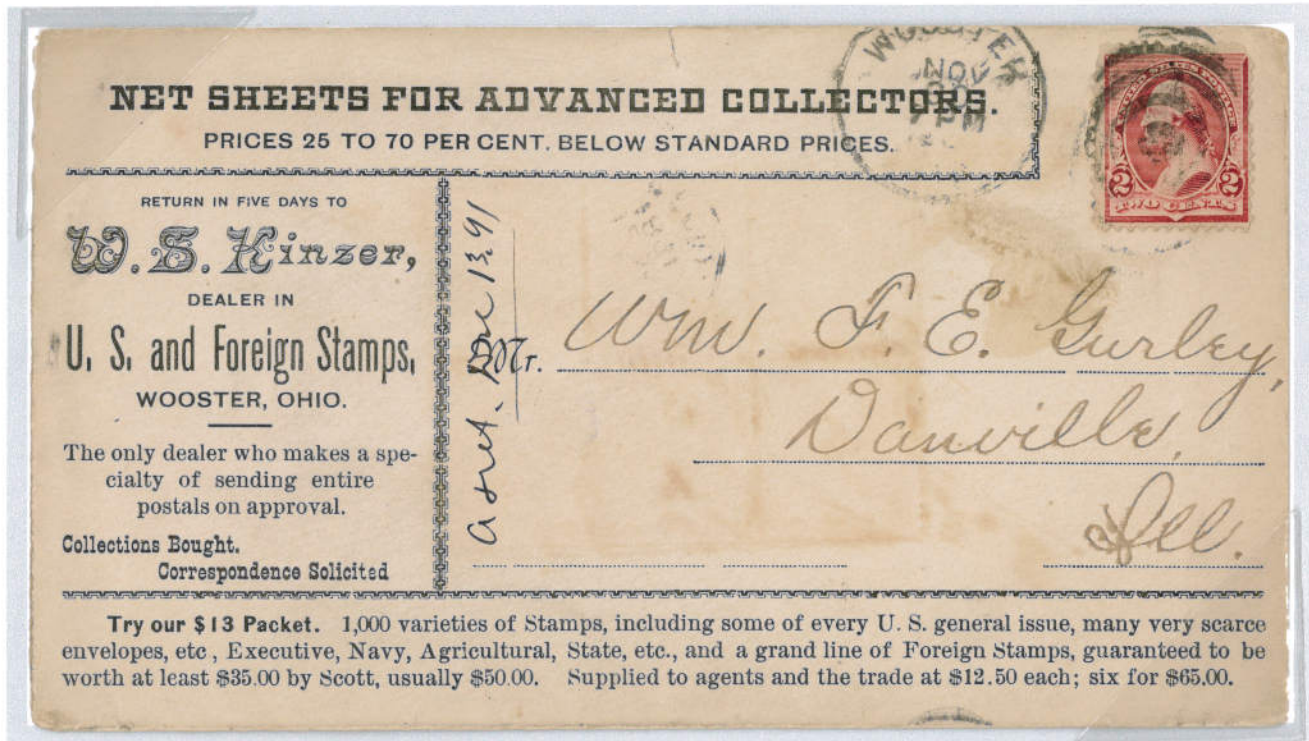
C. A. Burger, New York



Enlargement of map of cover

Dealer C. A. Burger created this useful advertising envelop with a map showing the location of his stamp store on Park Row in NYC. On the surrounding streets other dealers had their offices, making this a map of the heart of the NY stamp world in the 1890s. The cover, postmarked Oct 6, 1891, was addressed to Williams Street, a few blocks away.

W. S. Kinzer, Wooster

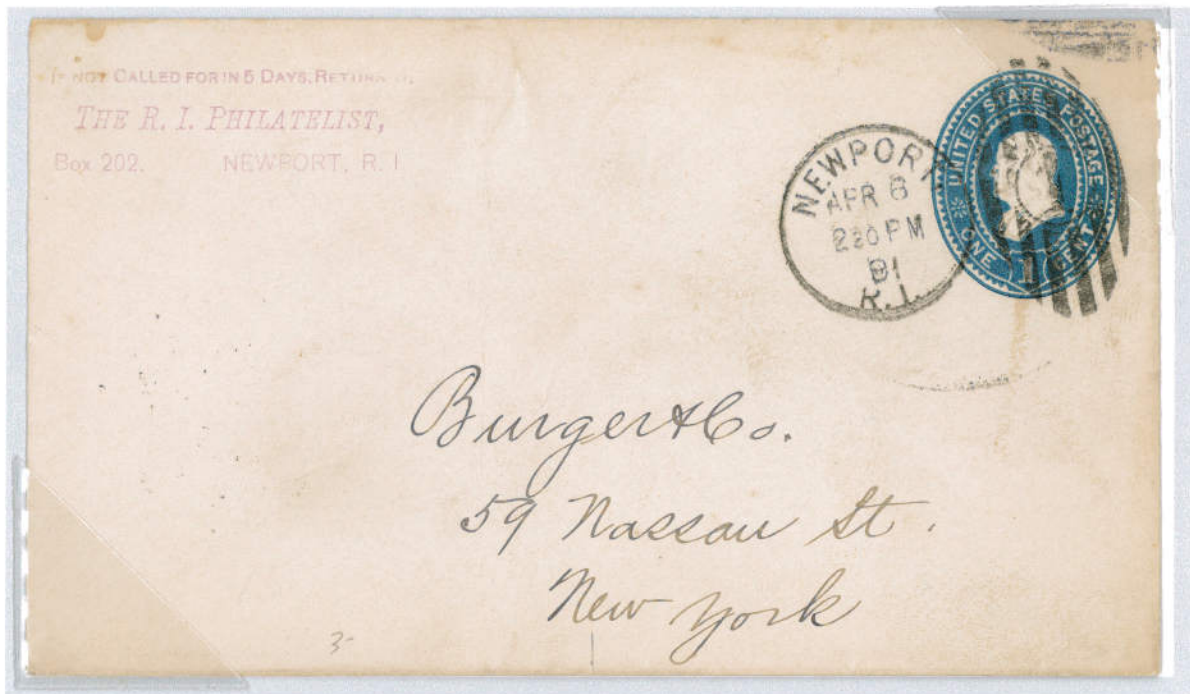


Advertising cover from stamp dealer W. S. Kinzer, postmarked Wooster, Ohio Nov 30, 1891. The ads offer “Net Sheets to Advanced Collectors, prices 25 to 70 per cent below standard prices.” Furthermore, he offered 1,000 varieties of stamps for \$13.

Harry G. Clay, Jr., Philadelphia

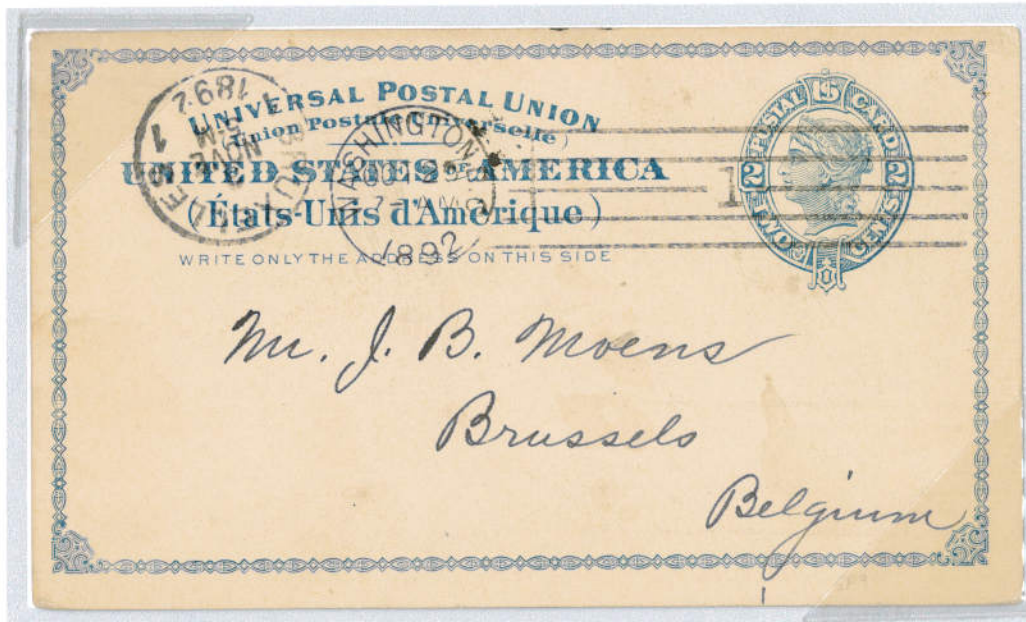


Stamp collector Harry Clay sent this 2c blue Postal Card to a collector in Helsinki, Finland. The card is postmarked Philadelphia, PA Jan 16, 1891. The message on the reverse reads, in part, “I see your address in Mekeels Address book. I am a collector of foreign stamps and would like to exchange with an advanced collector.”

The Rhode Island Philatelist, Newport

The earliest reported philatelic related cover from Rhode Island was mailed by *The Rhode Island Philatelist* on April 8, 1891 in Newport to Burger & Co, 59 Nassau Street. *The Rhode Island Philatelist* was only published from Jan. 1889 to Aug 1891. The 1c blue stamped envelope paid the circular rate.

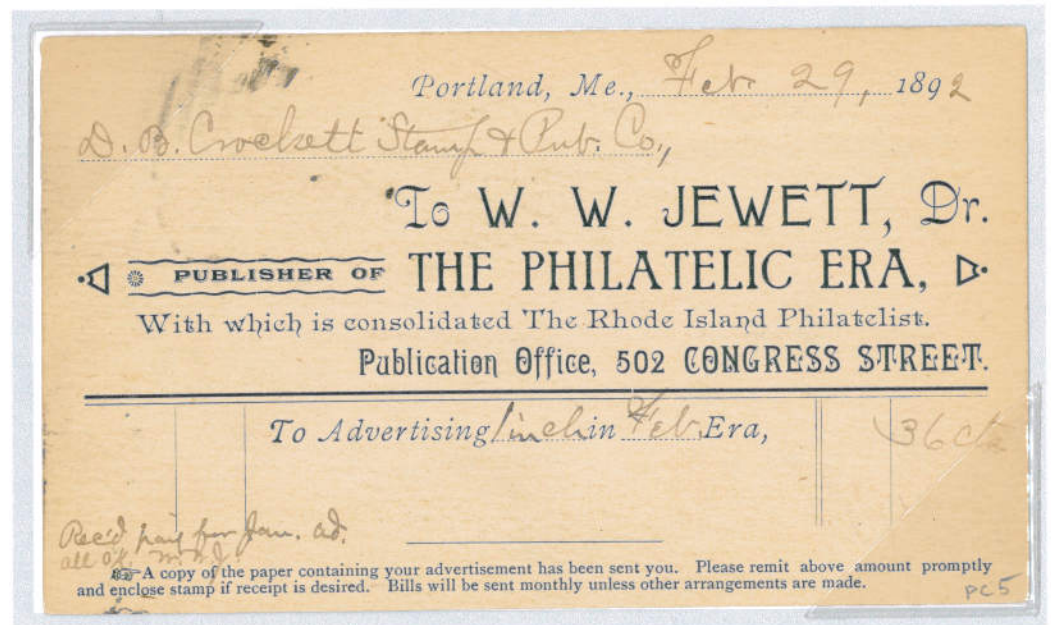
W. Ward, Washington



Postal card sent by stamp collector W. Ward to one the earliest and most famous foreign stamp dealers, **Jean Baptiste Moens** in **Brussels**. Ward request a sample copy of Moens *Philatelic Journal*. The card is postmarked Washington D.C. Oct 25, 1892 with a Brussels receiving stamp 3 Nov, 1892.

W. W. Jewett, *The Philatelic Era*, Portland

Reverse of a Postal Card, 1c black issue of 1886, soliciting an ad from the D. B. Crockett Stamp & Publishing Co. in Newark, N.J. for the periodical, *The Philatelic Era*. The cost of a 1 inch ad was 36c for the February 1892 issue. Jewett was active in the stamp publishing business from 1889 to 1904.



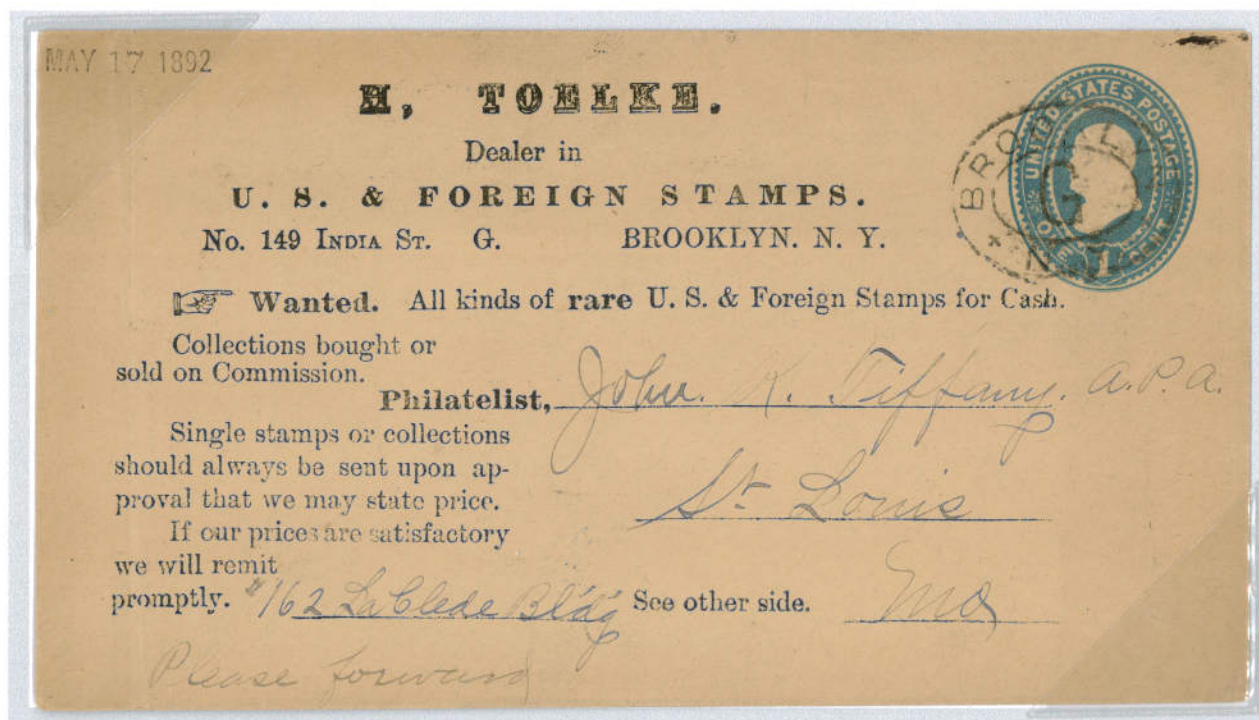
E. E. Raub, Hyde Park



Postal card, 2c blue UPU rate Issue of 1879, sent by stamp dealer E. E. Raub to Argentine stamp dealer Maurice Juhel in Buenos Aires, **Argentine Republic**. The card is postmarked Hyde Park, Mass. May 25, 1892, with additional postmarks for New York City on May 26 and Buenos Aires on July 3. The brief note on the reverse reads: "Dear Sir, Please send me your wholesale list of stamps. Yours truly, E. E. Raub, Stamps for Collectors, Hyde Park, Mass."

H. Tolke, Brooklyn

To John K. Tiffany, (President) APA



Advertising cover from Brooklyn stamp dealer H. Tolke to **John K. Tiffany, APA**, in St. Louis, MO. While the 1c blue on manila stamped envelope has an undated Brooklyn, N.Y. cancellation, a hand-stamped date of May 17, 1892 is in the upper left corner.

1892-3

E. T. Parker, Bethlehem

Penn.

POSTAL CARD ONE CENT.

United States

THIS SIDE IS FOR ADDRESS ONLY.

James Eldridge, Jr.
Rosebury.
Newport.
Isle of Wight,
Eng.




Newport,
Island of
Wight
Feb 8, 1893

Lot-et-Garonne,
France
Sep 15, 1892

THIS SIDE IS FOR ADDRESS ONLY.

J. Agen De Bigonse,
Lot-et-Garonne,
France.




Edward Bleiv.
Hotel de Stern.

Prague,
Austria
Feb 2, 1893

Prag. Böhmen.
Austria.

Stamp dealer E. T. Parker, Bethlehem, Pa send these 1c Grant postal cards, up rated by 1c stamps to pay the 2c UPU rate, to collectors in Europe. A printed ad on the reverse of each card promotes Parker's "Priced-List of Stamps." Worldwide stamp correspondence in the 1890s was facilitated by cheap UPU postal card rates.

B. L. Wendelborn, Appleton



2c blue international postal card sent by B. L. Wendelborn to the Bombay Philatelic Co., Bombay, **India**. It is postmarked Appleton, Wis. Jun 30, 1892, and has Seapost Office JI 25 and Bombay Market Aug 1, 1892 postmarks. The message on the reverse reads, "Gentlemen, Please write and let me know at what prices you could furnish me with 1/2 anna and 1 anna in quantities of 1,000 each. (saw advertisement in P. J. of Am. June '92.)"

Edward Loring, Chicago



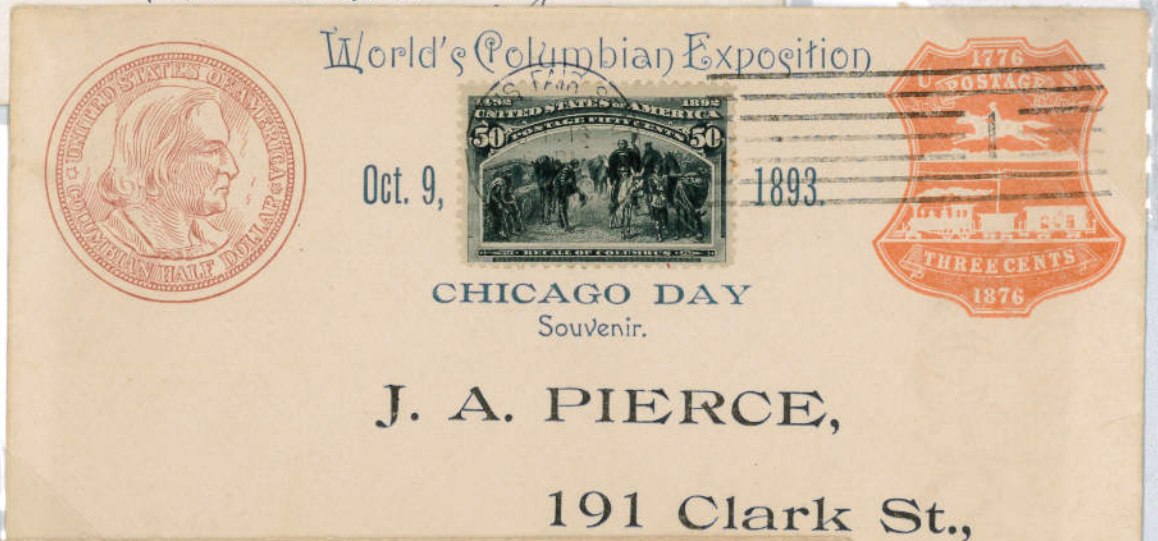
Stamp dealer Edward Loring created this lovely art deco design for his advertising covers. It was sent to the Wellington Stamp Co. in Wellington, Ohio. While the cancellation on the 2c Columbian stamp is indecipherable, the receiving stamp on the reverse is dated Sep 8, 1893.

J. A. Pierce, Chicago

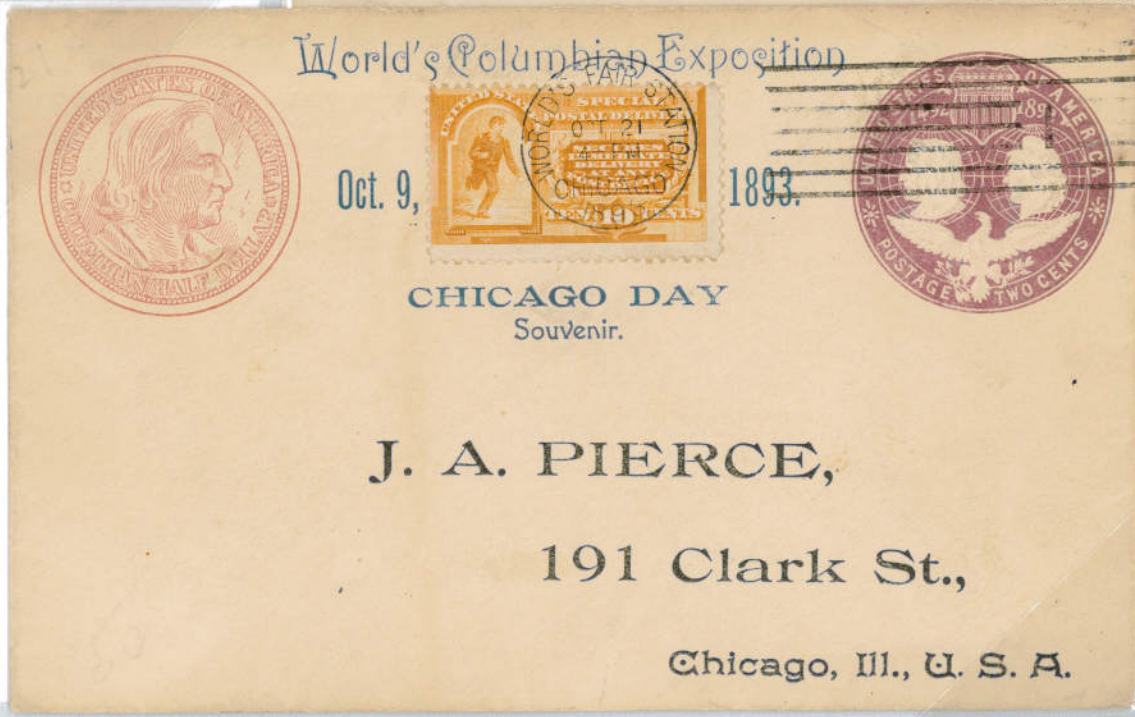
In the 1890s Chicago was the second largest city in the country and had a vibrant philatelic community. In connection with the Columbian Exposition, long-time stamp dealer J. A. Pierce created a large number of postal souvenirs for collectors, one of the first to do so.



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15

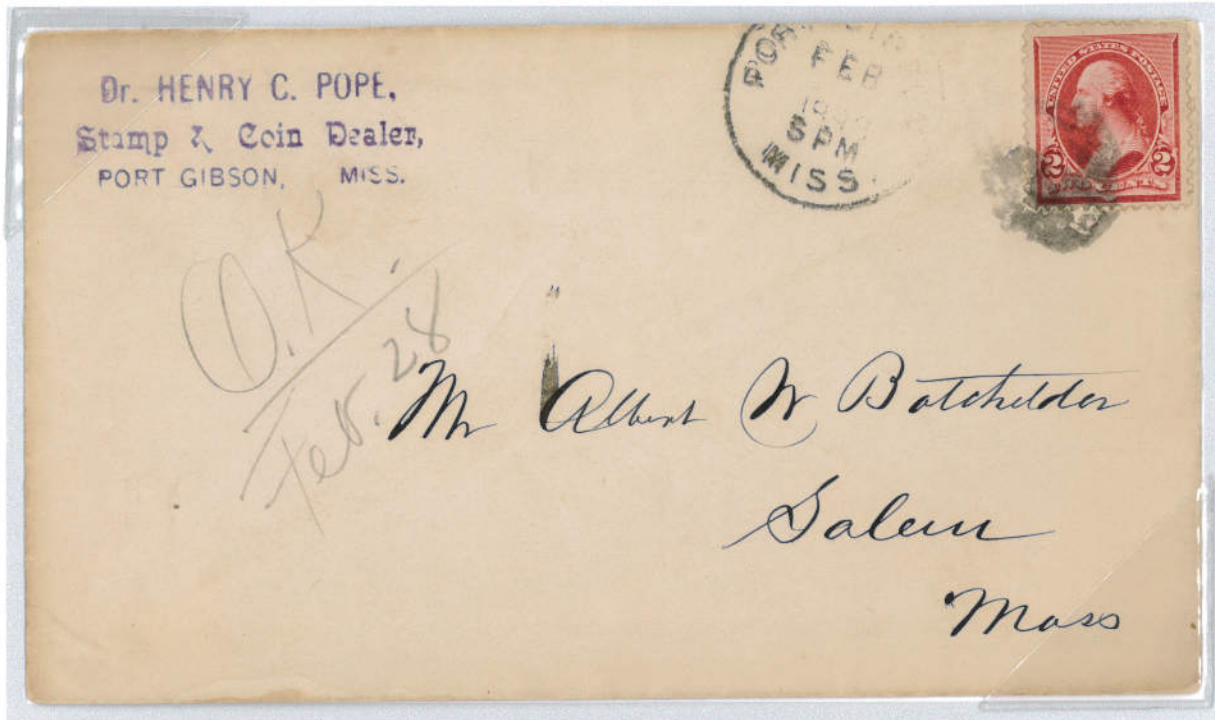


Ill., U. S. A.

The covers shown are postmarked Worlds Fair Station, Chicago: (Top) 15c dark green on Oct. 30, 1893, (Middle) 50c slate blue on Oct 13, 1893, and (Bottom) 10c orange Special Delivery on Oct 21, 1893.

37

Henry C. Pope, Port Gibson



This is the earliest reported stamp dealer cover from Mississippi. Dr. Henry C. Pope, "Stamp & Coin Dealer" in the small town of Port Gibson sent this letter on Feb 25, 1893 to a dealer in Salem, Mass.

To New Mexico Stamp Co, Vaud near Eddy



Earliest reported cover involving a New Mexico stamp dealer. The New Mexico Stamp Co. was located in the small town of Vaud in Eddy County, New Mexico. The registered cover is postmarked Honolulu, HI, Sep 11, 1893 and has two 10c black overprinted Hawaiian stamps on a 5c blue Hawaiian stamped envelope. On the reverse is a San Francisco registry marking dated Sep. 20. 1893.

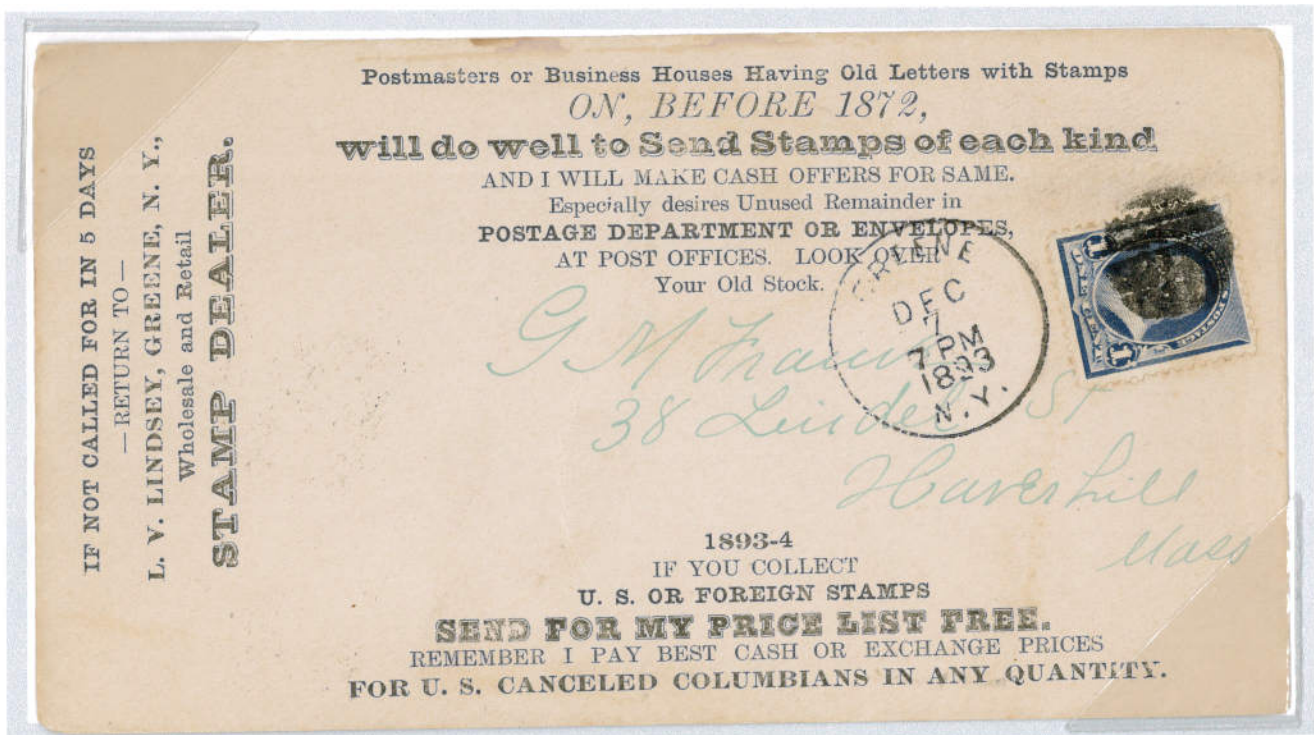
(17)

E. B. Sterling, Trenton



Pioneering revenue stamp dealer E. B. Sterling sent this registered cover, postmarked Trenton, N. J., Jul 10, 1893, to a collector in Rhode Island. Two 5c brown small Bank Note stamps paid the 2c 1st class postage and the 8c registry fee. The corner card notes Sterling's activities; selling historical prints, books, views, etc., along with postage stamps. He also offers "Sterling's [Revenue] Stamp Catalogue."

L. V. Lindsey, Greene



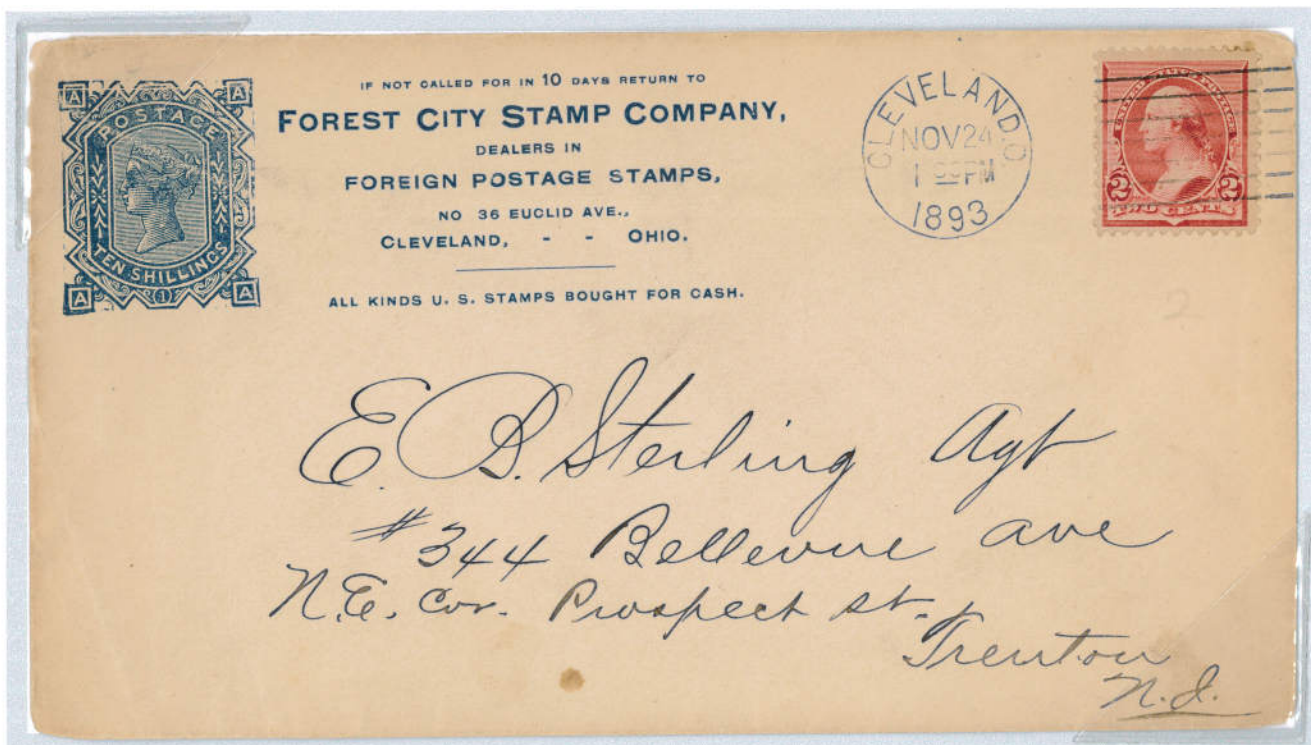
Stamp dealer L. V. Lindsey created this detailed advertising cover explaining to Postmasters and business houses how to find valuable old stamps. The circular rate cover is postmarked Greene, N.Y. Dec 7, 1893.

W. V. Hall, Shelby



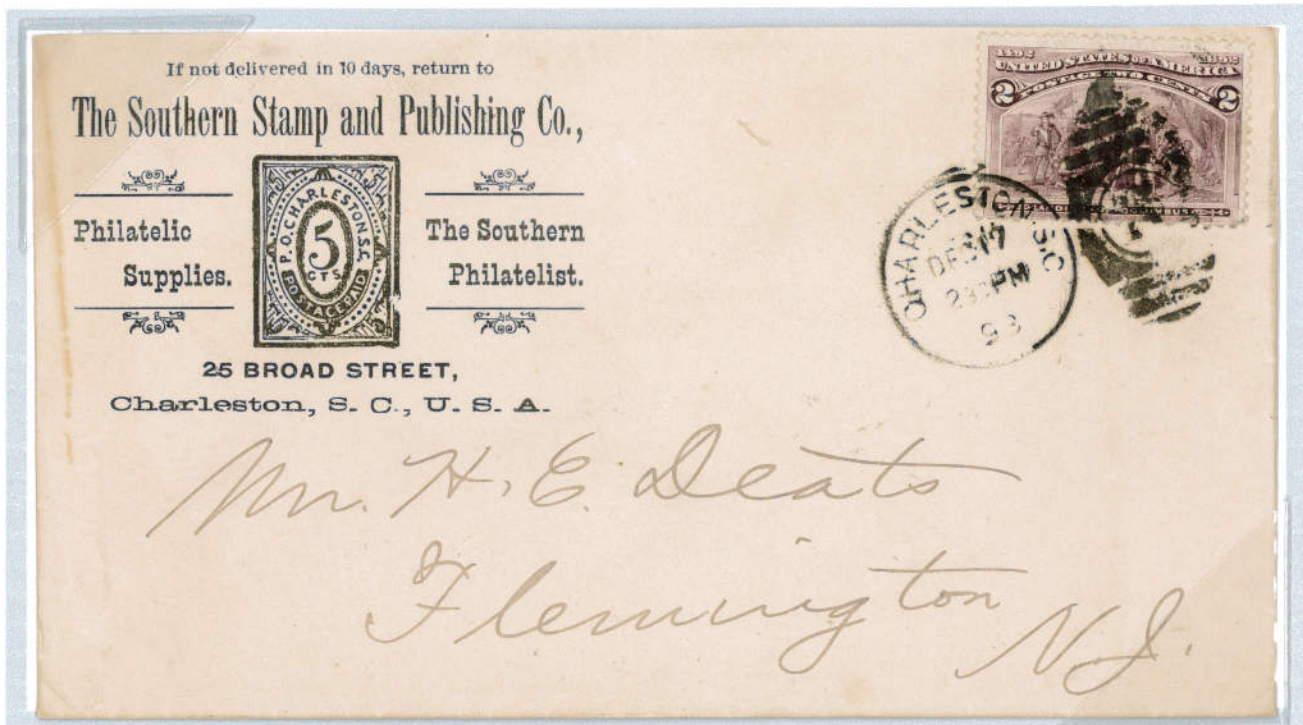
Registered cover postmarked Shelby, N. C. Dec 20, 1893, from stamp collector W. V. Hall to stamp dealer Hiram Deats. Five 2c carmine small Bank Note stamps paid the 2c 1st class rate and the 8c registry fee. In 1893 Hall was listed in Rogers American Philatelic Blue Book as 19 years old and collecting U.S. and Mexican stamps.

Forest City Stamp Company, Cleveland



Advertising cover from the Forest City Stamp Company, Cleveland, Ohio, to E. B. Sterling, the pioneering revenue collector and dealer. It is postmarked Cleveland, Nov 24, 1893. The cover has a reproduction, in blue rather than slate, of a British 10 shilling stamp, Issue of 1878.

Southern Stamp and Publishing Co., Charleston



Advertising cover from the Souther Stamp and Publishing Co., postmarked Charleston, S.C. Dec 17, 1893, addressed to the prominent dealer and collector Hiram Deats. The corner card includes a facsimile of the Charleston Confederate postmaster provisional stamp of 1861.

Charles Rossy, Stamp Dealers' Directory, San Antonio

ADVERTISERS ATTENTION.

San Antonio, Texas, July 5th, 1893

DEAR SIR:

On or about Aug. 15th, next, I will publish a "Stamp Dealers' Directory" of the United States, Canada and Mexico, which will contain 36 pages with cover. The names of over 500 Stamp dealers, (wholesale and retail) which have advertised during the present year in the different stamp publications will be inserted free of charge, bringing all under one cover. There will be one thousand copies of this book printed, (guaranteed,) it will be advertised extensively, and I am in position to state that it will pay you to advertise in this book, on account of the non-publication (with one exception) of any other of the like nature. I will endeavor to keep frauds out, and I will under no circumstances accept advertisements from them.

The book will be sold at 10cts a copy. Sent prepaid upon receipt of price. Every A. P. A. member will receive one free of charge.

The advertising rates are as follows: One inch 60cts: half page, \$1.80, one page, \$3.50. Type matter on each page 6x3½ inches. Forms close on August 10th.

Terms, Cash in advance. Remit by money order or postal note only.

Hoping you will give the above due consideration, and respectfully soliciting your advertisement.

I remain yours very truly,

CHAS. J. ROSSY,
923 South Presa St., SAN ANTONIO, TEXAS.

Member—American Philatelic Association; Alamo City Philatelic Society,
Texas Philatelic Union.

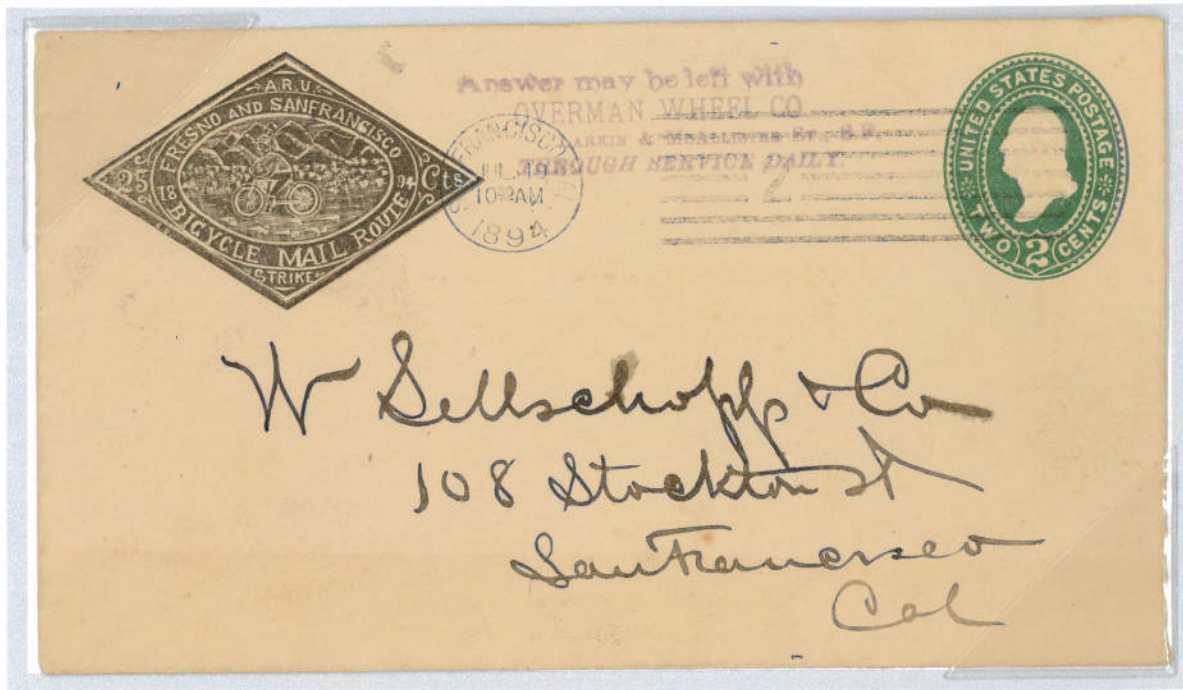
Reference by Permission, MAJOR C. E. DUTTON, Commander U. S. Arsenal, San Antonio.

Write at once, do not delay.

-1893-

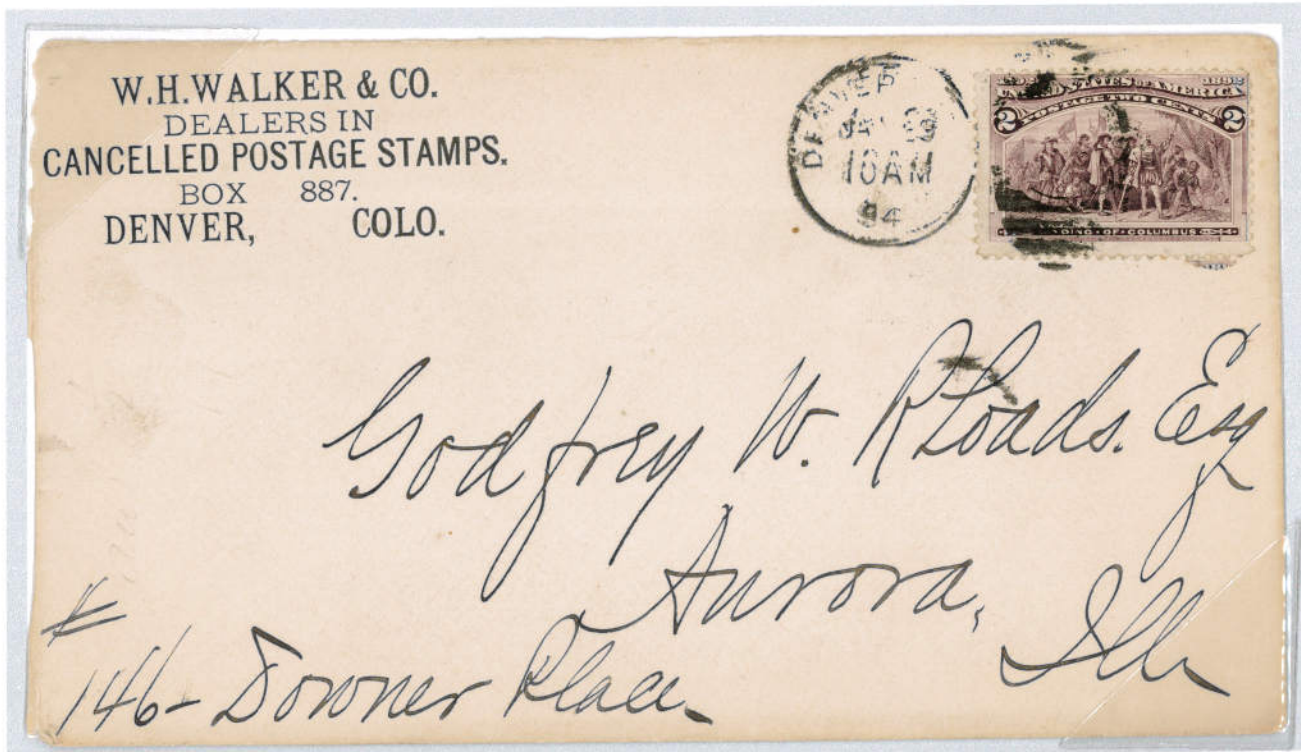
Reverse of a 1c black Postal Card, Issue of 1891, postmarked San Antonio, Texas, Jul 9, 1893, addressed to Baltimore stamp dealer A. Lohmeyer. The printed message solicits ads for Rossy's "Stamp Dealers Directory" to be published in 1893 and given free to every member of the A.P.A.

Bicycle Mail, Fresno and San Francisco

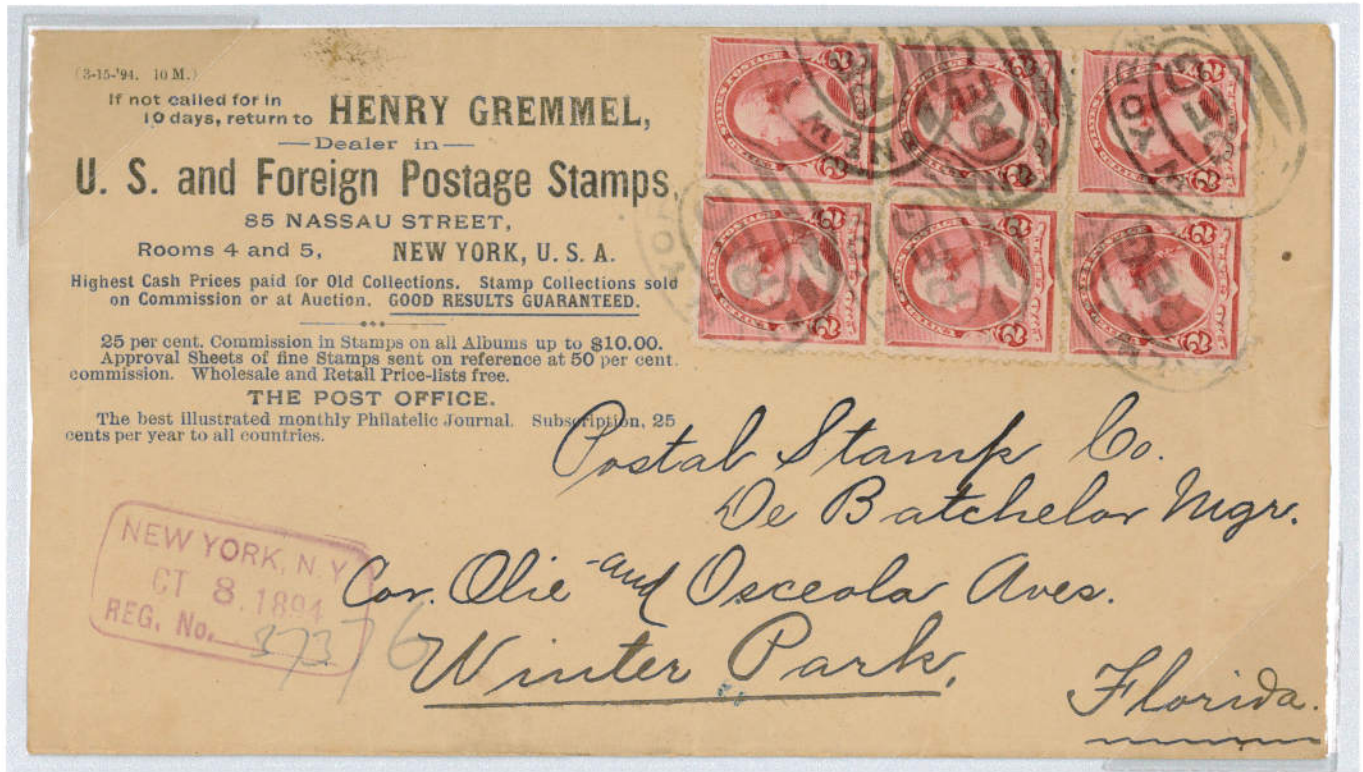


During a railroad strike in July 1894 which disrupted mail delivery, a local post was established to carry mail from Fresno to San Francisco by bicycle. This 2c green on amber stamped envelope with a 25c brown Bicycle Mail imprint was postmarked July 19, 1894, the last day of service. It is addressed to stamp dealer W. Sellschopp in San Francisco.

W. H. Walker, Denver



Cover postmarked Denver, Colo Jan 23, 1894 sent by W. H. Walker & Co., Dealers in Cancelled Postage Stamps, to a collector in Illinois. Walker was one of the few stamp dealers in Colorado in this era.



Although no dealers or collector covers originating from Florida have been reported for the 1890s, this cover shows philatelic activity in the state. N.Y. dealer Henry Gremmel sent this registered letter to the Postal Stamp Co., De Batchelor, Manager, in Winter Park, Fla. It is postmarked, New York N.Y. Oct 8, 1894. The 4c postage and 8c registry fees were paid by six 2c carmine stamps of the Issue of 1890.

Hawaiian Stamp Co., Honolulu



Registered 2c stamped envelope of the Issue of 1893 from the Hawaiian Stamp Co. postmarked Honolulu, Apr 24, 1894. The 2c envelope plus 3 different 2c stamps and a 5c stamp paid the 5c treaty rate to the U. S. plus the 8c registry fee. The Hawaiian Stamp Co. was one of several dealers in Hawaii in the 1890s.

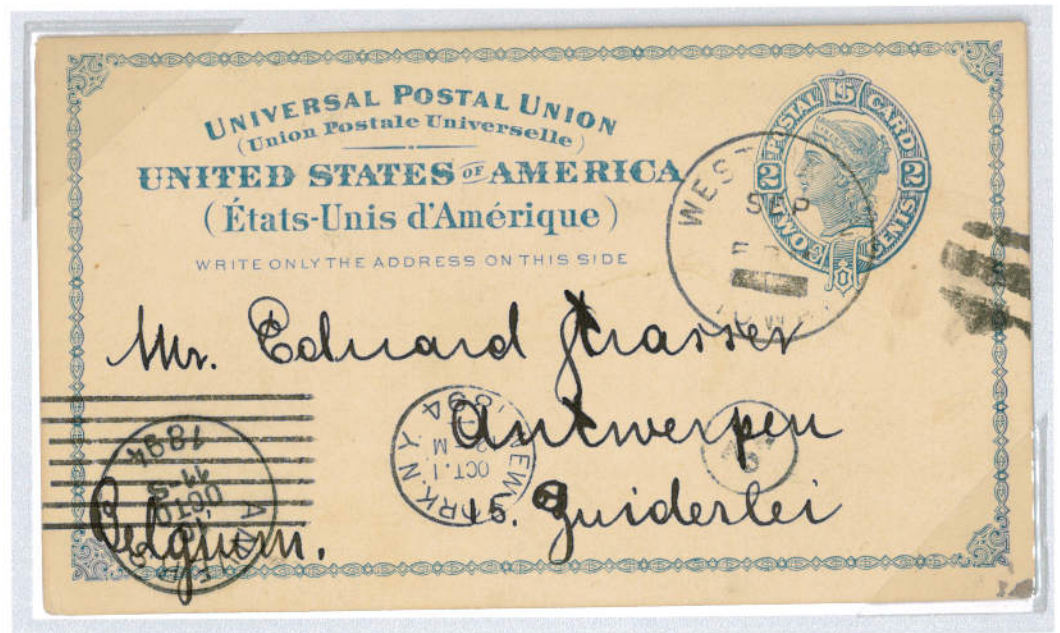
*Chas. E. Babcock,
Indianapolis*



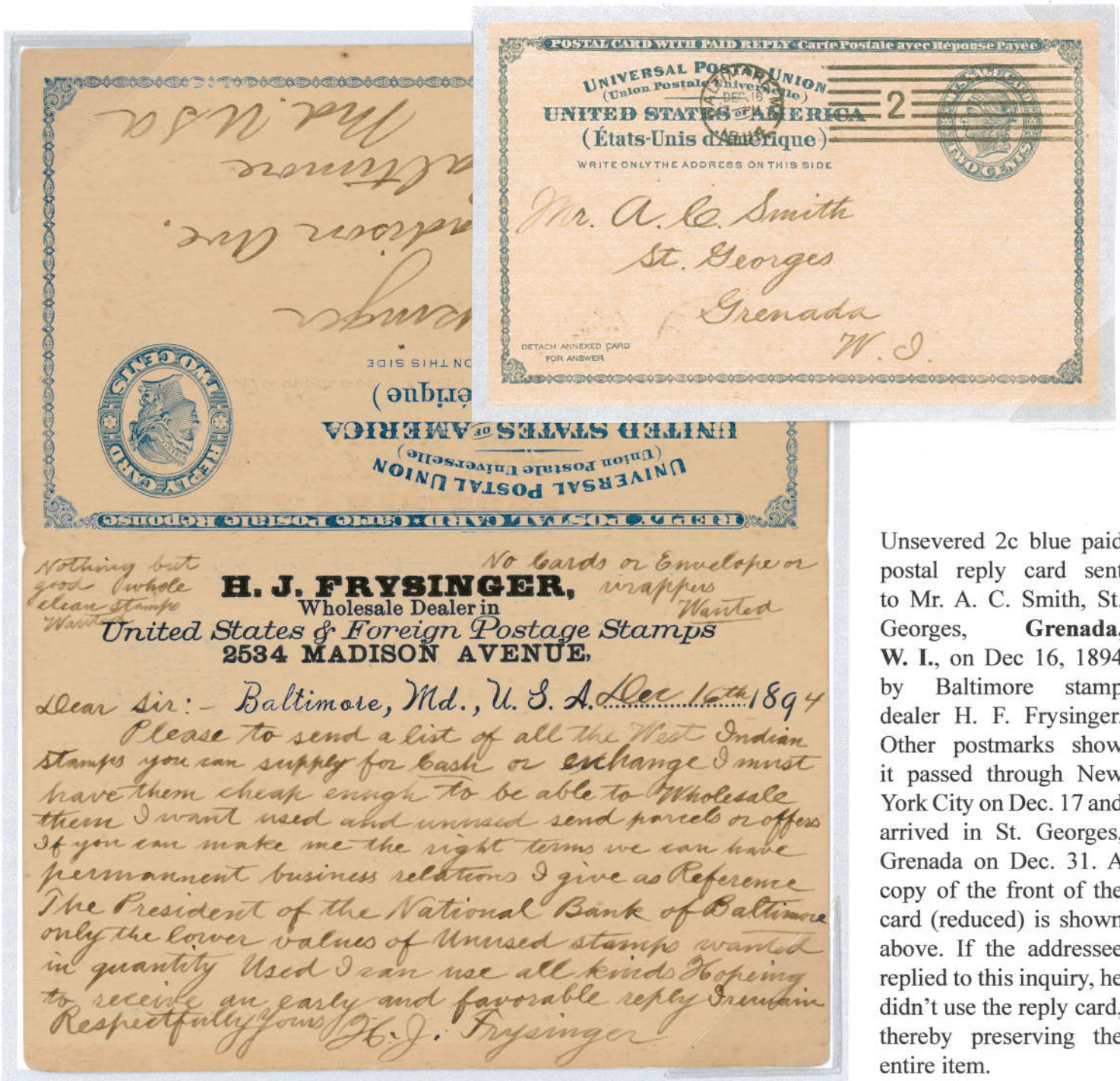
Charles E. Babcock was a stamp dealer as well as the editor and publisher of *The Hoosier Stamp*. This 1c Columbian stamped envelope is cancelled Indianapolis, Ind., 1894. The receiving marking on the reverse shows that it arrived in St. Louis on Feb. 17, 1894, which was the same month as the last of 17 issues of *The Hoosier Stamp* were published.

Th. von Rolf, West Union, Iowa

The 2c blue UPU postal card from stamp dealer Th. von Rolf is addressed to Edward Strasser in Antwerp, Belgium and postmarked West Union, Iowa, Sep 29, 1894. It passed through New York on Oct 1 and arrived in Antwerp on oct 11. On the reverse is a printed advertisement in German offering to sell U.S. stamps at prices shown in Marks.



H. J. Frysinger, Baltimore



Unsevered 2c blue paid postal reply card sent to Mr. A. C. Smith, St. Georges, Grenada, W. I., on Dec 16, 1894 by Baltimore stamp dealer H. F. Frysinger. Other postmarks show it passed through New York City on Dec. 17 and arrived in St. Georges, Grenada on Dec. 31. A copy of the front of the card (reduced) is shown above. If the addressee replied to this inquiry, he didn't use the reply card, thereby preserving the entire item.

Frysinger's message on the card reads, "Please to send a list of all the West Indian stamps you can supply for cash or exchange. I must have them cheap enough to be able to wholesale them. I want used and unused. Send parcels or offers. If you can make me the right terms we can have permanent business relations. I give as reference The President of the National Bank of Baltimore. Only lower values of unused stamps wanted in quantity. Used I can use all kinds. Hoping to receive an early and favorable reply I remain respectfully yours H. Frysinger." Notes in the upper corners of the card read: "Nothing but good whole stamps wanted" and "No Cards or Envelopes or wrappers wanted."

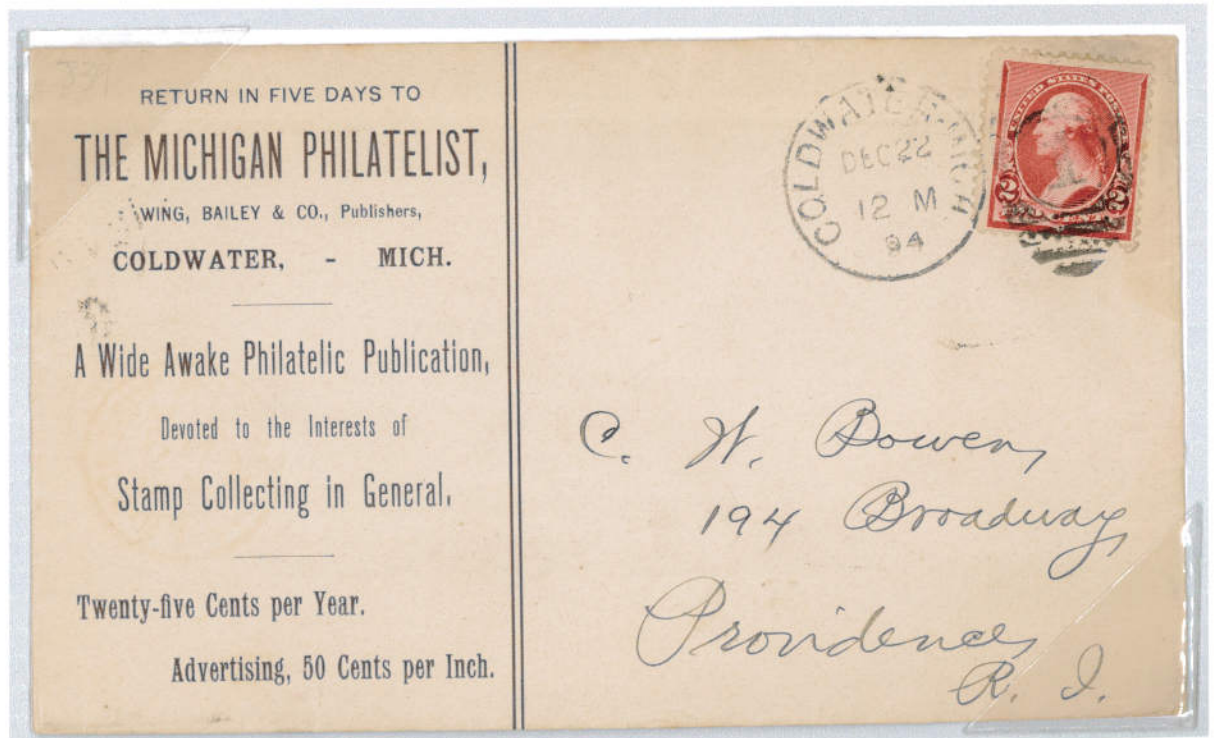
*Howard K. Sanderson,
Secretary, The Boston
Philatelic Society*

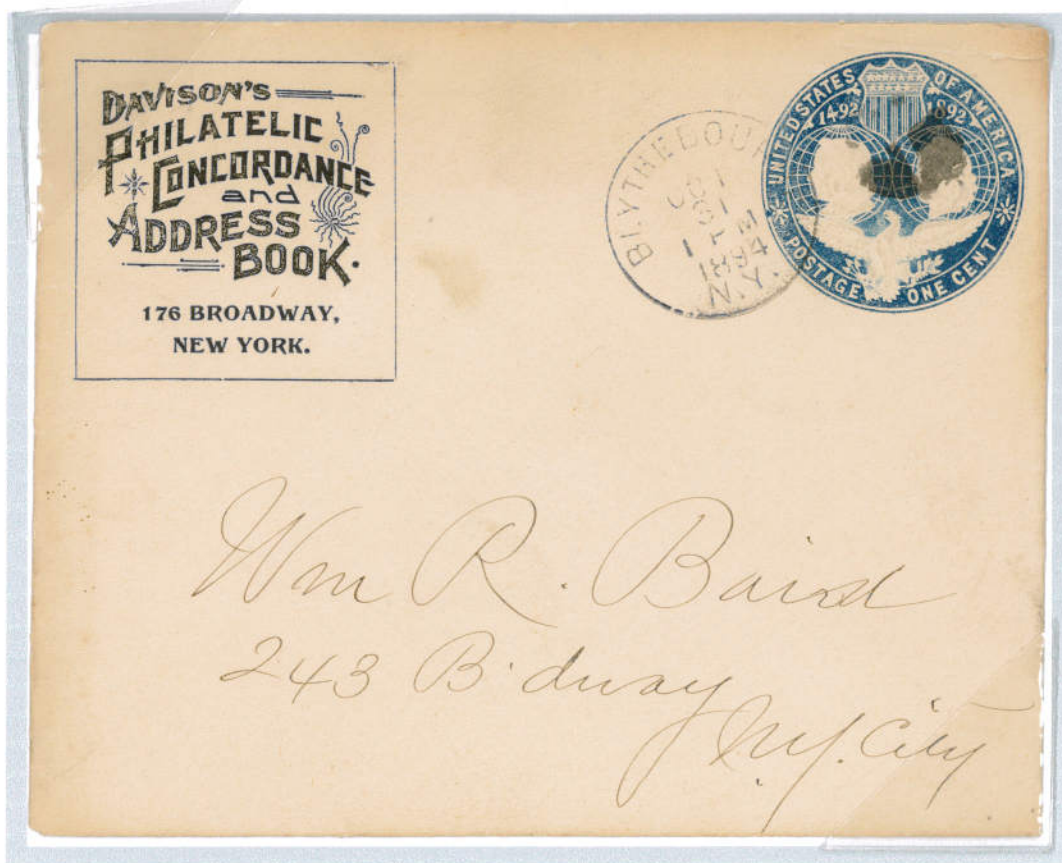


Cover posted by Howard K. Sanderson, Secretary of The Boston Philatelic Society. In the upper right hand corner, where a stamp would normally be placed, is a printed reproduction of a rare 1 Shilling deep violet Nova Scotia stamp. The cover was franked with a 2c carmine small Bank Note stamp and cancelled Lynn, Mass, Sep 17, 1894 by an early American Postal machine.

*The Michigan
Philatelist,
Coldwater*

Advertising cover for *The Michigan Philatelist*, Coldwater, Mich. This was one of four unrelated publications by this name. It lasted seventeen issues, from Dec 1894 to April 1896. This cover, postmarked Coldwater, Mich on Dec 22, 1894 dates from the first month of publication.

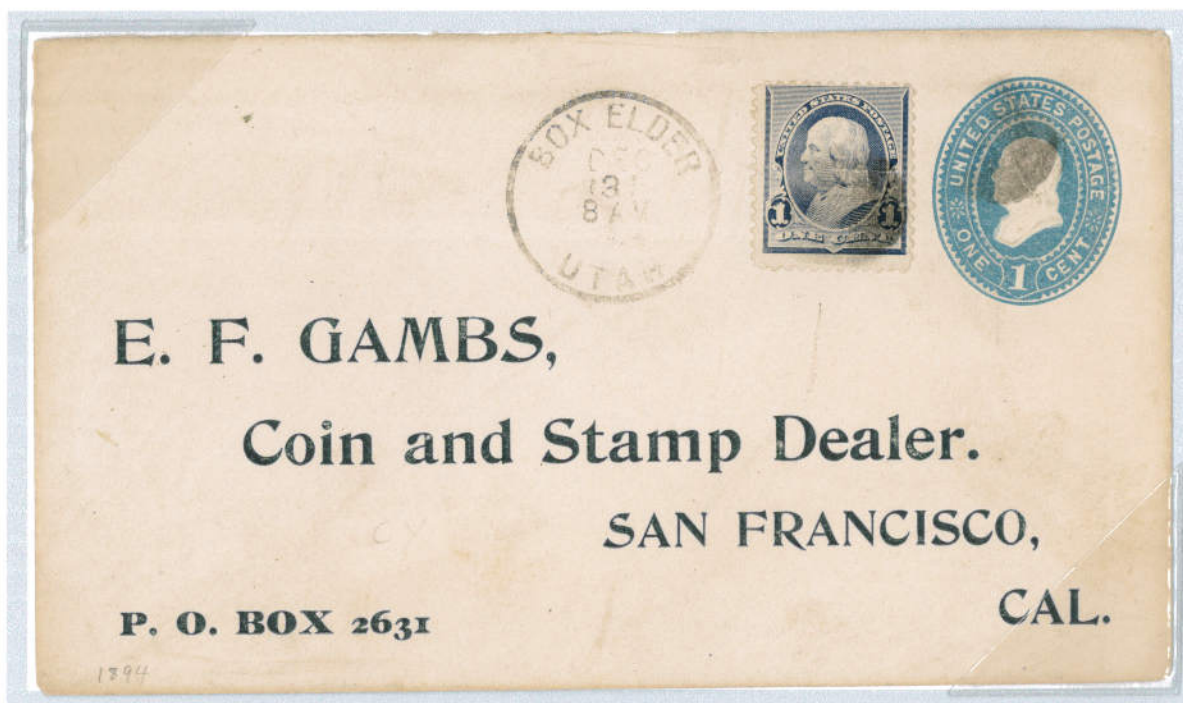




*Davison's Philatelic
Concordance and
Address Book,
New York*

Davison's Philatelic Concordance and Address Book was published in 1895. It contained information about worldwide stamps and the names of nearly 5,000 collectors. This 1c Columbian stamped envelope, postmarked Oct 31, 1894, presumably contained advertising for the book.

From Box Elder, Utah



Only reported 19th Century philatelic cover from Utah. This 1c blue stamped envelope, with a 1c dull blue small Bank Note stamp, has a printed return address to E. F. Gambs, Coin and Stamp Dealer, San Francisco, Cal. It is postmarked Box Elder, Utah, Dec. 3, 1894. Box Elder is a county in northwest Utah and had a post office from 1883 to 1895.

Eugene Donze, Santa Barbara

BEWARE OF IMITATIONS.



EUGENE DONZE,

Engraver

Fine Engravings on All Gold, Silver, Copper, Etc.

MONOGRAMS A SPECIALTY.

U. S. and Foreign Postage Stamps
Bought and Sold.

Santa Barbara Fresno, Cal., Jan. 28 1895

Mr. H. P. Atherton

Dear Sir, I received your letter of the 10th to hand and have

*kept that
that
think
a good
even*

*say
not
have
or 30
have*



EUGENE DONZE,
FRESNO, CALIFORNIA, U. S. A.

Mr. H. P. Atherton

207 Beach St

Holyoke Mass.

Cover from Eugene Donze, engraver of the Bicycle Mail local, postmarked Santa Barbara, Cal Jan 29, 1895, to well known stamp collector H. P. Atherton in Mass. The corner card bears a defaced die reprint of a Bicycle mail stamp. (An example of the proper use of a Bicycle mail stamp is shown above for 1894.)

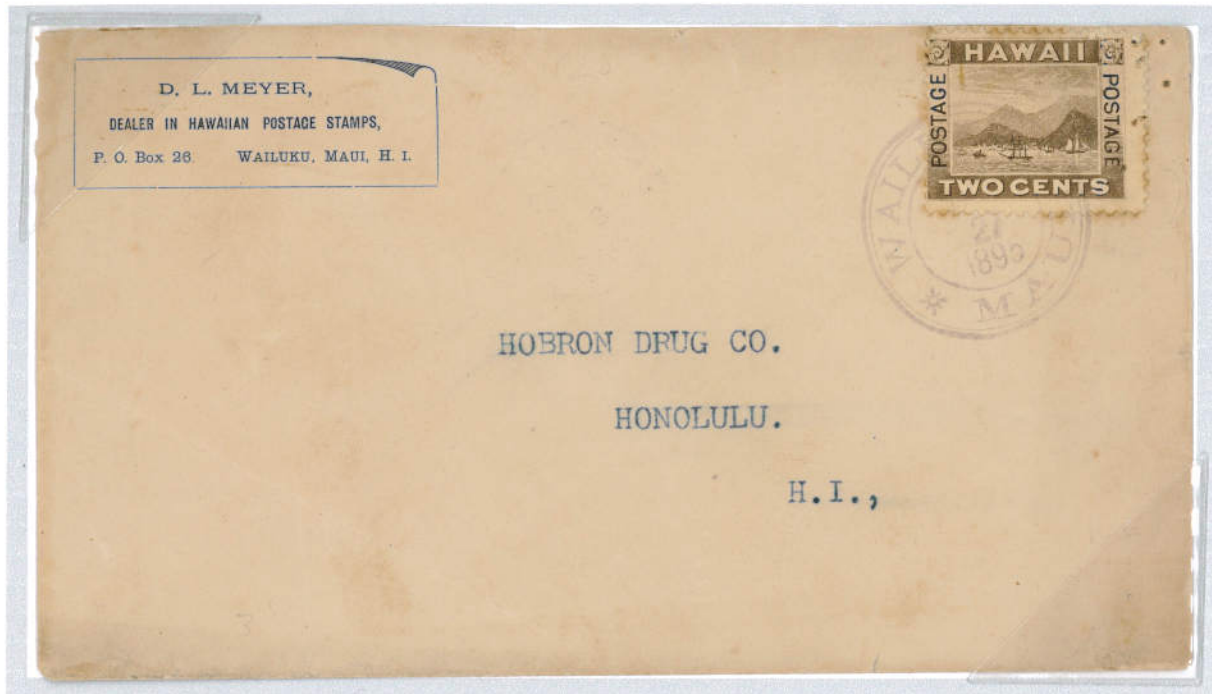
In addition to discussing their stamp transactions, Donze discusses some important aspects of his work on the Bicycle Mail locals: "I will here explain how I came to get so many varieties. I engraved the die in a hurry and made a mistake in spelling San Francisco. There were more than 810 struck before we found it out. Then I re-engraved the plate and turned out about 2000. The printer in my absence struck off 500 on dark paper on his own for himself but [I] finally made him give them up. After having used some from each of those varieties, we found out that according to the Postal Law we could not carry our mail service unless we used U.S. envelopes, same as the Express Companies, so we bought about 150 of each of the white and amber envelopes. There were two sizes of the env. one size larger than the other by 1/2 inch which I never noticed."

(4)

1895

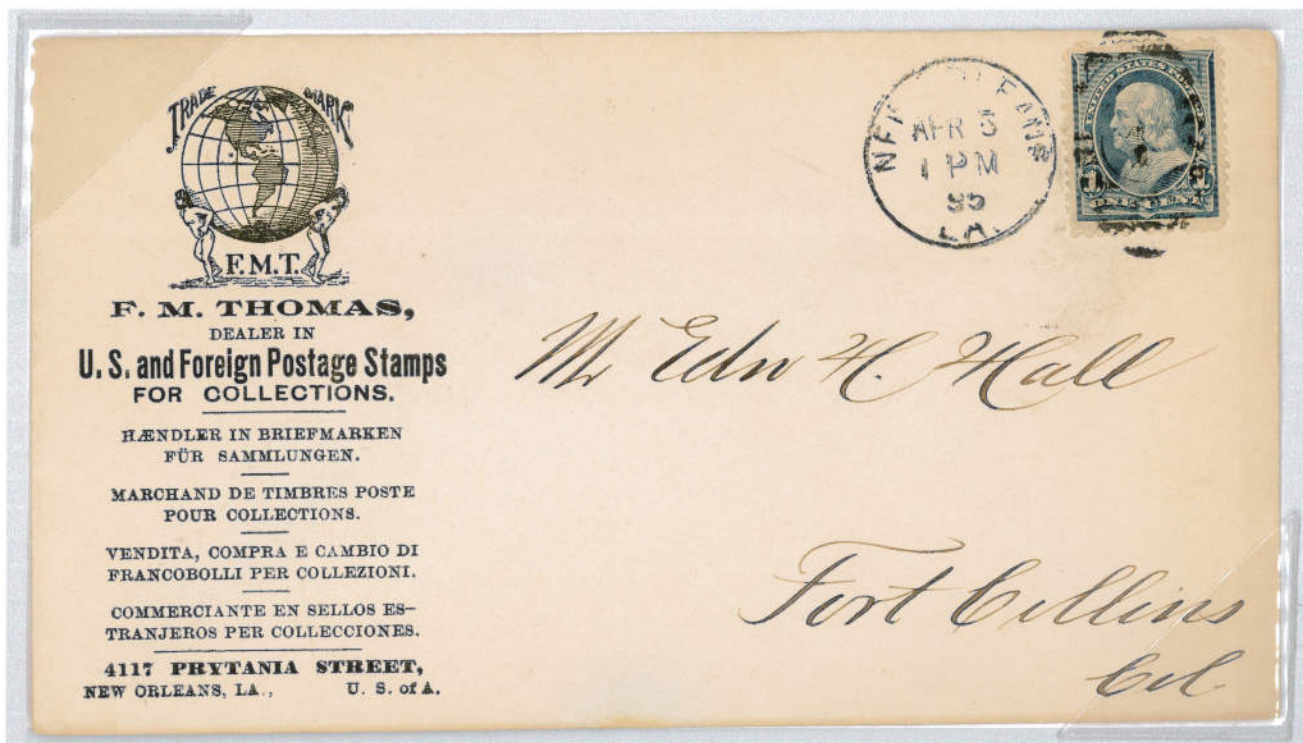
Hawaii - Louisiana

D. L. Meyer, Maui

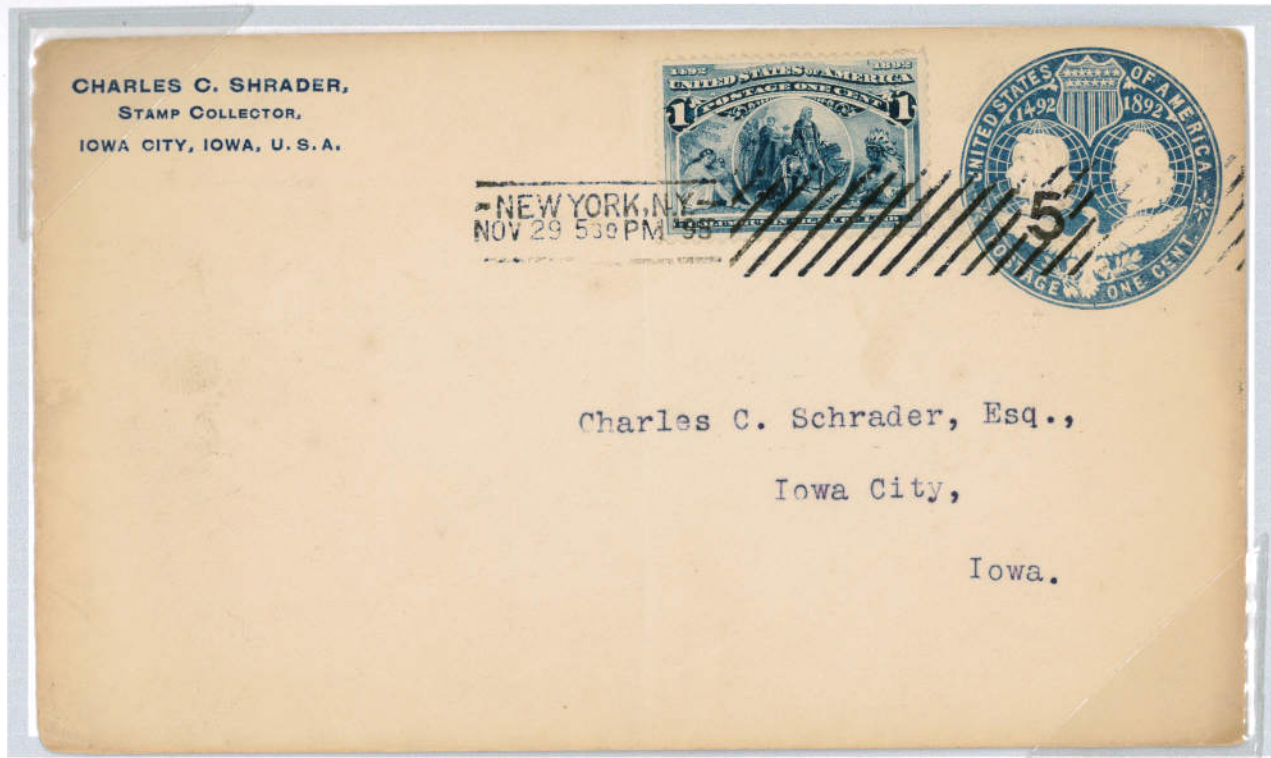


Cover from D. L. Meyer, Dealer in Hawaiian Postage Stamps, postmarked Wailuku, Maui, Dec 27, 1895. In the 1890s Maui was sparsely populated and Meyer may have been the only stamp dealer on the island.

F. M. Thomas, New Orleans

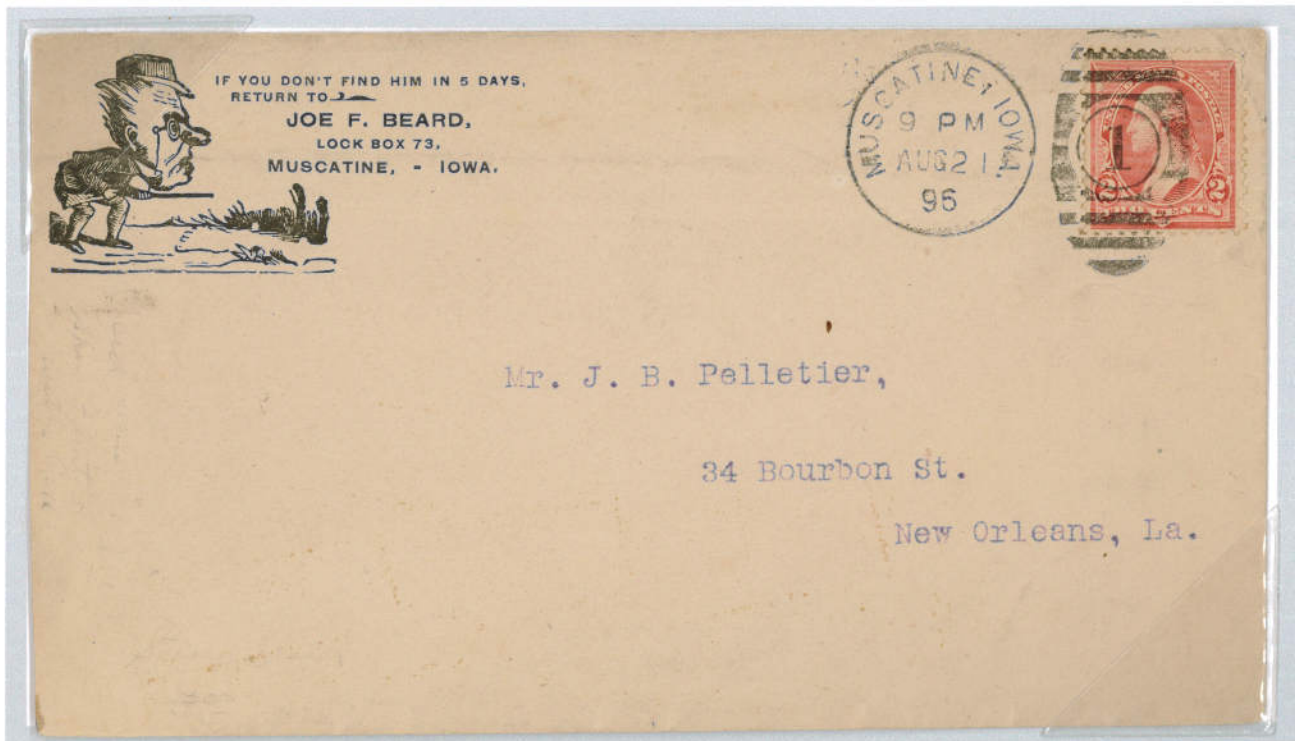


Stamp dealer F. M. Thomas created this advertising cover with a trademarked logo at top and a text in five languages paying that he sells postage stamps for collectors. The 1c blue Bureau Issue paid the circular rate but the cover has a 1st class cancellation, New Orleans, LA. Apr 5, 1895.



The return address on this cover shows that Charles Shrader was a "Stamp Collector" It is postmarked New York, N.Y. Nov 29, 1895 and was sent to himself in Iowa City, possibly as a souvenir of a Thanksgiving trip to N. Y.

Joe E. Beard, Muscatine, Iowa



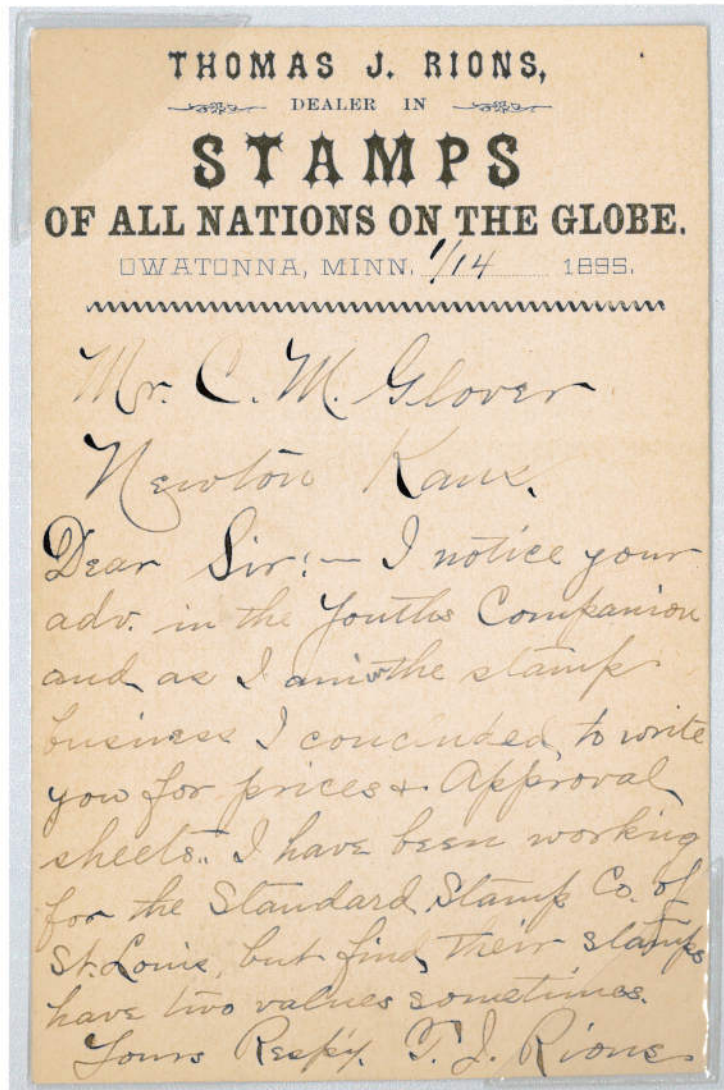
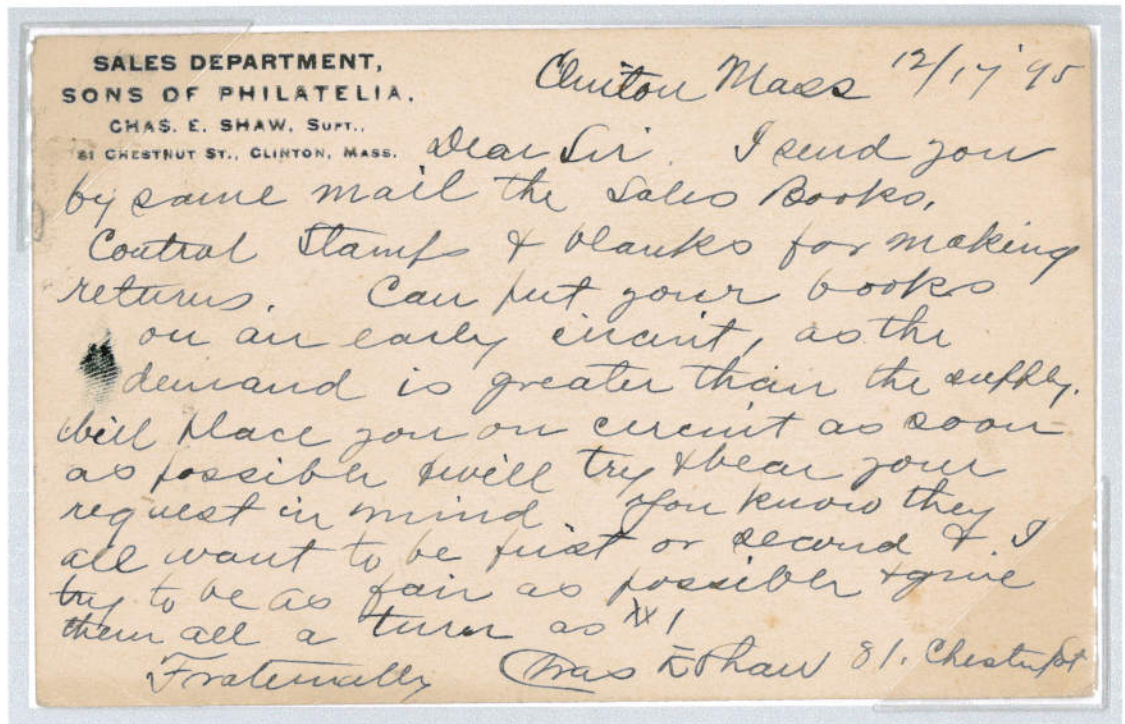
Joe Beard was a stamp dealer in the small town of Muscatine, Iowa, best known for his corner card showing a hunter with a gun searching for the addressee, with the words "If you don't find him in 5 days return to Joe F. Beard" The 2c First Bureau stamp is postmarked Muscatine, Iowa Aug 21, 1895.

Chas. E. Shaw, Sons of Philatelia, Clinton, Mass.

Chas. E. Shaw of Clinton, Mass. was the Superintendant of the Sales Department for the Sons of Philatelia. He sent this postal card to S. of P. member Fred Pollard in Vermont on Dec 17, 1895. The message reads: "Dear Sir, I send you by same mail the Sales Books, Central Stamp & blanks for making returns. Can put your books on an early circuit, as the demand is greater than the supply. Will place you on circuit as soon as possible & will try & bear your request in mind. You know they all want to be first or second & I try to be as fair as possible & give them all a turn as #1. Fraternally, Chas. E. Shaw."

Thomas J. Rions
Owatonna, Minn.

This is the earliest reported stamp dealer item from Minnesota. Thomas J. Rions, Stamps Of All Nations On The Globe, send this 1c black on buff Issue of 1894 postal card to another dealer in Kansas. It is postmarked Owatonna, Minn. Jan 14, 1895. Rions wrote on the card: "Dear Sir, I notice your ad in the Youths Companion and as I am in the stamp business I concluded to write for your prices & approval sheets. I have been working for the Standard Stamp Co. of St. Louis but find their stamps have two values sometimes."

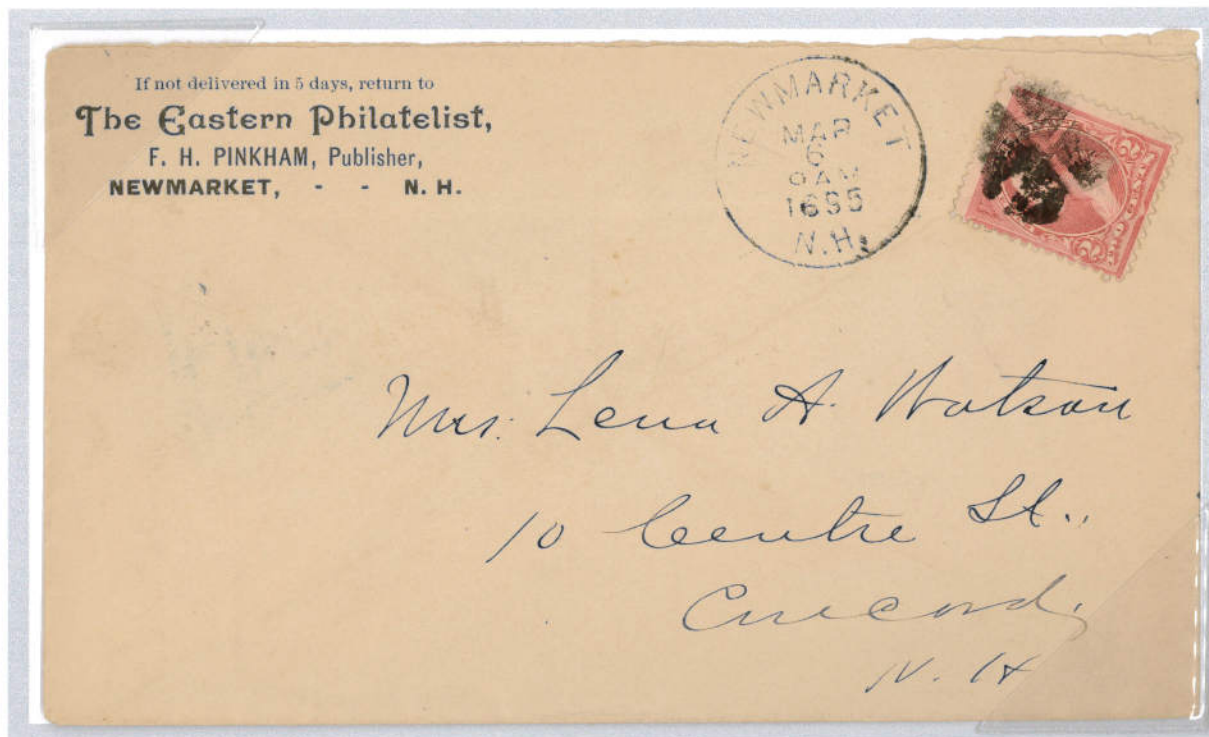


L. T. Brodstone, Superior



L. T. Brodstone was a very active collector. As his printed corner card shows, he was Secretary-Treasurer of the Nebraska Philatelic Society and a promoter of the Philatelic Sons of America. This cover is addressed to another Philatelic Sons of America member in Utica, and postmarked Superior, Nebr., Nov 9, 1895.

The Eastern Philatelist, Newmarket



Long-time stamp dealer and publisher F. H. Pinkham was still going strong in the 1890s. This cover advertises *The Eastern Philatelist*. It is franked with a 2c carmine Bureau issue and postmarked Newmarket, N.H. Mar 6, 1895. Pinkham continued as publisher until August, 1898.



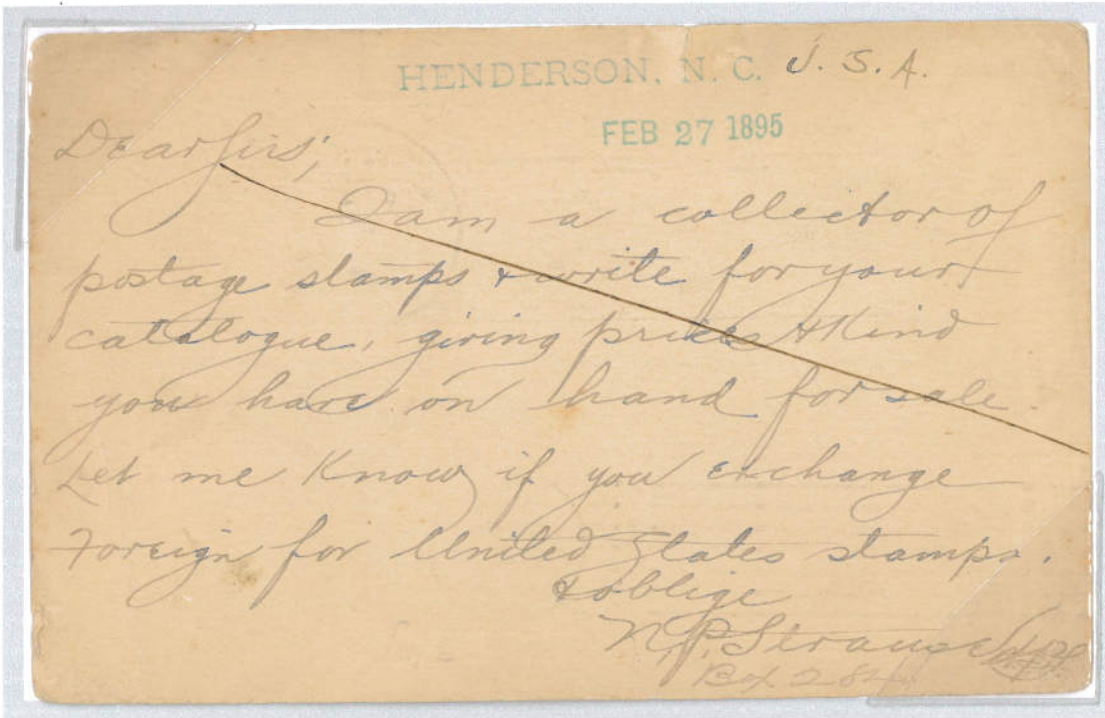
The National Philatelic Society in New York, organized Oct. 17, 1874, was still in existence in 1895 when this cover was mailed to the Burger brothers on Nassau Street. A 1c blue Bureau stamp paid the circular rate and the cover is back-stamped Nov 13, 1895. The National Philatelic Society was incorporated into the Collectors Club (NY) a few years later.

Willis W. Worthington, Shelter Island Heights



Advertising cover showing Worthington's highly unusual combination of business activities; Taxidermist and Stamp Dealer. He offers to sell bird skins and eggs, as well as postage stamps on approval. This registered cover is canceled Shelter Island Heights, N.Y. Dec 30, 1895.

N.P. Strauss, Henderson



Postal card (1c black Issue of 1894) up rated with a 1c blue Bureau Issue from N. P. Strauss in Henderson, N. C. to the Winch Bros. stamp dealers in **England**, postmarked Henderson, N. C. Feb 27, 1895. The message reads, "Dear Sirs; I am a collector of postage stamps & write for your catalogue, giving prices & kind you have on hand for sale. Let me know if you exchange foreign for United States Stamps."

William Witt, Cincinnati



Cover from stamp dealer William Witt to Rio de Janeiro, **Brazil**, postmarked Oct 1, 1895. Postage of 10c for a double weight UPU Treaty rate letter and 8c registry fee were paid by a pair of 8c first Bureau Issue stamps on a 2c green stamped envelop. The letter arrived Nov 4, 1895.

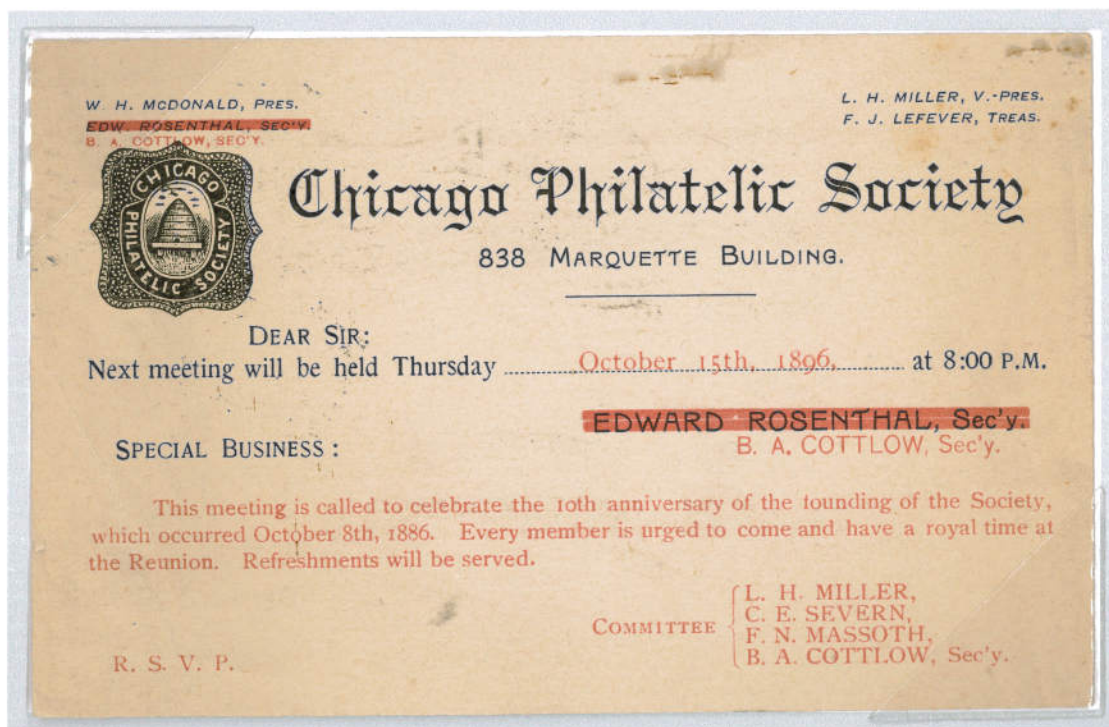
Unwkd?

J. M. Bartels & Co., Washington



J. M. Bartels, Stamp dealer and Publisher, sent this cover, postmarked Washington, D.C. Oct 7, 1896, to **Germany**. The 5c UPU rate was paid by three 1c and a 2c Bureau Issue stamps. The blue "2" is a U.S. postal marking; the blue "40" and the black "TSPO 10" are foreign postal markings.

Chicago Philatelic Society, Chicago



1c black Jefferson postal card postmarked Chicago, IL, Oct 13, 1896 to Hiram Deats in Flemington, N.J. The Chicago Philatelic Society was holding a meeting (two days later) to celebrate the 10th anniversary of its founding in 1886. Mail was swift and Deats received this card on Oct 14th.

Maryland

R. Miller, The Sons of Philatelia, Piney Creek

PHILATELIA.

CLERK'S OFFICE,

PINEY CREEK, MARYLAND.

of the S. of P.:

Your dues as a member of the Sons of Philatelia are now
due and you owe to Jan. 1st 1898 being 25 cents. Kindly forward
the amount and I will send you a new Membership Card. Remember
that members who pay up to Jan. 1st 1898 will receive the
benefit and have the use of the various Departments.

Awaiting your reply by an early mail, I remain,

Yours fraternally,

R. M. MILLER, Sec'y.

PAID UP MEMBERS:- I will send you Scott's new 57th Standard Catalogue
on description to THE AMERICAN COLLECTOR and insert a 30 word Exchange
for 65cts. Catalogue sent postpaid by return mail. Money Orders should
be sent to Littlestown, Pa.

ia

ND.
en.



Geo. M. Frame,

38 Lindell Ave

Haverhill

Old Colony Philatelic Society, Mansfield



Cover postmarked Mansfield, Mass., Nov 21, 1896 with a fancy hand-stamped Star of David corner card for the Old Colony Philatelic Society. organized July 19, 1895. Triple 1st class postage was paid by two 3c purple Bureau Issue stamps.

Burger & Co., New York



Wrapper with a 1c blue indicia used by New York stamp dealers Burger & Co. to mail printed matter, like a price list, to a client in Cologne **Germany**. The plum color hand stamp shows that their office was located at 59 Nassau Street at this time.

Form 1-12-93. 10 000

ESTABLISHED 1860

LIBERTY

SCOTT Stamp & Coin Co. LIMITED.

DEALERS IN

STAMPS, COINS AND MEDALS.

18 East 23rd Street
NEW YORK · N · Y.

BRANCH STORE.
183 BROADWAY.

HENRY COLLIN, PRESIDENT.

HENRY L. CALMAN, SEC. & TREAS.

PHILATELIC DEPARTMENT.

New York, March 7 1896

Mr Arnold Herrman

18 E 60 St

Dear Sir: The two stamps which I borrowed from you last evening are both frauds. The 4 1/4 is a counterfeit and the war department has been changed from green to blue by means of dilute acid.

As the stamps are worthless I shall not register the letter.

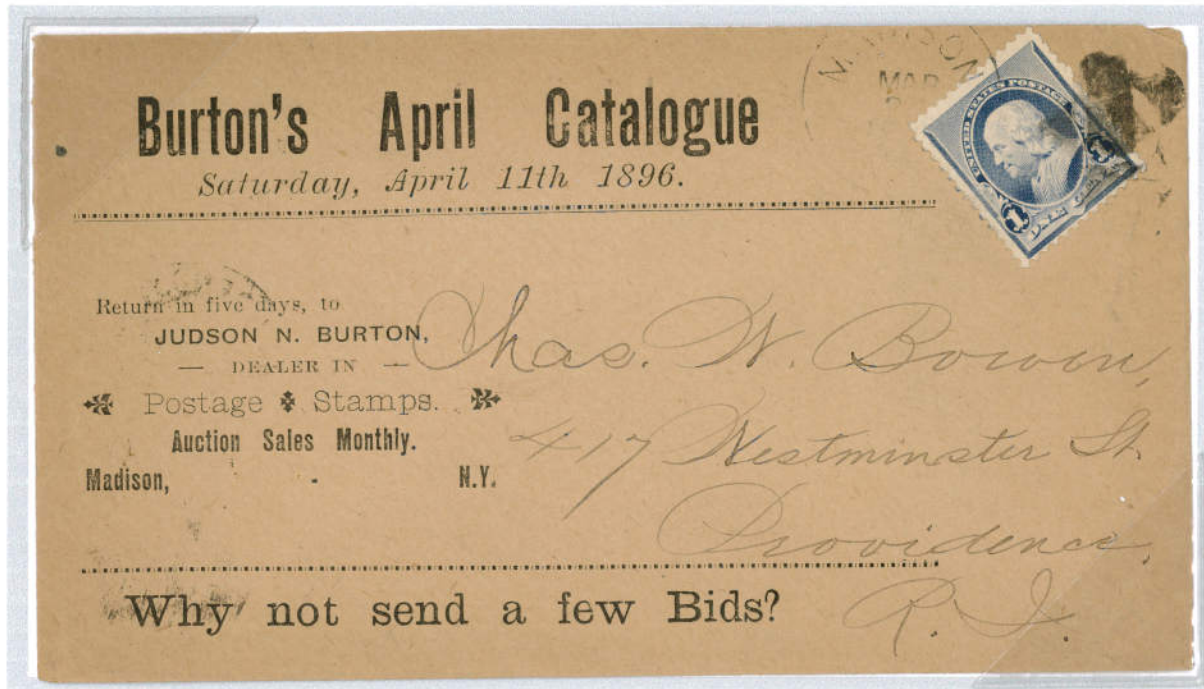
Very truly yours

In the mid to late 1890s the Scott Stamp & Coin Co., (J. W. Scott's original company which was sold in 1886) use this elaborate design for its letterhead and advertising material.

In 1896, Joseph J. Rich, the author of this letter, was just beginning a long career as general manger of the company. Rich was also a prominent collector and a founder of the Collectors Club in NYC.

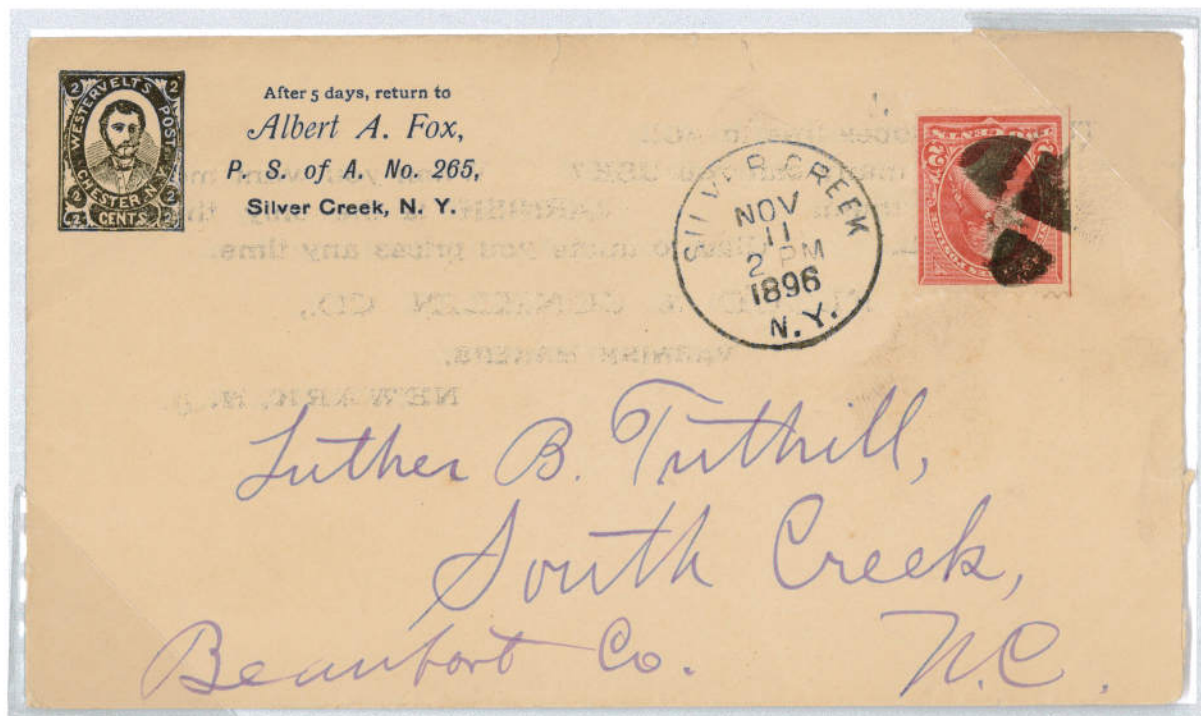
Letter from Joseph S. Rich, manager of the Scott Stamp & Coin Co., to Arnold Herman, a collector, about fake stamps. The letter reads, "The two stamps which I borrowed from you last evening are both frauds. The 4 1/4 is a counterfeit and the war department has been changed from green to blue by means of dilute acid. As the stamps are worthless, I shall not register the letter."

Judson N. Burton, Madison



By the 1890s stamp auctions were fairly common and several dealers held regular sales. As shown on this cover postmarked Madison, N.Y. Mar 20, 1896, Judson Burton was holding monthly auctions. The 1c printed matter rate (paid here by a 1c blue Bank Note stamp) allowed him to cheaply send out a printed catalogue each month. "Why not send a few bids?"

Albert A. Fox, Philatelic Sons of America



Stamp collector Albert A. Fox, Philatelic Sons of American No. 265, created this interesting corner card with a reproduction of a Westervelt's Post, Chester, N. Y. local stamp. It is postmarked Silver Creek, N.Y. Nov 11, 1896 and addressed to South Carolina stamp dealer Luther B. Tuthill.

Clifford W. Kissinger, Reading



OFFICE OF SECRETARY
PHILATELIC SONS OF AMERICA,
P. O. BOX 1308.

PHILA. PA., DEC 1st 1896.

DEAR SIR AND BROTHER:—

Your dues as a member of the Philatelic Sons of America are now payable for the year 1897.

You now owe for 1897.....³⁰.....Cents.
And for 1896.....Cents.

Kindly forward same at earliest date possible. We are badly in need of funds and we want **Your Co-operation** in this matter. Upon the condition of the Treasury depends the success of the coming year. Kindly make it your duty to see that all

January 15th

ISH, Sect'y.

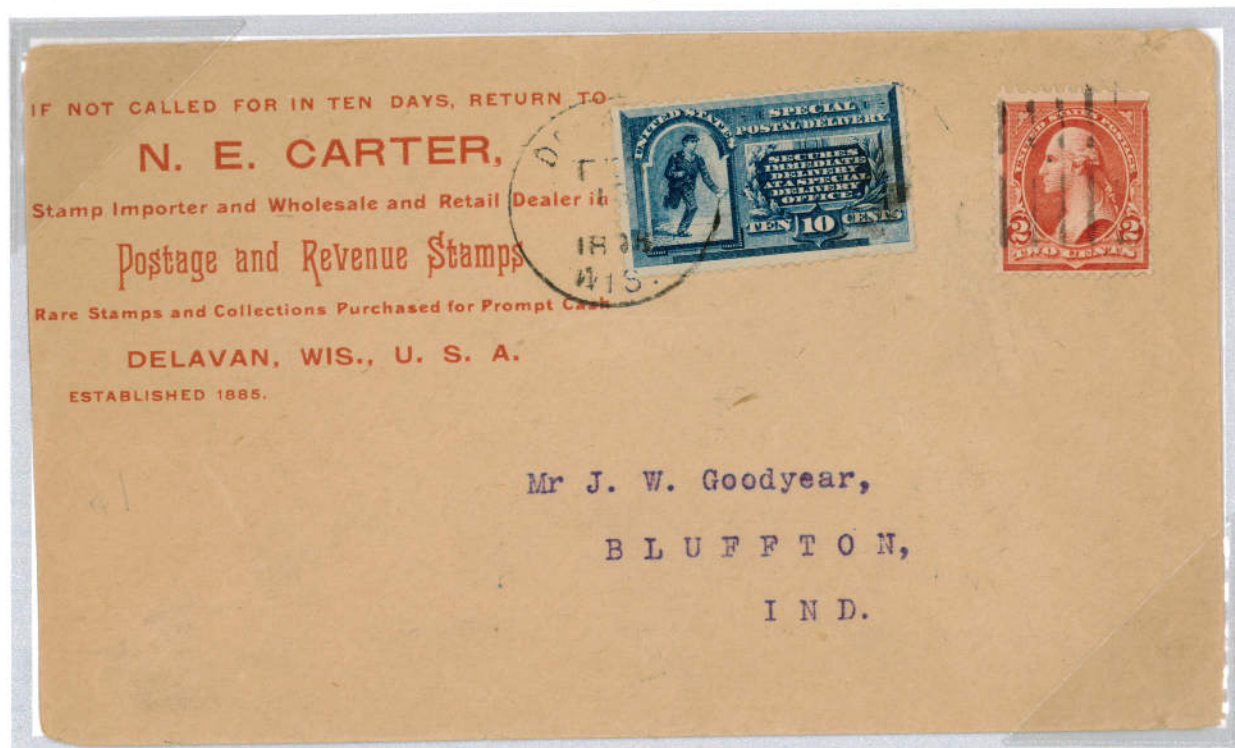
Charles Beamish, Phila.



Millard F. Walton, Phila.

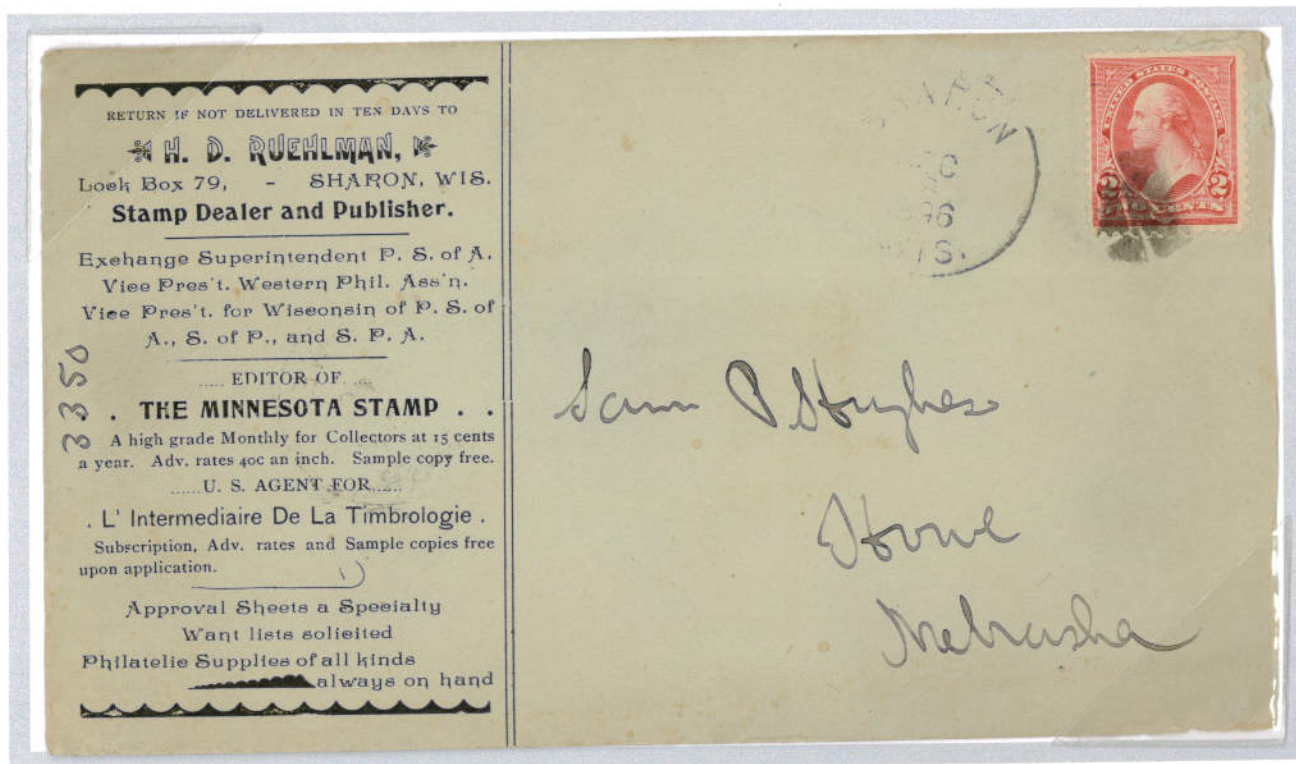
As these covers and postal card show, stamp collectors in Pennsylvania were very active in the National societies of the 1890s. Clifford Kissinger was President of the Philatelic Sons of America and Secretary of the American Philatelic Association when he mailed this cover on Feb 5, 1896. Charles Beamish was Secretary of the PSA when he sent this 50c dues notice out on Dec 17, 1896. Millard Watson was Secretary of the APA when he sent this registered letter to stamp dealer Henry Hecher in Nova Scotia on Feb 15, 1896.

N. E. Carter, Delavan



Special Delivery letter sent by stamp dealer N. H. Carter to a collector in Indiana. The cover is postmarked Delvan, Wis Feb 10, 1896. Postage was paid by a 2c carmine first Bureau Issue stamp and the **Special Delivery** fee by a 10c blue Special Delivery stamp Issue of 1885.

H. D. Ruehlman, Sharon



Stamp dealer and publisher H. D. Ruehlman posted this letter from Sharon, Wis. on Dec 8, 1896. He was "Mr. Philately" in Wisconsin in the 1890s. His corner card shows he was Exchange Superintendent for the Philatelic Sons of Am., V. P. of the Wisconsin Philatelic Assoc., V. P. for Wisconsin for the Philatelic Sons of Am., the Sons of Philatelia and the S. P. A. He was also editor of the *The Minnesota Stamp*, which lasted one issue - Aug 1896.

Georges Carion, San Francisco



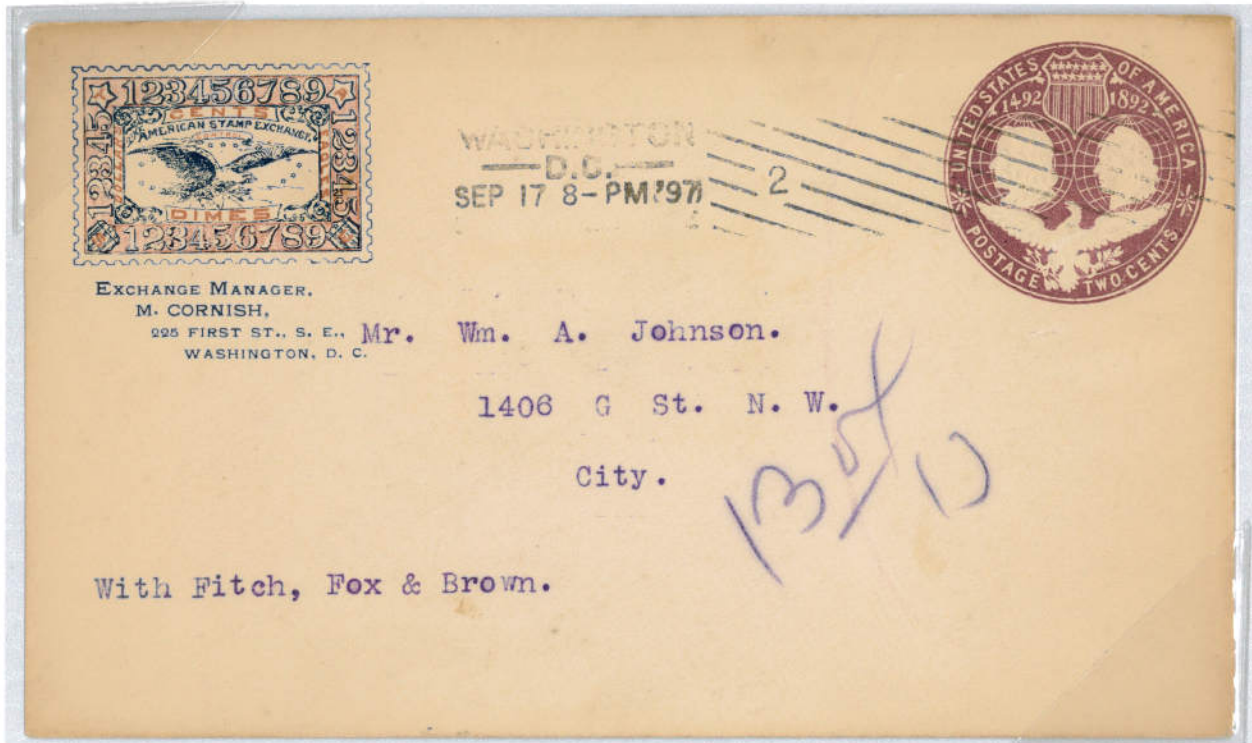
Registered cover from Georges Carion "Philatelic Expert" to stamp dealer T. L. Green in Mount Olive, Ky. with 4c double weight 1st class postage and the 8c registry fee. Carion was later exposed as a faker of foreign overprints and western express covers.

W. Sellschopp, San Francisco



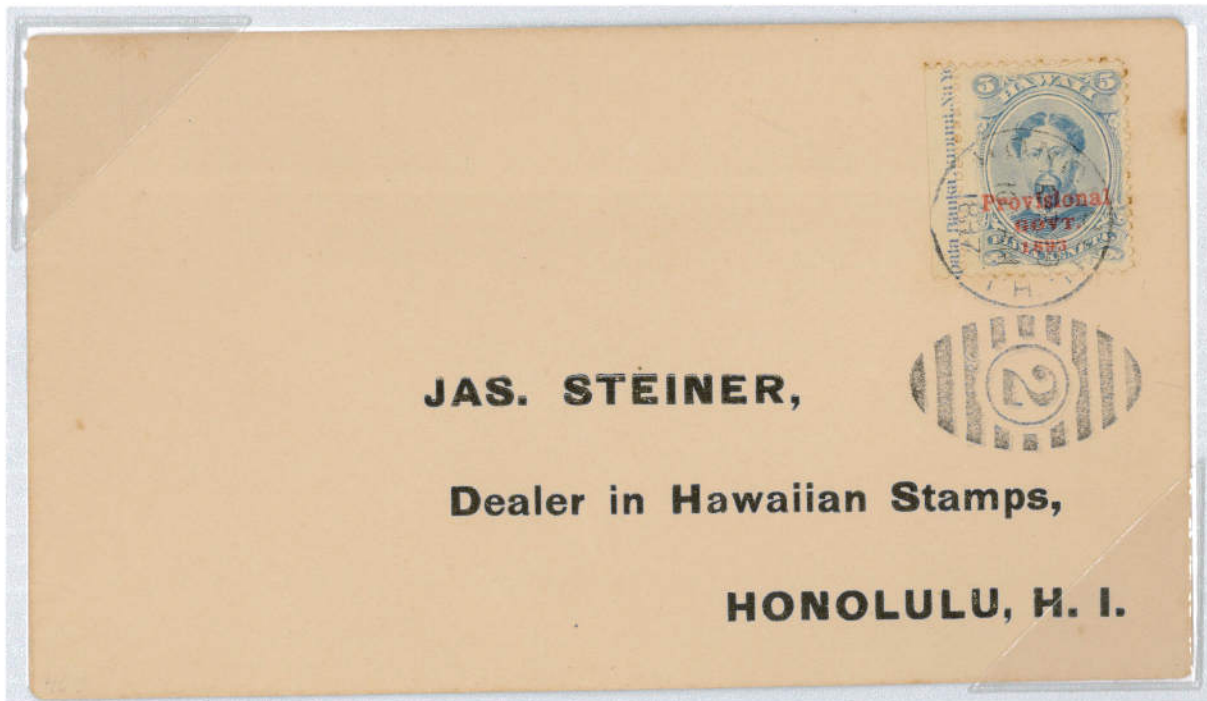
Registered cover sent by W. Sellschopp, a San Francisco stamp dealer, from Hawaii to postal history collector John Seybold, postmarked Honolulu, H. I. Apr 14, 1897. Franked with six different Hawaiian stamps from the Issue of 1894 totaling 55c postage, this substantially overpaid the 5c rate and 8c registry fee to create a colorful postal souvenir for Seybold.

American Stamp Exchange, Washington



In the 1890s a few stamp exchanges were organized for collectors and dealers. The American Stamp Exchange was one of the larger ones and operated for several years. This cover, postmarked Washington, D.C. Sep 17, 1897, shows the multicolored label used by the Exchange.

Jason Steiner, Honolulu

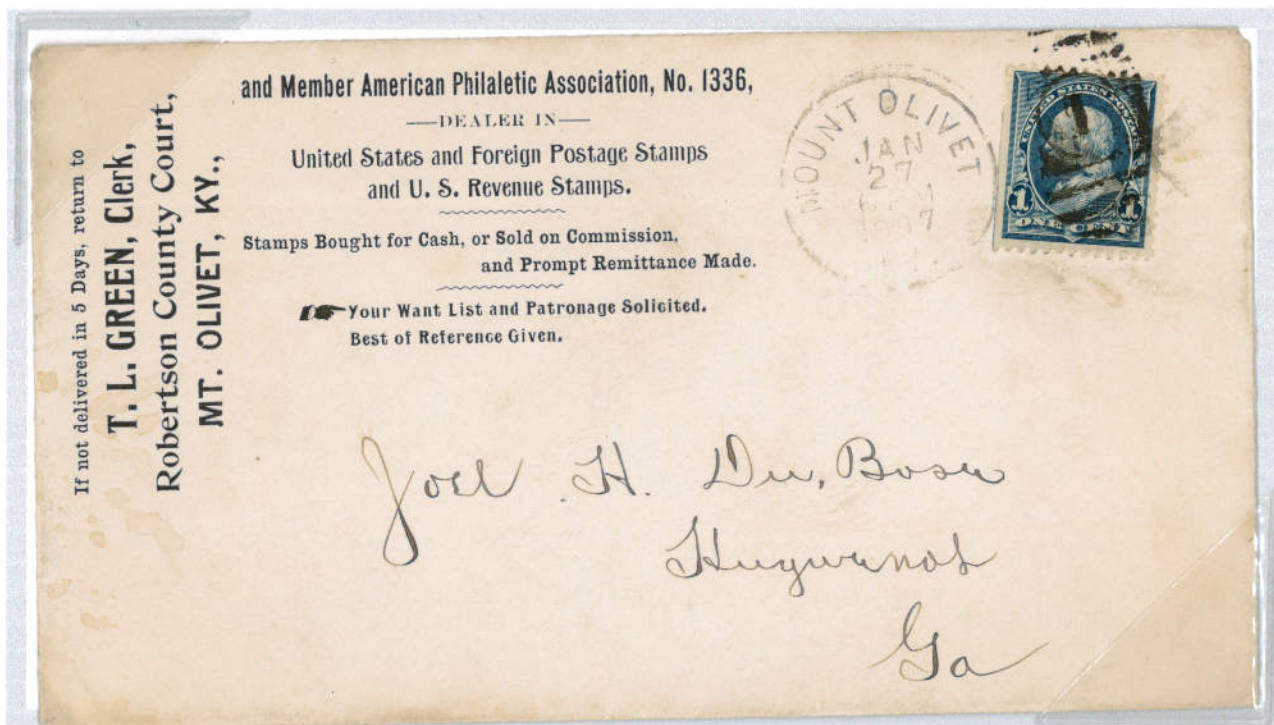


Jason Steiner was a long-time stamp dealer in Hawaii. He often used covers and postal cards with his printed return address to create postally used souvenirs for collectors. This cover, with a 5c ultramarine stamp of the Issue of 1893, is postmarked Honolulu, Mar 19, 1897.

To Doughty & Page, Muscatine

Doughty & Page were early dealers in philatelic literature and held regular literature auctions in the late 1890s. This 1c black postal card, Issue of 1894, from a collector A.E. Layman, P.A.S. #68, in Oxford, Ohio is postmarked Feb 16, 1897. He requests samples of their lists before subscribing.

In addition to Doughty & Page, Muscatine (population about 13,000 in the late 1890s) also was the home of stamp dealer Joe Beard; which seems like a lot for a relatively small town.

T. L. Greene, Mt. Olivet

T. L. Greene was the Clerk of the County Court in Mt. Olivet, as well as a member of the American Philatelic Assoc. and a stamp dealer. The circular rate cover is postmarked Mt. Olivet, KY, Jan. 27, 1897. The addressee, Joel H. DuBose, was a stamp collector in Huguenot, Georgia.

Standard Stamp Co., St. Louis



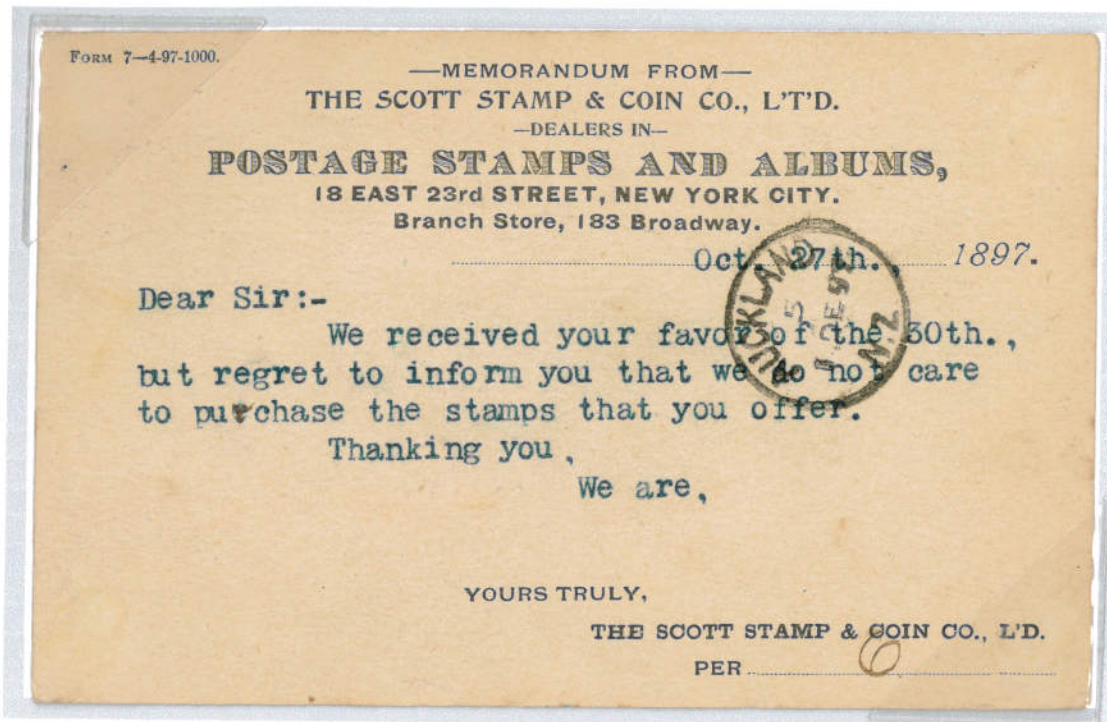
Standard stamp Co. sent this cover, postmarked St. Louis, MO. Dec 6, 1897, to a collector in New Hampshire. The cover probably contained approval sheets since the collector noted on the front "sent stamps (23 - 2c) to pay for the 3 sheets Jan.10, 1898."

Nebraska Stamp Co., Smithfield



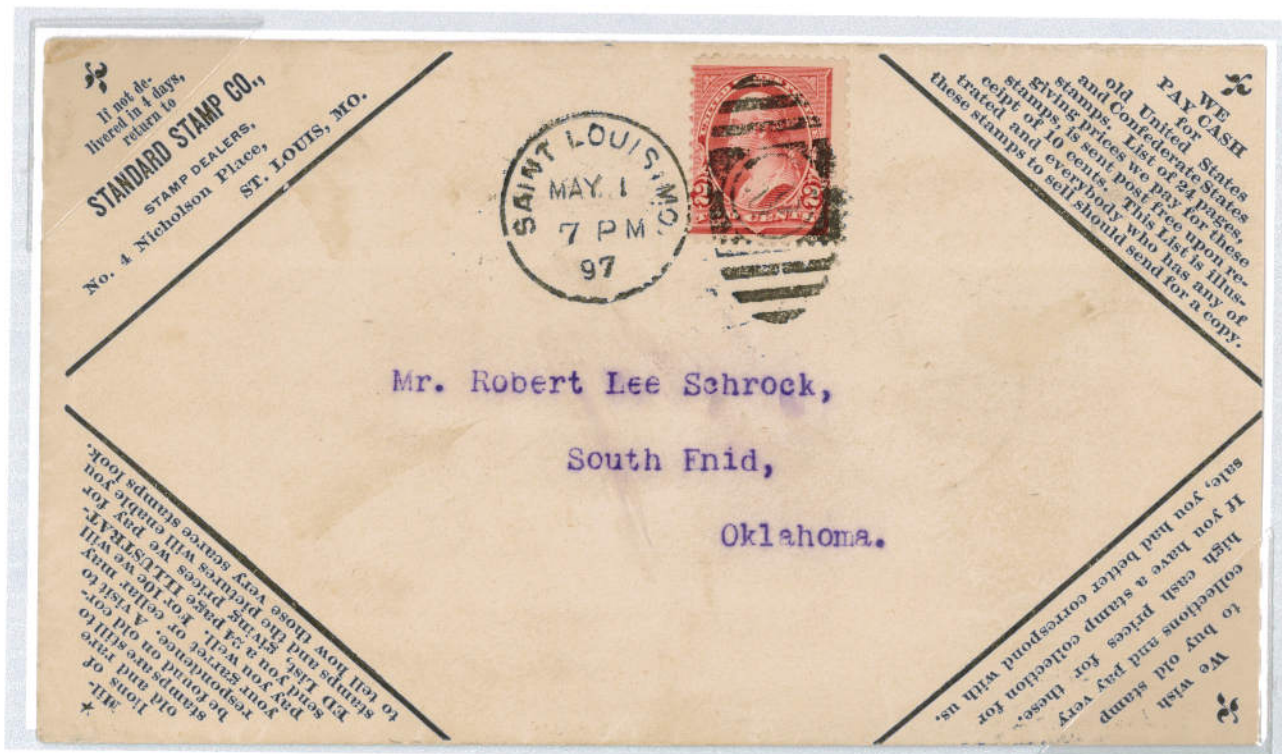
The Nebraska Stamp Co. was involved in importing and exporting foreign postage stamps. The 1c UPU printed matter rate to Manila, **Philippines** was paid by the 1c deep blue Columbian stamped envelope. It is postmarked Smithfield, Neb. Jan 3, 1897. On the reverse are San Francisco (Jan 5) and New York (Jan 8) postmarks.

Scott Stamp & Coin Co., Ltd, New York



1c Postal Card from Scott Stamp & Coin Co. to a collector in New Zealand on Oct 27, 1897

To Robert Lee Schrock, South Enid, OK



Earliest reported philatelic related cover to Oklahoma. The Standard Stamp Co. of St. Louis sent this advertising cover, postmarked St. Louis, MO. May 1, 1897, to stamp collector Robert Lee Schrock in South Enid, Oklahoma.

1897

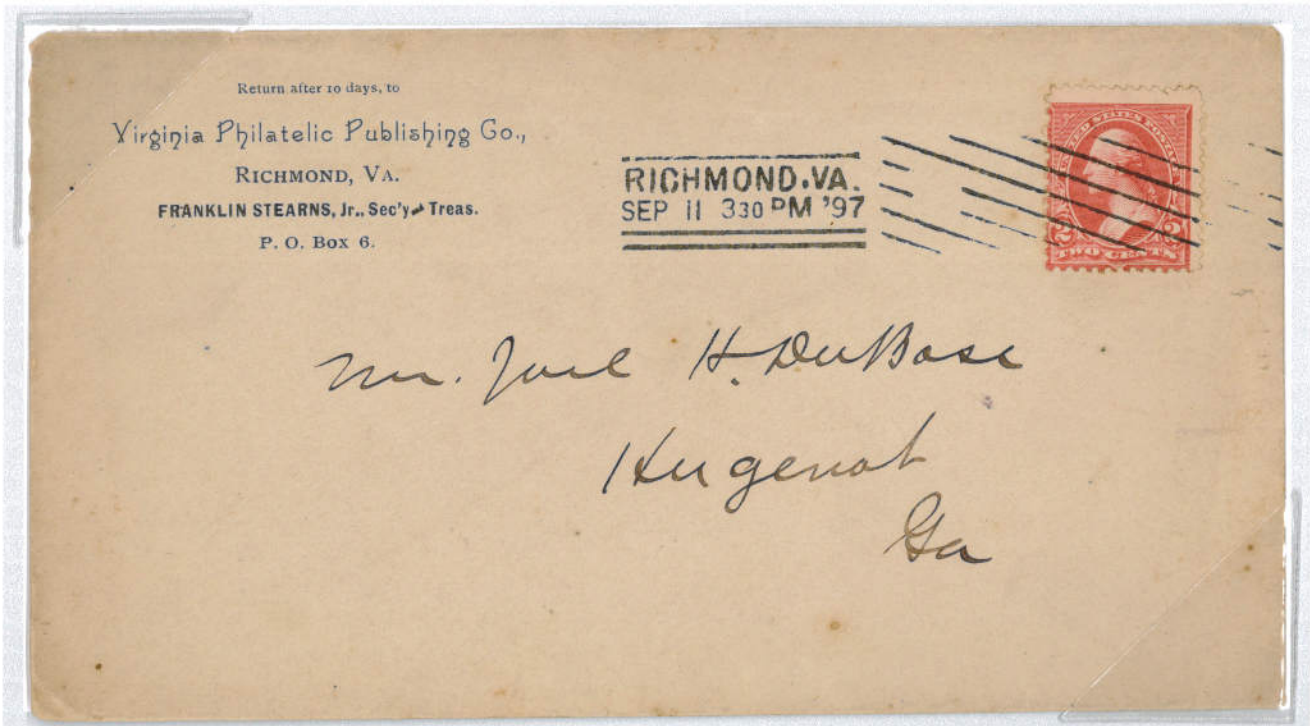
Oregon - Virginia

Evergreen State Philatelist, The Dalles

Earliest reported philatelic related cover from Oregon. This cover was sent to Michigan by R. W. French, publisher of the *Evergreen State Philatelist*. It is postmarked The Dalles, Ore, Jun 6, 1897. The *Evergreen State Philatelist* was published in The Dalles during 1897 and 1898.

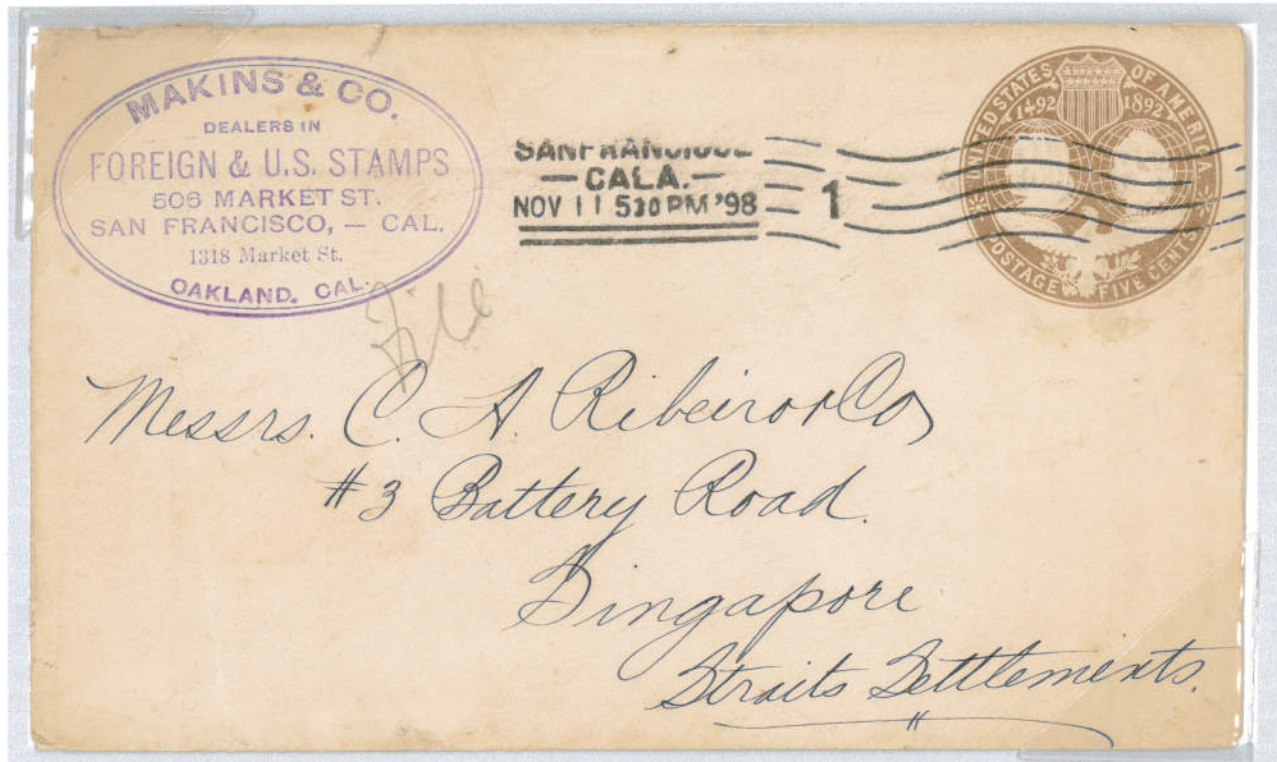


Virginia Philatelic Publishing Co., Richmond



Earliest reported philatelic related cover from Virginia. The Virginia Philatelic Publishing Co. published the *Virginia Philatelist* between 1897 and 1905. This cover is postmarked in Richmond, VA on Sep 11, 1897, the same month as the first issue of the *Virginia Philatelist*. It is addressed to stamp collector Joel DuBose in Huguenot, Georgia.

Makins & Co., Oakland



5c chocolate Columbian stamped envelope paying the UPU rate from California to **Singapore, Straits Settlement**. The cover is postmarked San Francisco, Cal. Nov 11, 1898. The back stamps show the routing as New York (Nov 17), Marseille, France (Nov 22), thru the Suez Canal, to Singapore (Dec 20.)

William K. Mix, Bridgeport



Illegal use of a 2c carmine rose Battleship revenue stamp, accepted as paying 1st class postage and tied by a Bridgeport flag cancellation. Stamp dealer William Mix posted this cover on Dec. 12, 1898.

C. F. Rothfuchs, Washington

In the 1890s stamp dealers and a few collectors began creating postally used material to be saved as collectible items. The made-for-collector, or "philatelic" covers are different in nature than postally used covers from collectors and dealers which were simply intended for their regular business or social correspondence. C. F. Rothfuchs was one of the earliest dealers to create this material, along with J. A. Pierce who made the 1893 Columbian covers shown above.



These preprinted return address covers with the \$2 and \$3 Columbian Exposition stamps are postmarked New Oxford, PA, Dec 5, 1898. The postage on these covers was massively overpaid. Since there are not even receiving postmarks on the reverse, these covers were probably just cancelled at the New Oxford post office and given back to Rothfuchs.

Joel H. DuBose, Huguenot, Ga.

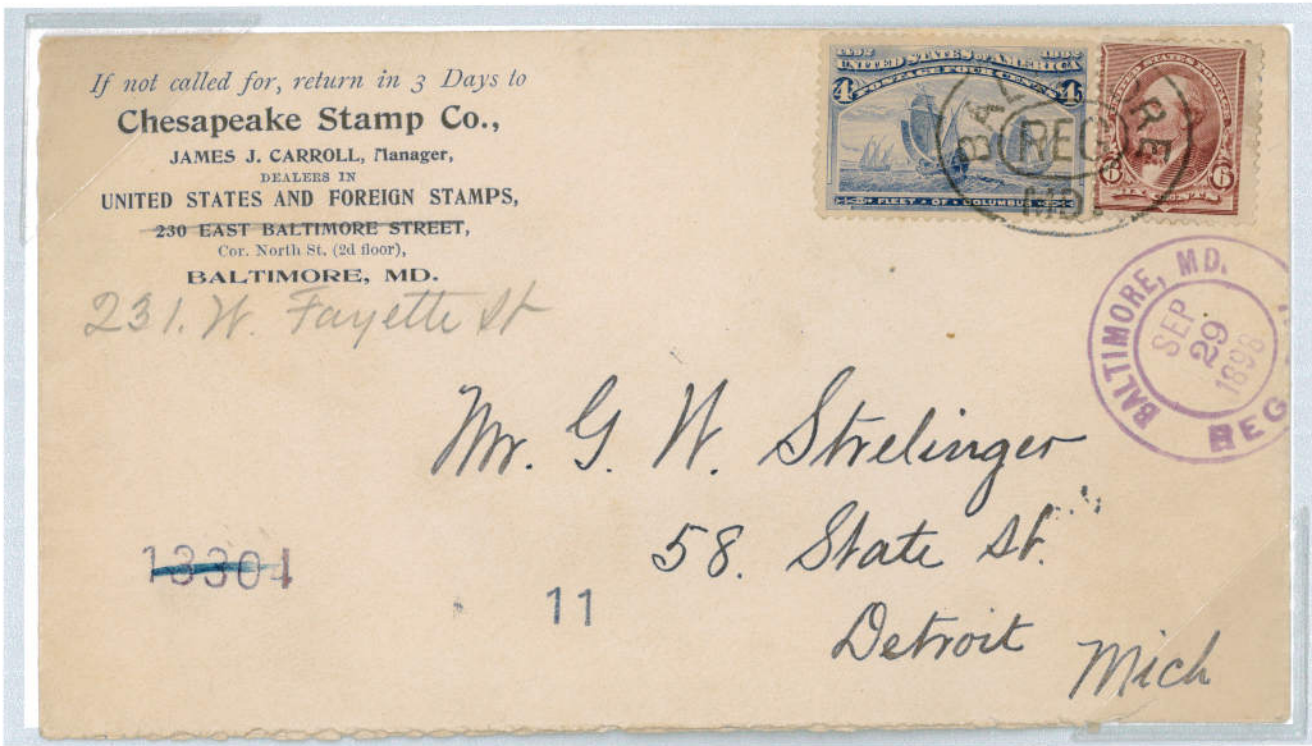


Stamp and coin collector Joel DuBose sent this letter to England on Apr 4, 1898. The letter is franked with a 6c purple Columbian Issue stamp, overpaying the 5c UPU rate. Perhaps DuBose used the 6c purple stamp since the color is a close match to his purple hand-stamped corner card.

Daily & McNemar, Fairfield, Kans

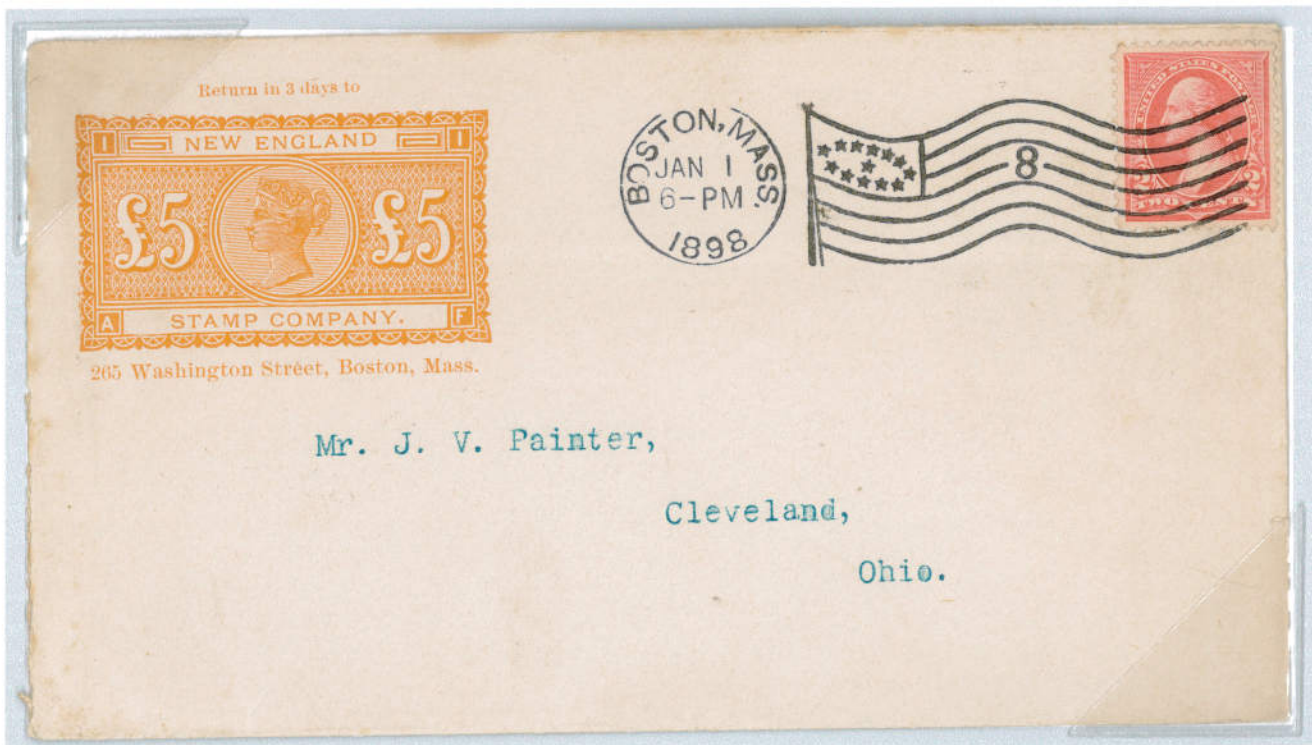


Daily & McNemar, "Dealers in U. S & Foreign Stamps" located in the small town of Fairfield, Kans., mailed this cover on Dec. 17, 1898. A 1c green Trans-Mississippi stamp paid the circular rate. Fairfield only had a post office from 1880 - 1899.

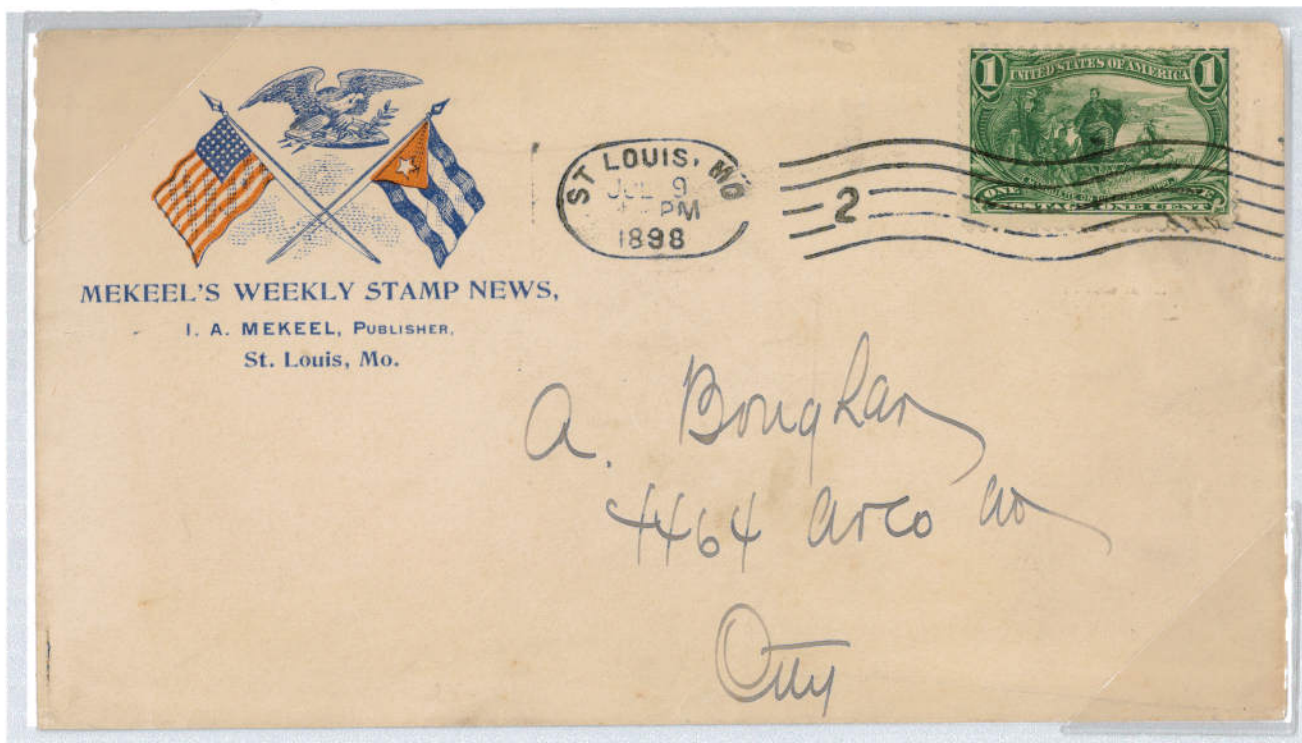


Registered cover from the Chesapeake Stamp Co. postmarked Baltimore, MD. Sep 29, 1898 to Detroit. Postage and registry fee were paid with a 6c brown red Bank Note stamp and a 4c ultramarine Columbian.

New England Stamp Company, Boston

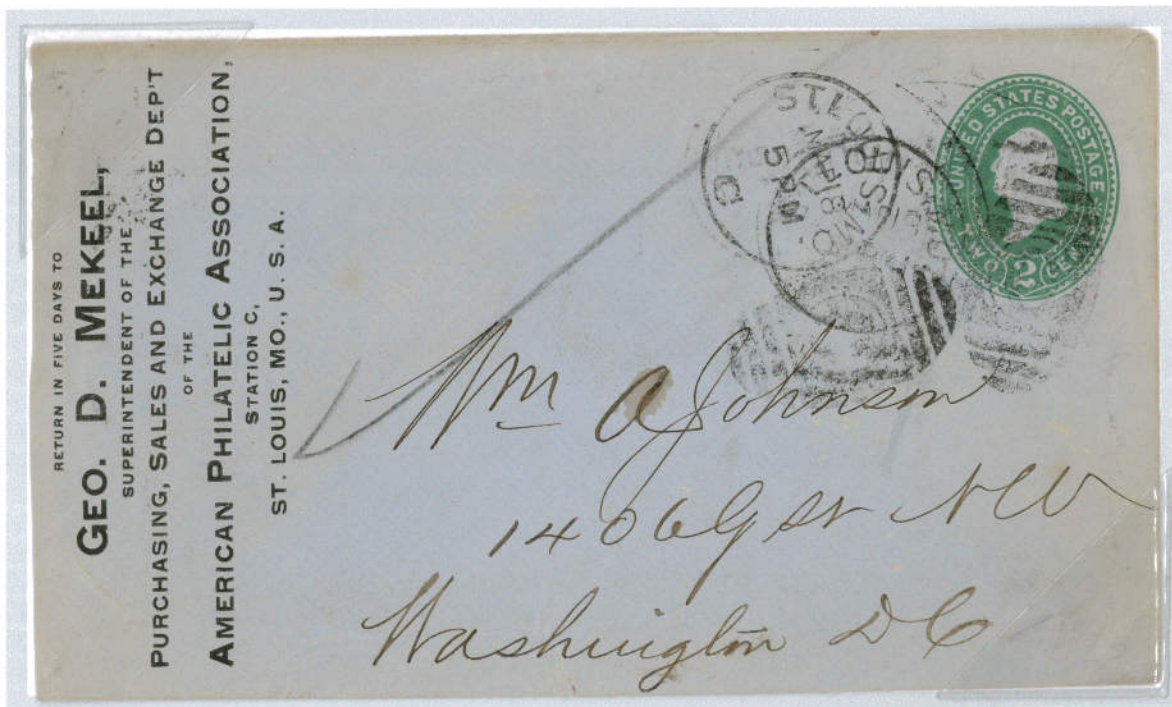


One of the most recognized stamp advertising covers of the era was created by the New England Stamp Company using the design of the Great Britain £5 orange Issue of 1882. The Company removed the words "Postage" and "Five Pounds" from the design and replaced them with its name. This cover, postmarked Boston, Mass Jan 1, 1898 (New Year's Day), was addressed to the long-time collector J. V. Painter.



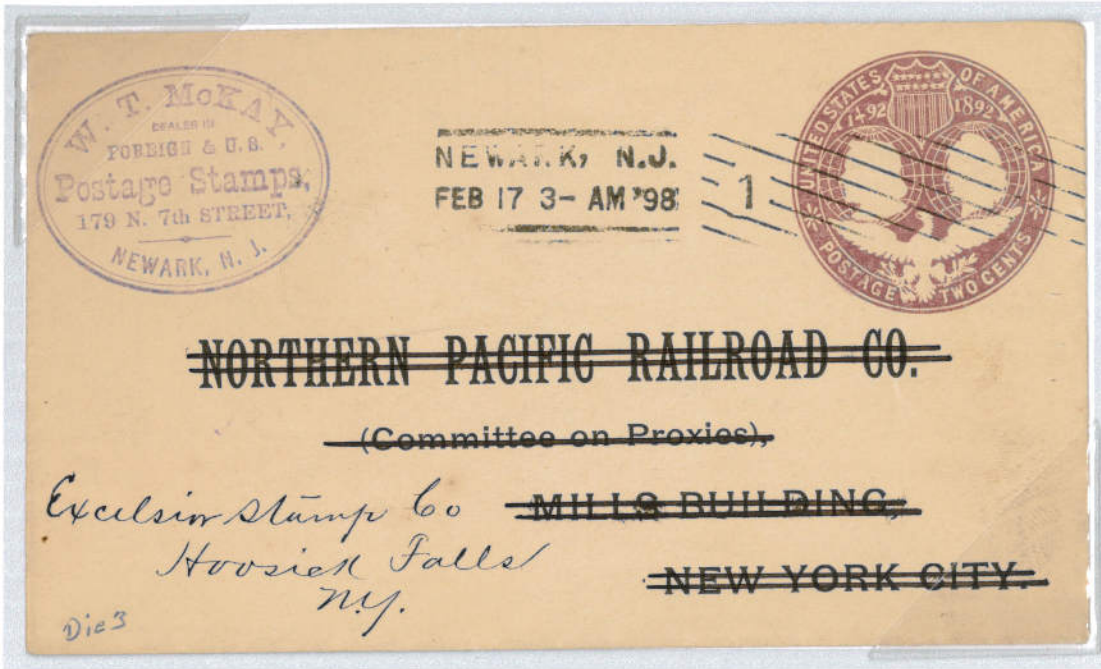
Mekeel's Weekly Stamp News was a major stamp periodical in the 1890s and later. The publisher, I. A. Mekeel, was the brother of stamp dealer Charles H. Mekeel and George Mekeel. This cover has a two color patriotic Spanish-American War design. It was mailed locally on Jul 9, 1898 with a 1c green Trans-Mississippi stamp issued a few weeks earlier.

American Philatelic Association, St. Louis



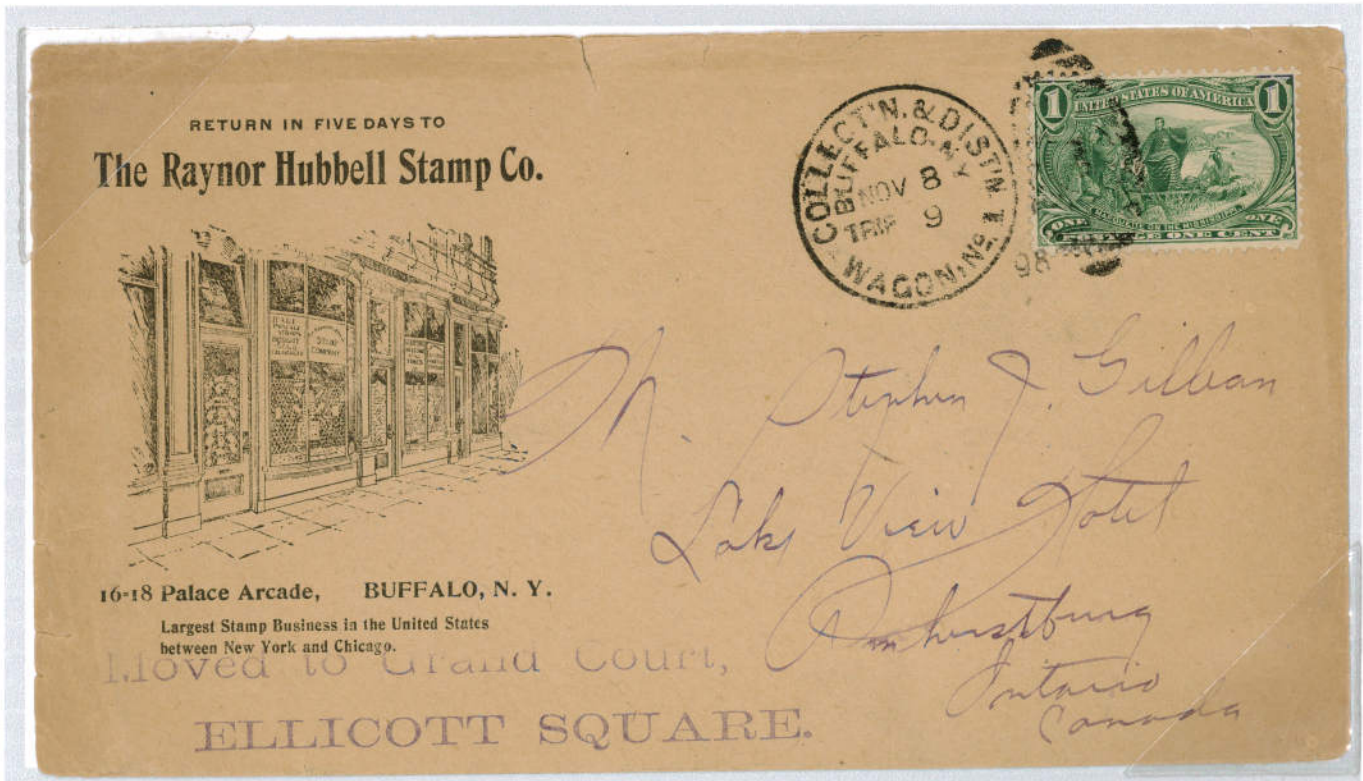
George D. Mekeel, the brother of the stamp dealer and publisher Charles H. Mekeel and Isaac Mekeel, was in charge of the Purchasing, Sales and Exchange Dep't of the American Philatelic Association. This cover was sent from St. Louis, MO. to a member in Washington, D.C. on Mar 18, 1898

W. T. McKay, Newark



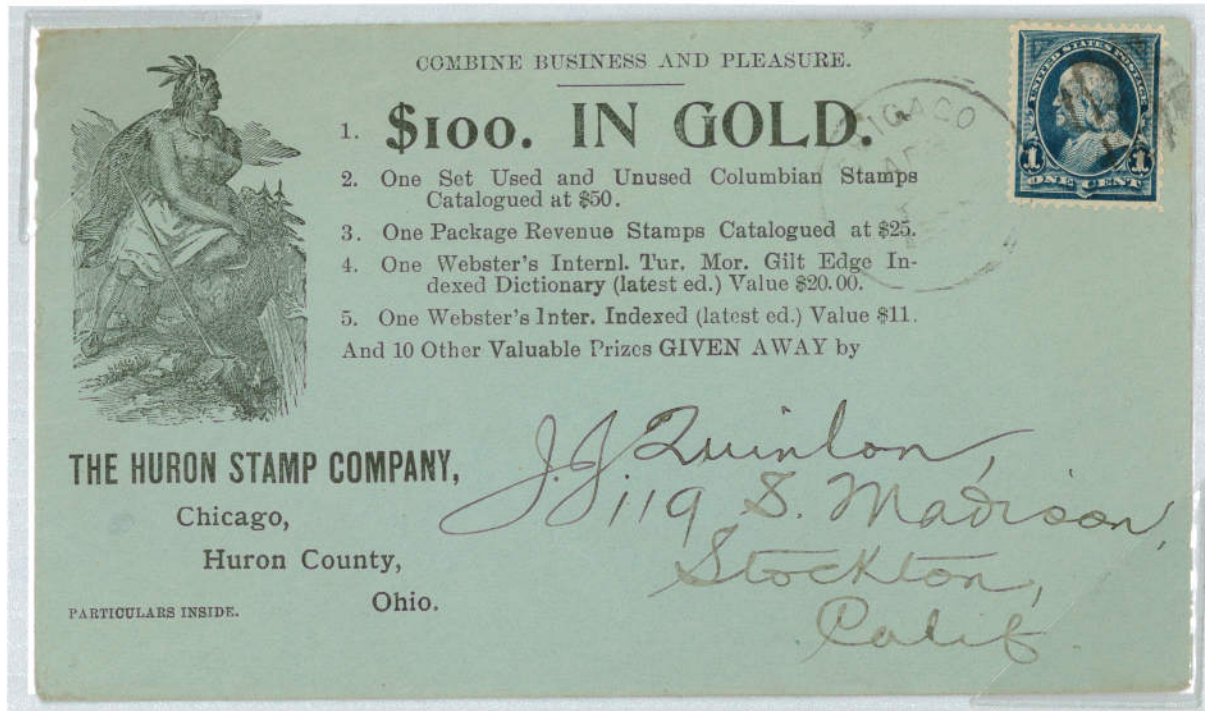
Frugal stamp dealer W. T. McKay used this 2c violet Columbian envelope, a remainder from a Northern Pacific Railroad proxy solicitation, to correspond with the Excelsior Stamp Company, best known for its stamp hinges. The envelope is postmarked Newark, N.J. Feb 17, 1898.

Raynor Hubbell Stamp Co., Buffalo



U.S. to Canada advertising cover showing the store maintained by the Raynor Hubbell Stamp Co. in Buffalo, the "Largest Stamp Business in the U. S. between New York and Chicago." The 1c circular rate was paid by a 1c green Trans-Mississippi stamp tied by a "Collection & Dist'n Wagon No.1 Trip No. 9, Buffalo, N.Y. Nov 8, 1898" handstamp.

Huron Stamp Company, Chicago, Huron County, Ohio



Advertising cover from The Huron Stamp Company with a picture of a Huron Indian. The circular rate cover is postmarked Chicago, Ohio Apr 1898(c). The cover notes that the address is Chicago, Huron County, Ohio (not Illinois.)

S. P. Lev, The Stamp Tribune, Harriman, Tenn.



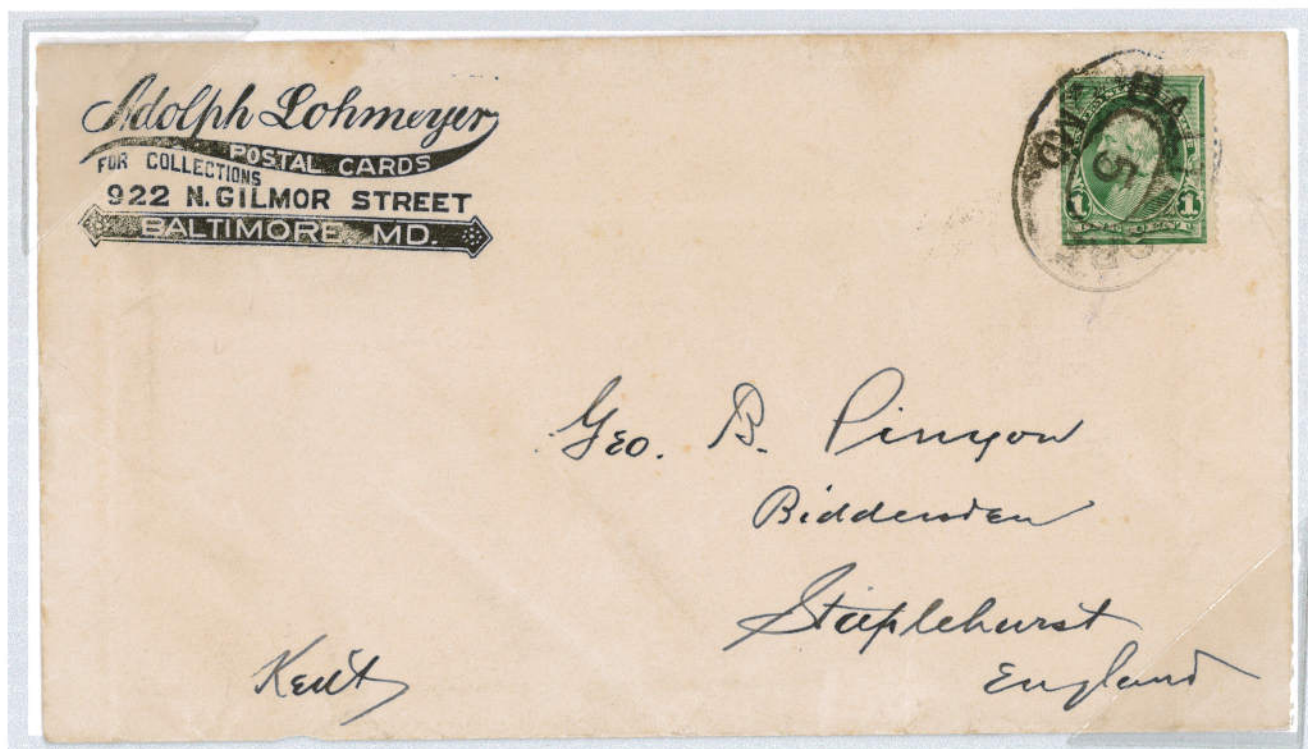
Circular rate cover sent by S. P. Lev, postmarked Harriman, Tenn. Oct 22, 1898, to stamp dealer Samuel Hughes in Howe, Neb. The cover probably contained pre-publication advertising material about *The Stamp Tribune* which Lev published in Harriman in 1899.

American Stamp Exchange, Washington



The American Stamp Exchange for collectors and dealers was based in Washington.. This cover, postmarked Washington, D.C. Mar 30, 1899, went to a collector in Mass. The corner card shows a monochromatic version of the advertising design used by the Exchange.

Adolph Lohmeyer, Baltimore



Circular rate cover sent by long-time Baltimore postal card dealer Adolph Lohmeyer to **England**. A 1c green Bank Note stamp paid the UPU printed matter rate in 1899(c.)

1899

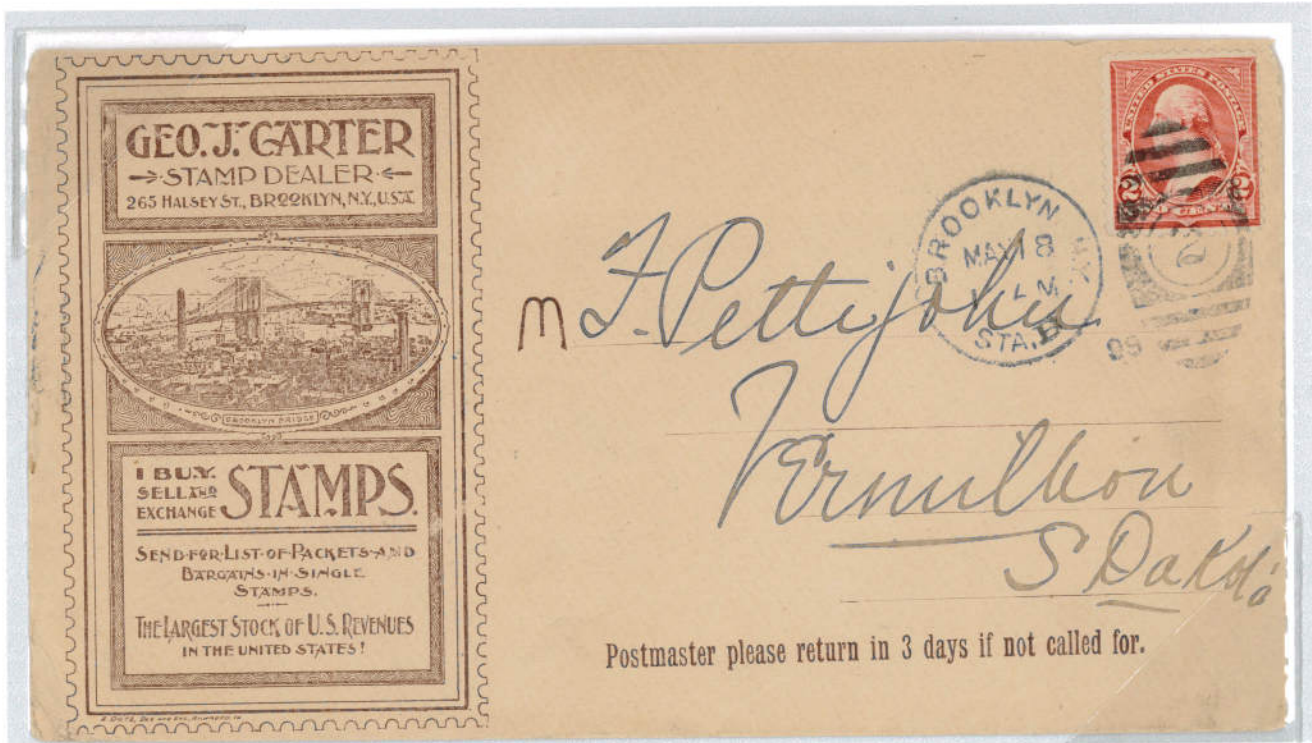
N.J. - South Dakota

To "I. R." Deats, Flemington



Cover mis-addressed to "I. R." Deats, instead of "H. E." Deats, Flemington, N.J. However the sender included the notation on the cover, "To the P.M., The initials may not be correct but the letter is intended for Mr. Deats who is interested in stamp collecting." The 1899 registered letter reached Deats since he was well known in Flemington.

To F. Pettyjohns, Vermillion, S.D.



Cover to stamp collector F. Pettyjohns in South Dakota from Brooklyn stamp dealer George Carter, postmarked May 18, 1899. The intricate corner card shows the Brooklyn Bridge and downtown Brooklyn. It was designed and printed by August Dietz of Richmond Virginia, a leading scholar and author on Confederate States philately.

To William A. Sisson from Cuba

Earliest reported philatelic related cover from Cuba while a U. S. Territory after the Spanish American War.



Registered cover sent to stamp dealer William A. Sisson, Webster Grove, MO. It was registered on Feb 13, 1899 at Military Station No. 27 Matanzas, Cuba. The sender was Calvin Dibble, a soldier in Cuba., who crossed out the words "Official Business" since the letter presumably contained philatelic material for Sisson. U. S. stamps overprinted for use in Cuba paid the 2c postage and 8c registry fee., the same as "domestic" U. S. mail.

1899

U.S. Territory - Cuba

To Boston Stamp Company from Havana, Cuba



Preprinted return envelope to the Boston Stamp Company, Boston, Mass., with the 1c through 10c Cuba overprints of the first Bureau Issue postmarked Havana, Cuba, Aug 7, 1899. The 25c in stamps far overpaid the 2c first class rate to Boston. At this time Cuba and the other Spanish American War Territories were treated as part of the U. S. for postal purposes and “domestic” U.S. rates applied to mail sent to or from the U. S.

1899

U.S. Territory - Guam

To Makins & Co. San Francisco from Guam



34



39

San Francisco stamp dealer Makins & Co. created these covers shortly after U.S. stamps were overprinted for use in Guam.

[Top] Earliest reported stamp dealer cover from Guam. It has three 1c green and a 5c blue Guam overprints, which are cancelled with dark blue ovals with small squares and a star in the center. There is also a "Marianas 11 Set" date stamp. On the reverse are postal markings of Yokohama, Japan (18 Sep 1899) and San Francisco (Oct 9, 1899). This cover is #17 of 25 covers prepared for Makins.

[Bottom] Cover with a 1c green, 2c carmine and 5c blue Guam overprinted stamps cancelled by a blue San Luis D'Apra, Guam, Dec. 9, 1899 two line hand stamp. On the reverse are postal markings from the Philippines (Mil Stat No 1 Manila Dec 16 1899) and San Francisco (Jan 20 1900.) It is #23 of 25 covers.

1899

U.S. Territory - Puerto Rico

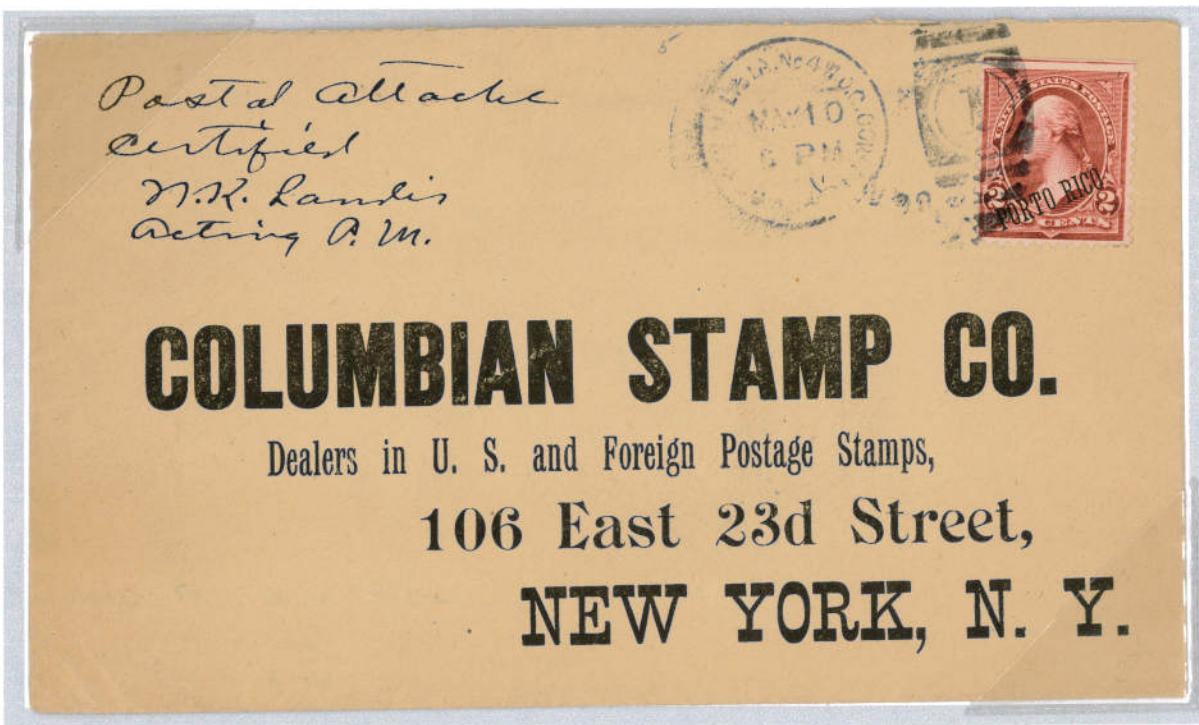
To Hiram Deats, Flemington, N.J. from Puerto Rico



Earliest reported stamp dealer cover from Puerto Rico while a U.S. Territory. It was sent to stamp dealer Hiram Deats in Flemington, N.J. by A. O. Tillman. Postage and registry fees were paid by a 1c green and 2c carmine stamps overprinted Puerto Rico and a 10c brown first Bureau Issue stamp on a 5c brown Columbian stamped envelope. The cover has large "R" cancellations and is postmarked Apr 17, 1899, Ponce, Puerto Rico.

(27)

To Columbian Stamp Co., New York from Puerto Rico



Cover to the Columbian Stamp Co. New York using a preprinted envelope. A 2c carmine lake stamp overprinted Puerto Rico paid the postage and is postmarked Military Station No. 4, San Juan Puerto Rico May 10, 1899. The return address is to the Postal Attache, Certified, N. K. Landis, Acting P. M.