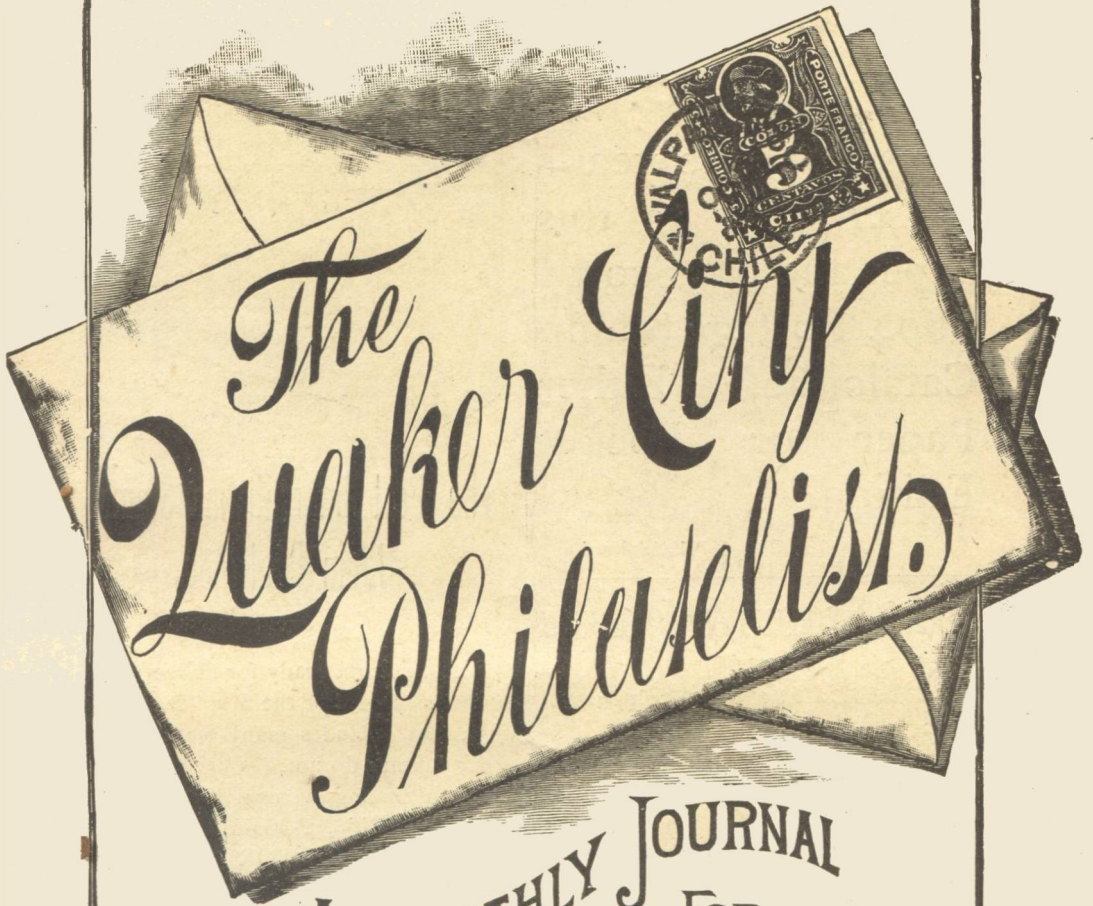


Vol. IX.

JUNE, 1894.

No. 102



A MONTHLY JOURNAL  
FOR  
STAMP COLLECTORS.



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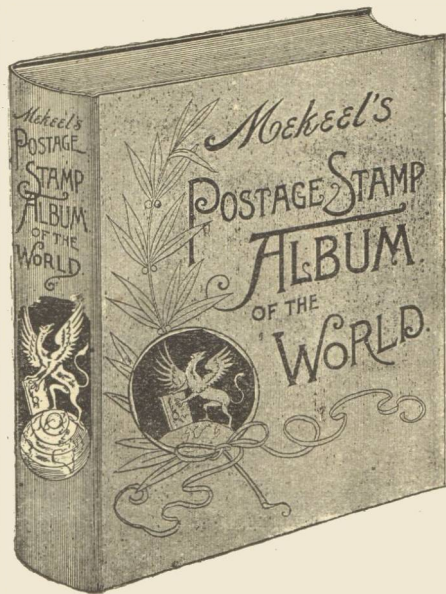
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IV. All letters relating to this competition must be received by December 31, 1894, and the names of the winners will be announced in THE QUAKER CITY PHILATELIST published in January following.

V. Competitors may send in subscriptions every week, or at longer intervals if desired. A careful record will be kept and the numbers gained by competitors will be duly credited to them.

VI. If any disputes as to the awards should arise, they will be settled by Mr. W. A. MacCalla, whose decision will be final.

VII. The stamps offered as prizes must be selected from the current retail Price Catalogue of Scott Coin and Stamp Co., and may be either used or unused; good copies, fully worth the money, are guaranteed.

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# The Quaker City Philatelist.

VOL. IX.

JUNE, 1894.

No. 6.

## VERY HARD CASH.

(With apologies to Charles Reade.)

BY JOHN DEVEREAUX KIRKE.

THOSE who read *Harper's Weekly* will probably remember an unusually humorous little squib, appearing recently in its editorial columns, entitled, "The Dollar and Economy." It was an exquisitely delicious bit of humor, worthy of comparison with the best work in a similar vein of Oliver Wendell Holmes, undoubtedly the most polished humorist whom we have as yet developed. The opening sentence, as nearly as I can recollect, ran about as follows: "The dollar has never been more shy than at present, and even the most experienced sportsmen find it very difficult to bag them in flocks of any considerable size." Finer words were never penned, as those of us who are at the present moment on the hunt for this class of game can testify. Cash is, indeed, very hard to secure in any quantity, and the title of Reade's novel would be a very appropriate heading for a history of the financial crisis of 1893-1894, were it not already taken.

Let not my readers think, however, that I propose writing on such a dismal topic. In respect to financial troubles, I believe that "the least said, soonest mended." I simply propose to make a few comments on the rule adopted some time since by a number of our leading philatelic magazines that all advertising should be paid for strictly in advance.

This rule has now been sufficiently tested to give us some insight into its workings. At the time of its adoption, very many believed that it would be found impracticable. The credit system had been so long in force, and dealers had become so accustomed to sending in their advertisements unaccompanied by cash, and paying their advertising bills at their own sweet will, that a great many prophesied financial disaster to those journals bold enough to adopt the cash-in-advance system.

The leading philatelic publishers, however, believed that they had everything to gain and very little to lose by such a change. Their previous method of accepting all advertisements sent in (unless from parties known to be financially irresponsible) and to send out advertising bills monthly or quarterly, had proven more than unsatisfactory. Prosperous dealers with large capital and doing an extensive business were well nigh as slow in remitting payment for their "ads." as their poorer *confrères*. It not infrequently required a half dozen dunning letters to secure payment for two or three dollars' worth of advertising, and, in addition to all this, there were a great many mushroom dealers who seemed to consider themselves entitled to as much advertising space as they could secure entirely free of charge, and who, on receiving a dun, always promptly filed it in the waste paper basket.

Some adequate means of protection against the dead-beat advertiser was absolutely necessary, and the cash-in-advance system was the only obvious solution of the problem. When the system of unlimited "tick" to every applicant was in the full height of its glory, philatelic publishers were practically at the mercy of the dead beat. True, the various magazines occasionally published lists of those who had defrauded them, but even that precaution was of comparatively little value.

New dealers of little or no financial responsibility were continually springing up, and, in the absence of definite information in regard to their standing, most publishers



inserted their "ads," trusting to luck for payment. In most cases, luck proved to have a constitutional indisposition to paying its debts.

It is not strange that after a time the fraternity of philatelic publishers wearied of the constant additions to their large and growing list of bad debts, as well as of the dilatory methods of many reputable dealers who might just as easily have paid promptly, but who seemed to delight in postponing payment to the eleventh hour. The philatelic publishers were a long time in awaking to the need of the hour, but when they did at last arouse themselves it was with a thoroughness that caused the advertising dead beat to shiver apprehensively.

It was hoped by those who took the initiative in the movement that all philatelic journals worthy of the name would recognize the value of, as well as the vital necessity for, the change. But some publishers manifested a timidity as short-sighted as it was unaccountable. They raised all sorts of doubts as to the success of the rule even in case it were universally adopted. They feared that "the trade" would be offended and that it would be looked on as an imputation on their honesty. They prophesied that even if the rule were to be enacted, it would be practically "a dead letter," to be disregarded at will. These and sundry other similar croakings were powerless to divert the leading publishers from their purpose. Most of them would have been pleased to have seen the matter placed in the hands of a philatelic press association; but, though there was considerable discussion in regard to the organization of such a body, it never reached the organizing point.

At last, convinced that they must rely on their own individual efforts, several publishers made the decisive move and announced that all advertising in their journals was thereafter to be conducted on the cash-with-copy principle. Almost all the leading stamp journals followed suit, and at present the field of operations open to the advertising dead-beat is a very limited one, being almost wholly confined to the mushroom journals of little merit or renown.

The question is now being asked in some circles, Is the experiment a complete success? I think the query can be fairly answered in the affirmative. Considering the drawbacks inevitable to so radical an innovation, it has been wonderfully successful. It was not to be expected that dealers accustomed to pay advertising bills at their own convenience would at once recognize the value of the new system. But dealers are really benefited by the change. Their announcements no longer come in competition with the extravagant offers of unreliable dealers. Under the cash-in-advance régime, collectors can feel tolerably safe in dealing with almost any advertiser. The cash-in-advance system has undoubtedly done much to weed out the boy stamp dealer. Few of them can afford to advertise very extensively when required to pay spot cash. I do not think, however, that any one of the journals which have adopted the cash-with-copy plan has suffered any considerable loss in advertising patronage in consequence. Several, in fact, seem to have been even more favored in that respect than ever before, and I do not believe that there is one journal that, after giving the plan a fair trial, would willingly go back to the old state of affairs. As long as nearly all the best philatelic advertising mediums in America adhere strictly to this plan, none of them can suffer.

One journal which adopted the plan has recently charged that certain other organs of the science are not living up to the rule; but no proof of this allegation can be adduced, and it is, in all probability, a mistake. Certainly, now that the rule has been made and its utility so clearly demonstrated, it would be the height of folly for any publisher ostensibly adopting it to secretly favor his old customers with credit. Such underhanded action would nullify the good results so far accruing from the use of the system, and I cannot believe that any one of those advocates of cash in advance who have shown their faith in its virtue in the most practical way, *i. e.*, by making it the rule of their magazines, would be guilty of such inexcusable trickery.

I expect to see the system spread. Those timid brothers who desired to see the plan thoroughly tested by others before venturing to adopt it themselves, ought by this

time to be satisfied of its value. Indeed, I have reason to know that several philatelic publishers who still hang to the old credit system are gazing with curious eyes on the well-filled coffers of the cash-in-advance men and are seriously contemplating the advisability of following suit. It is the only correct method by which to run a paper of any kind. It is just as fair and equitable for advertisers to pay in advance as for subscribers. The cash-in-advance system simplifies and lightens the labors of the publisher. It does away with a world of worry and enables the publisher to take advantage of the many opportunities for gain which offer themselves to the man of ready money. Credit is, of course, a commercial necessity: but in so comparatively limited a field of mercantile activity as philately credit advertising can and will be wholly done away with.

The experiment is a complete success, and those who were too timid to adopt the plan at first, have now no plausible excuse for delaying longer. When the most successful and well-established stamp journals of America almost unanimously commend an innovation, it will be well for the smaller fry to follow suit. My publishing friends, why not be guided by the experience of others and make use of the safeguards which they have successfully utilized. The cash-in-advance system has come to stay. It has met with obstacles, but has now bravely surmounted them, and bids fair to become philatelically universal (in the English-speaking countries, of course). Dealers and collectors should certainly encourage publishers in their efforts to place philatelic journalism on a sound basis; and the cash-with-copy rule is one of the first steps leading towards that consummation devoutly to be wished.

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#### NEW ISSUES.

BY R. R. BOGERT.

**Benin.**—It is said that the stamps for this colony will have the inscription "*Golfe de Benin*" changed to *Benin*.

**Br. Central Africa.**—The four shillings has been surcharged "Three shillings" in two lines of block type.

**Br. Bechuanaland.**—There is some doubt expressed as to the genuineness of the red surcharge on the English wrappers, which we chronicled last month.

**Cape of Good Hope.**—The *Monthly Circular* has seen the one shilling without the thin outer line of color; the series which it has taken twenty-three years to complete.

**Diego-Saurez.**—The inscription on these stamps is now *Diego-Saurez* instead of *Diego-Saurez. et Dependencias*.

**Dutch Indies.**—The thirty-cent green with the queen's head is out.

**Fiji.**—*The L. P.* publishes the following list of the numbers issued of various provisionals during the last few years.

March 1, 1892.	½d. on 1d. ....	4984
Dec. 31, 1890.	2½d. on 2d. ....	10,000
July 25, 1892.	5d. on 4d. ....	5000
Nov. 30, 1892.	FIVE PENCE on 6d. ....	3970
Dec. 31, 1892.	FIVE PENCE on 6d. ....	2970

**Gold Coast.**—Twenty shillings, same type as five shillings. Color brown and red.

**Lahore.**—The four cents has been surcharged "3 cents."

**Labuan.**—The entire new issue of North Borneo has been printed in new colors and surcharged "Labuan" for use in this country. They are: 1c. lilac and black, 2c. blue and black, 3c. bistre and black, 5c. green and black, 6c. red and black, 8c. carmine and black, 12c. vermilion and black, 18c. brown and black, 24c. lilac and blue.

**Nossi-Bé.**—The regular issue of the French Colonies now comes inscribed, *Nossi-Bé*.

**Portuguese Colonies.**—Stamps of a new design with head of king have appeared

for Angola and the probability is that similar sets will be issued for all the Portuguese colonies. Only the 50 reis blue of Angola is chronicled as yet.

**Siam.**—We have received the “4 atts” on 24 atts. with surcharge printed in larger type.

**Samoa.**—The four pence has been surcharged “5d,” and this in turn has been superseded by a permanent stamp of 5 pence, the design being a novel one, showing the flag of Samoa.

**Soudan.**—It is hinted that here is a chance to set up another French Colonial Post-office, with a nice set of stamps.

**Trinidad.**—The half-penny stamp is chronicled surcharged “O. S.”

**Uruguay.**—It is said that the current set will soon change colors, and that new values, 2 and 3 pesos, will be added. Engraved by Waterloo.

#### OUR EXCHANGES.

Publishers will find it to their interest to mail at least one copy of their publication for notice under our Exchange List, as many of our subscribers have freely complimented us on our new departure in this line, thus making our list, if possible, a true criterion of all publications issued, with their numerical order.

*All exchanges will be noticed hereafter under this heading.*

- |   |   |
|---|---|
| Advertiser, Vol. i, No. 2.                                | Monthly Post and Stamp World, Vol. i, No. 8.                  |
| American Journal of Philately, Vol. vii, Nos. 4, 5.       | Pennsylvania Philatelist, Vol. v, No. 6.                      |
| American Philatelic Magazine, Vol. ii, No. 7.             | <i>Philatelic Chronicle and Advertiser.</i>                   |
| American Philatelist and Collector, Vol. iii, No. 1.      | <i>Philatelic Comfort.</i>                                    |
| Australian Stamp News.                                    | Philatelic Era, Vol. viii, Nos. 6, 7.                         |
| Briefmarken Anzeiger, Vol. i, No. 5.                      | “ Journal of America, Vol. xi, No. 113.                       |
| Briefmarken Journal, 21st year, Nos. 9, 10, 11.           | “ Journal of Great Britain, Vol. iv, No. 41.                  |
| Briefmarken Offertenblatt, 3d year, No. 34.               | “ Kaleidoscope, Vol. i, No. 7.                                |
| Briefmarken Zeitung, Vol. vii, Nos. 13, 14, 15, 16.       | “ Monthly, Vol. xx, Nos. 5, 6.                                |
| <i>Bristol County Stamp News.</i>                         | “ Tribune, Vol. xix, No. 1.                                   |
| <i>Buenos Ayres Postal.</i>                               | <i>Philatelic Visitor.</i>                                    |
| <i>Canadian Philatelist.</i>                              | <i>Philatelic Californian.</i>                                |
| City Stamp, Vol. ii, Nos. 10, 11, 12.                     | Post Office, Vol. iv, No. 38.                                 |
| Collector.  | Recreation Echo, Vol. i, No. 11.                              |
| Detroit Philatelist, Vol. iii, No. 1.                     | Reporter, Vol. ii, Nos. 10 (11, 12).                          |
| Die Post, Vol. i, No. 9.                                  | Southern Philatelist.   |
| Dixie Philatelist, Vol. i, No. 3.                         | Springfield Philatelist, Vol. i, No. 2.                       |
| Eastern Philatelist, Vol. xii, No. 3.                     | <i>Stamp.</i>   |
| <i>Echo de la Timbrologie.</i>                            | Stamp Collectors' Journal, Vol. xvi, No. 187.                 |
| Electric Philatelist, Vol. iv, No. 2.                     | Stamp News, Vol. x, No. 96.                                   |
| Evergreen State Philatelist, Vol. i, No. 5.               | Timbre Poste, No. 378.  |
| Philatelic Facts and Fancies, Vol. ii, Nos. 19, 20.       | Toronto Philatelic Journal, Second Series, Vol. i, Nos. 1, 3. |
| Indian Philatelist, Vol. i, No. 1.                        | <i>Union.</i>   |
| Iowa Philatelic Weekly, Vol. i, No. 6.                    | Weekly Philatelist, Vol. ii, Nos. 79, 80, 81, 82.             |
| Metropolitan Philatelist, Vol. v, No. 2.                  | Weekly Stamp News (Mekçel's), Vol. iv, No. 178.               |
| Monthly Journal, “Stanley Gibbons,” Vol. iv, Nos. 46, 47. | Welt Post, 19th year, No. 51.                                 |



# The Quaker City Philatelist.

Published by The Quaker City Philatelic Publishing Co., Limited,  
Box 38, PHILADELPHIA, PA.

*Entered at Philadelphia Post-office as Second-class Matter.*

**Editor and Manager, MILLARD F. WALTON, P. O. Box 38.**

**Terms of Subscription } 25 CENTS PER YEAR. ABROAD 50 CTS.**  
Subscriptions must begin with current number.

*A Cross opposite this Notice signifies that your Subscription has expired.*

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One inch . . . . .	75 cts.	20 per cent. discount on <b>STANDING</b> advertisements of three months. <b>Cash MUST IN ALL CASES</b> accompany order. Advertisements can be changed quarterly. Special rates for one-year contracts.
Two inches . . . . .	\$1 35	
One half column . . . . .	2 10	
One column . . . . .	3 90	
One page . . . . .	7 00	

**Copy of advertisements for the July number must be in by July 5th.**

## MISTAKES IN THE MAILS.

*A Curious Record Gleaned from the Postmaster-General's Report.*

**O**F all the documents laid before Parliament, none shows up the frailty of human nature like the Postmaster-General's report. An appropriate motto for the cover of this interesting work would be "To Err is Human." This allusion would cover not only any "clerical errors" that may be found in the book itself and the misdeed of the erring employé of the Department "who prigs letters what isn't his," but also the multitudinous errors of the public, who perform astonishing feats of carelessness in directing and misdirecting their letters and an astonishing disregard of their own interest in breaking regulations of the department meant for their own protection. According to the report of the dead-letter branch for the year ending June 30, 1893, there were no less than 3203 letters received at the dead-letter office containing money aggregating no less than \$17,344.45. There were 47 letters containing bills of exchange amounting to \$13,456.74; 519 containing checks to the amount of \$62,794.04; 268 containing drafts for \$49,551.41. One from some conscientious Micawber containing an I. O. U. for \$5; 752 containing money orders for \$11,618.63; 363 promissory notes of a face value of \$74,461.32, but probably worth something less; 588 receipts amounting to \$46,781.88.

Eight stock certificates, value \$17,130, and 21 various certificates, amounting to \$22,554.23. It is satisfactory to add that most of these ultimately reached their correct destinations. There were nineteen marriage certificates went astray and twenty letters containing wedding cake. The old slander against M. Ps., to the effect that they were in the habit of franking their washing home from Ottawa, will no doubt be revived by the fact that nine parcels of underwear and twenty-three of stockings and socks reached the dead-letter office, not to mention three pairs of what the report vulgarly called "pants." Among miscellaneous articles gone astray are 19 aprons, 1 bear's tusk, 1 bib, boot laces, beeswax, dolls, 4 false teeth, 3 glass eyes, 1 hair switch, 1 mouth organ, 1 petticoat, 1 razor, 1 "letter," alleged to contain tomatoes, and one containing a typewriter. This last was probably not of the pretty variety, as the report contains no other evidence of the mails being used for passenger purposes, unless possibly some legislator who had lost his pass had been trying to get home through the mails on his frank as a "geological specimen."

# BRITISH COLONIALS!

My speciality. Stamps for Collectors and stamps for Dealers. My wholesale Price-List is worth a dollar to any dealer. Sent post-free on receipt of postal.

MY SAMPLE PACKET OF COLONIALS contains 100 choice stamps, including Malta, Jamaica, Western Australia, Mauritius, Trinidad, Gibraltar, British Guiana, Cypress, etc., etc. ONLY 30 CENTS. No rubbishy Canada, Cape Natal, Ceylon or common Australians. THIRTY CENTS ONLY. *Postage extra.* Payment in Columbians 6, 8, 15 or 30c.

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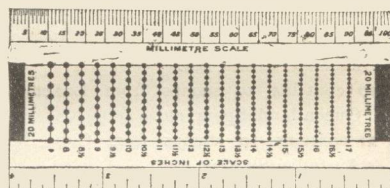
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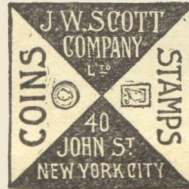
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