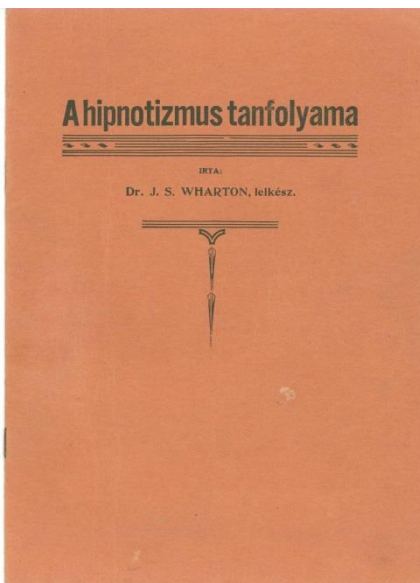
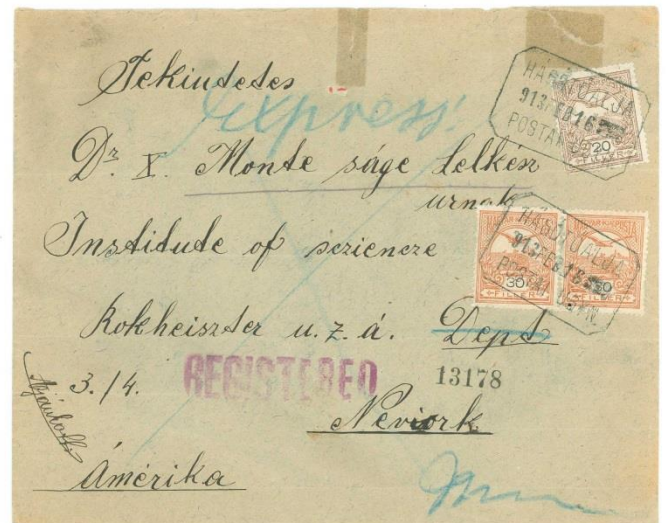
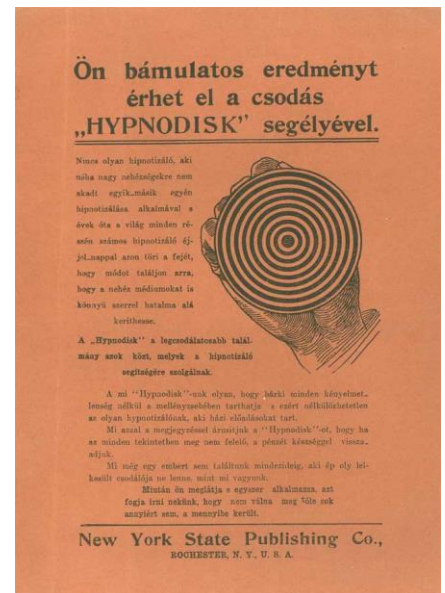


## Philately & International Mail Order Fraud The Success of the New York Institute of Science in Hungary

The hypnotism and magnetism scam of the New York Institute of Science enjoyed success on all five continents. Special desks were created for all of the major European countries in their own languages, and the course was advertised all over the world in local newspapers, journals and magazines. Outgoing and incoming correspondence amounted to many thousands of pieces every day. Based on the number of incoming covers that survive, it is apparent that the NYIS sold incoming mail envelopes to the philatelic trade. The questions of in which country was the NYIS most successful, and in what entities (cities, towns and villages) does most of the mail originate come to mind? *A priori* one would think that one of the larger European countries would have provided the greatest success and most mail for the NYIS, and the mail would be from mainly the larger cities in that country. Both of these thoughts have proven to be wrong! The country providing the most mail to the NYIS of science is the Hungarian part of the Austro-Hungarian Empire. Of the approximately 600 NYIS covers in the collection, 150 are from Hungary! Countries like France, England or Italy do not come close to this number of covers. Even more surprising is the fact that most of the covers come from small Hungarian towns and villages. This, and suggestions for why such occurred, are documented in a chapter in the European Academy of Philately's OPUS XVIII published in 2018 to which the reader is referred.



A booklet published for the NYIS by its publishing arm the New York State Publishing Company titled **A Course in Hypnotism** specifically for the Hungarian market. Also offered for sale is the **HYPNODISK** recommended for inducing the hypnotic state.



Registered postings from the small villages of Salgotarjan at the 50f registered rate and Hagotoalja at the 80f express registered rate to the New York Institute of Science during 1913. The former is based on a 35f postal stationery envelope. The latter is addressed directly to Xenophon la Motte Sage, the name E. Virgil Neal used for his fraud scams.