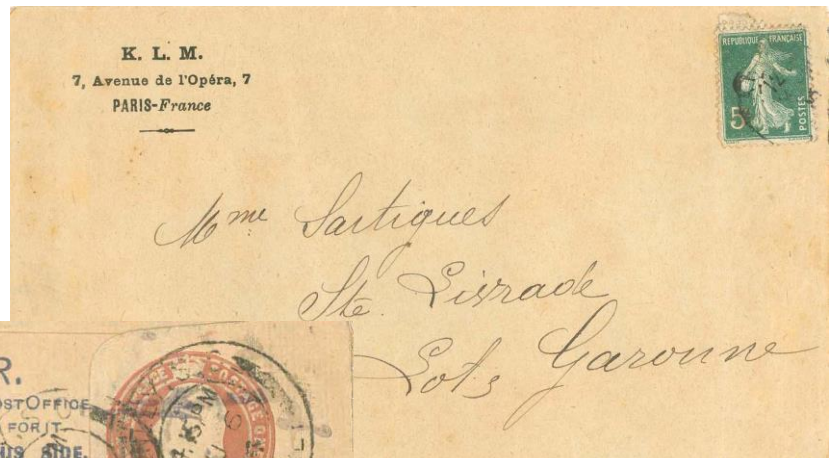
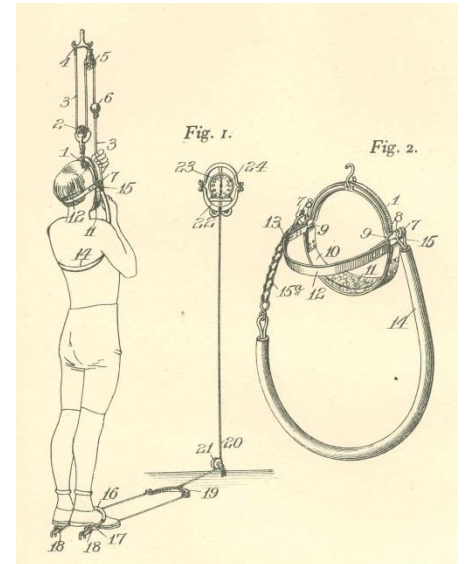


Philately & International Mail Order Fraud K Leo Minges and The Cartilage Company

At the beginning of the 20th century a group of American Fraudsters used the efficient international mails to promote schemes to defraud the public. One of the most successful was E. Virgil Neal, aka Xenophon la Motte Sage, who created The New York Institute of Science. It sold a home study course in hypnotism and magnetism with outrageous claims as to what it could do for one's wellbeing. The course was an exceptional success, and other mail order fraud scams were created. Among them was the Cartilage Company, under K Leo Minges. For \$20, equivalent to \$400 in today's dollars, one could purchase a device that can best be described as a vertical version of the rack of the Inquisition. Proper use of this device would increase one's height by one to five inches, providing all the advantages of being tall.



At left photo of Minges working in his lab; followed by ad for the Cartilage Company which had offices in Rochester, NY and Paris, France; and sketch of Minges' device for height enhancement from his German patent. All are taken from originals that are part of the collection.



French printed matter informational package (with full contents) at the 5c rate from K Leo Minges (K.L.M.) at the Paris office to a potential client; and multiple weight registered letter from Kenley, Surrey (England) at 9½d to the Rochester office bearing a rare **SUSPENDED LIABLE TO CUSTOMS DUTIES** US auxiliary label on the reverse because of concern about dutiable material in such a heavy weight letter. It contained a monetary vehicle for purchase of Cartilage Company products.

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