

The Story of Our Post Office.

This Synopsis of **THE STORY OF OUR POST OFFICE** will show the reader that our forthcoming book will have more and better selling qualities than any volume issued from the American press for many years. A few hours reflection upon the matter will convince any general agent or canvasser of its attractive features. The account of General Wanamaker's early and later life, his wonderful tact for business and money making, as well as his marvellous organization of the largest Sunday school in the world, together with his work and methods making him the most remarkable Postmaster General our Government ever had, must alone make it the best selling book of the age, to say nothing of the many other points that appeal to every citizen, male or female, old or young.

The present general plan of teaching civil government in the schools will alone make the issue of this book timely, as presenting in detail the most wonderful and interesting department of the Government with which all of our people have more or less to do.

A. M. THAYER & CO.,
PUBLISHERS.



Marshall Cushing

This picture of Mr. Cushing was taken to go with a group of the members of the famous Gridiron Club, of Washington, of which he is a member. This organization is limited to forty newspaper men of the capital city, and the club devotes itself to a monthly dinner, at which members, senators, and other notables are frequent guests, and even cabinet officers and presidents delight to be present. Prince, the well-known Washington photographer, took these pictures, and the one given is said to be the best of Mr. Cushing ever taken.

THE STORY

OF

OUR POST OFFICE

The Greatest Government Department in All its Phases

BY

MARSHALL CUSHING

Private Secretary to Postmaster General Wanamaker

ILLUSTRATED WITH OVER
FOUR HUNDRED AND FIFTY FINE ENGRAVINGS

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Nelson Wanamaker's brick yard — This boy attracts attention for his industry and business enterprise from the very first — An early employer attributes Mr. Wanamaker's great success to his faculty for organization — Engaged in business for himself with his brother-in-law in 1861 — Early advertisements of the firm and early successes that were notable — The influence of John Chambers and of George H. Stuart upon the young man's life — The beneficent work, during the trying wartime, of the Christian Commission — The great preparations made for the wonderful Moody and Sankey meetings in Philadelphia — Millions crowd the great auditorium; thousands are converted — A minute description by an eye witness of one of these meetings.

CHAPTER XLVII.

THE GREATEST SHOP IN THE WORLD.

The purchase of the freight yard in '76; its alteration into a general store — Doubts expressed; but every year justified still better the judgment of Mr. Wanamaker — The simple announcement in the *Ledger* of the purposes of the new business — Addition upon addition until fifteen acres of floor space are not enough — Figures illustrating the enormous activity and size of this business — A city of fifteen thousand people really dependent upon the great shop for support — The Postmaster General's partners; their business offices and his — Principles upon which the success of the Wanamaker store has been built up — Fair and liberal dealing first; then no lack of honest advertising — A few observations upon his favorite topic by the advertising expert, Mr. Gillam — Papers paid hundreds of thousands for advertisements more interesting than reading matter — The merchant prince's custom of making actual use of all experience; the value of ideas — A library and a comfortable hotel provided for the shop girls employed.

CHAPTER XLVIII.

THE FAMOUS SUNDAY SCHOOL.

The danger of starting a mission among the "Bouncers" and "Killers" of Philadelphia — George H. Stuart's description of the beginning of Bethany Sunday school — A room without a single chair at first, and then a tent to sing in — Bethany has a building of its own, but it is soon too small to hold the crowd — The present edifices completed and in use in '74, a monument of Christian energy — A Sunday school of 3,000 eager pupils, and a Bible class of 800 men and women — Passing an hour at the Sunday school service and wanting to stay an hour longer — The penny savings bank and the cottage for the sick by the seashore — The Postmaster General's college, the Williamson School; broad unflinching charity.

CHAPTER XLIX.

FOUR GREAT POSTAL REFORMS.

The largest development of the system the most easily within the reach of all — Postal Telegraph, Postal Telephone, Country Free Delivery, House-to-house Collections — The Postal Telegraph, the means of cheapening tele-

raphy one third or more without difficulty — The Postal Telephone, the means of utilizing this service in connection with the telegraph — Country Free Delivery; bringing mail to the door of every farmer — House-to-house collections of mail; the possibility of dropping letters at one's door.

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CHAS. BRIGHAM.



J. Q. ADAMS.



ALFRED SANBORN.



B. H. HERSEY.



JOHN LEWIS.



PHILIP MARCHINGTON.

BOSTON
6 OLD TIMERS.



JOHN W. CROWELL.



HENRY S. ADAMS.



ALONZO F. JOHNSON.

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(Nearly 500 to be in the book.)

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The Story of Our Post Office.



THE Story of Our Post Office" is a book for everybody, because everybody uses the mails. It is especially a book for the postal people, and 230,000 of them work in the offices, on board the railway trains, out over the lonely star routes; and it is just as much a book for the student, the business man, the miner, the mechanic, and the farmer, the women, and the children. It treats of a topic with which everybody is familiar, and yet about which hardly any-



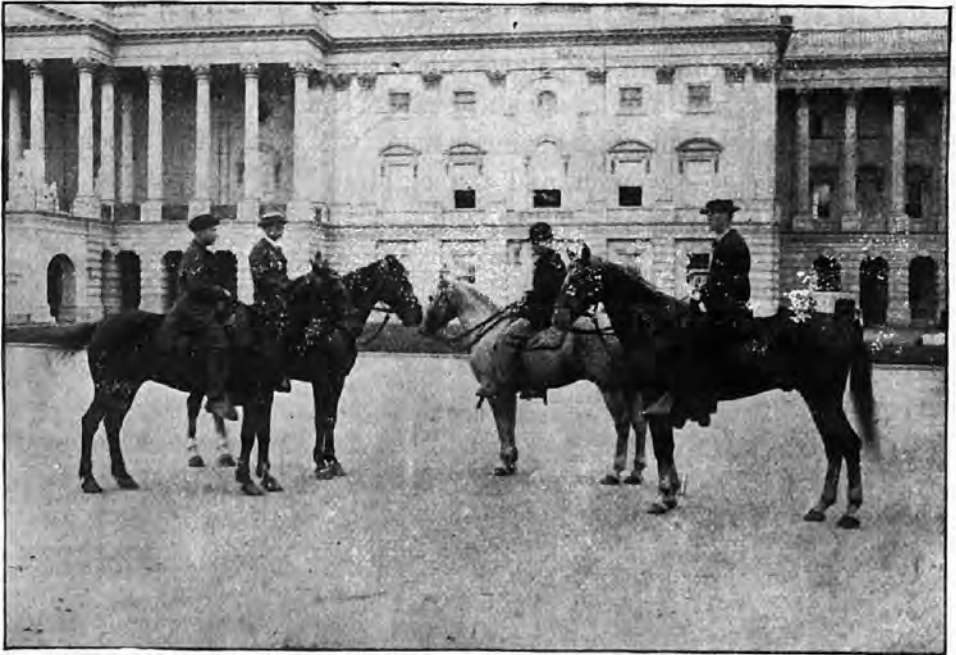
A VIEW OF THE CAPITOL FROM THE NORTH-EAST.

body really knows anything. "The Story of Our Post Office" is a plain recital of all the different phases, business-like, dangerous, romantic, of the greatest of the Government Departments. It describes the wonderful achievements of the thousands of hands and brains that collect, transmit, and deliver the billions and billions of

letters written by this most active of all letter-writing nations. The writer rushes through the eight hundred pages with the rapid, easy pace of an expert, the artistic taste of a scholar, and the popular touch and fervor of a newspaper, political, and postal toiler.

The life, the character and methods, the personality of Postmaster General Wanamaker, the merchant prince of America, and the most conspicuous of all the Cabinet officers, are depicted with a facile and trenchant pen.

The nooks and corners of the service, the little as well as the stupendous things, are all described, explained, and illustrated.



RIDING PAGES.

The writer is the Postmaster General's private secretary, Mr. Marshall Cushing.

And who is Marshall Cushing?

A million people, as we trust, will ask that question. The book will tell them who he is. He was a farmer's boy, born in Hingham, Plymouth County, Massachusetts, the old home of the old-time Cushings. He worked his way through Harvard, worked his way at his chosen profession of journalism. It has been an experience of unusual severity, this newspaper work of his in Boston, New York,

and Washington. But he found friends. One of them was John Wanamaker; and three years ago the merchant prince invited the Washington correspondent into his private office. There he has



IN THE UPPER PENINSULA OF MICHIGAN.

been ever since, a quiet observer, taking notes with his eyes and ears, wondering at the postal service, and at the man at the head of it.

This is Mr. Cushing's first book. The first and last object has been to make it sell, and the author has had the sense to see that it will not sell if it is not worth the buying.

There is only one really sure way of knowing what the chapters of this book contain; it is to read them through. In the first the visitor rambles among the sights of Washington, the most entertaining American city. He comes to the General Post Office. And who shall describe this marvel? A hundred years ago 2,000 pieces of mail were carried in this country in a day. Now more than 8,000 pieces are dropped into the mails every minute of the year. Then there were 100 post offices and no daily mail anywhere; and the



Talbot

"WASHINGTON," NEWSBOY.



routes aggregated 2,000 miles. Now there are almost 70,000 post offices, and every day the mails travel 41 times around the globe. There are three times as many post offices now as in the war-time, and the postal revenue is almost six times as great. The pony rider or the lumbering stage has given way to the thundering railroad train, running a mile a minute. No quarter of the land is too remote for the mails to penetrate, and the thousands of postal workers, toiling day



A BLIND GIRL STRINGING BAGS.

and night, mean everything to business, education, and the whole social fabric.

The transportation of mails is described with all detail. One finds how the forty million dollars annually appropriated by Congress for this work are spent; how the innumerable contracts are awarded; how it is sometimes sought to break them. One finds, who reads "The Story of Our Post Office," how the 2,300 railroad routes, which cover 160,000 miles and are covered annually by 230,000,000 miles of travel, are all managed; how the 17,000 star



Col. Henry M. Phillips



Hon.
Henry Robinson



Capt. S.S. Piper



Hon. Thos. N. Hart



Mr. C.W. Ernst



Mr. Willis P. Burbank

A

GROUP OF

NEW ENGLAND POSTMASTERS.

routes, which would reach as far as the moon, are regulated. One reads how gallant women vie with the men to put the United States mail through with "celerity, certainty, and security." One reads thrilling tales of encounters with the Indians, and of danger and devotion everywhere.

So, too, of the Railway Mail Service. The reader becomes familiar with the 6,400 gallant fellows who travel, ceaseless and



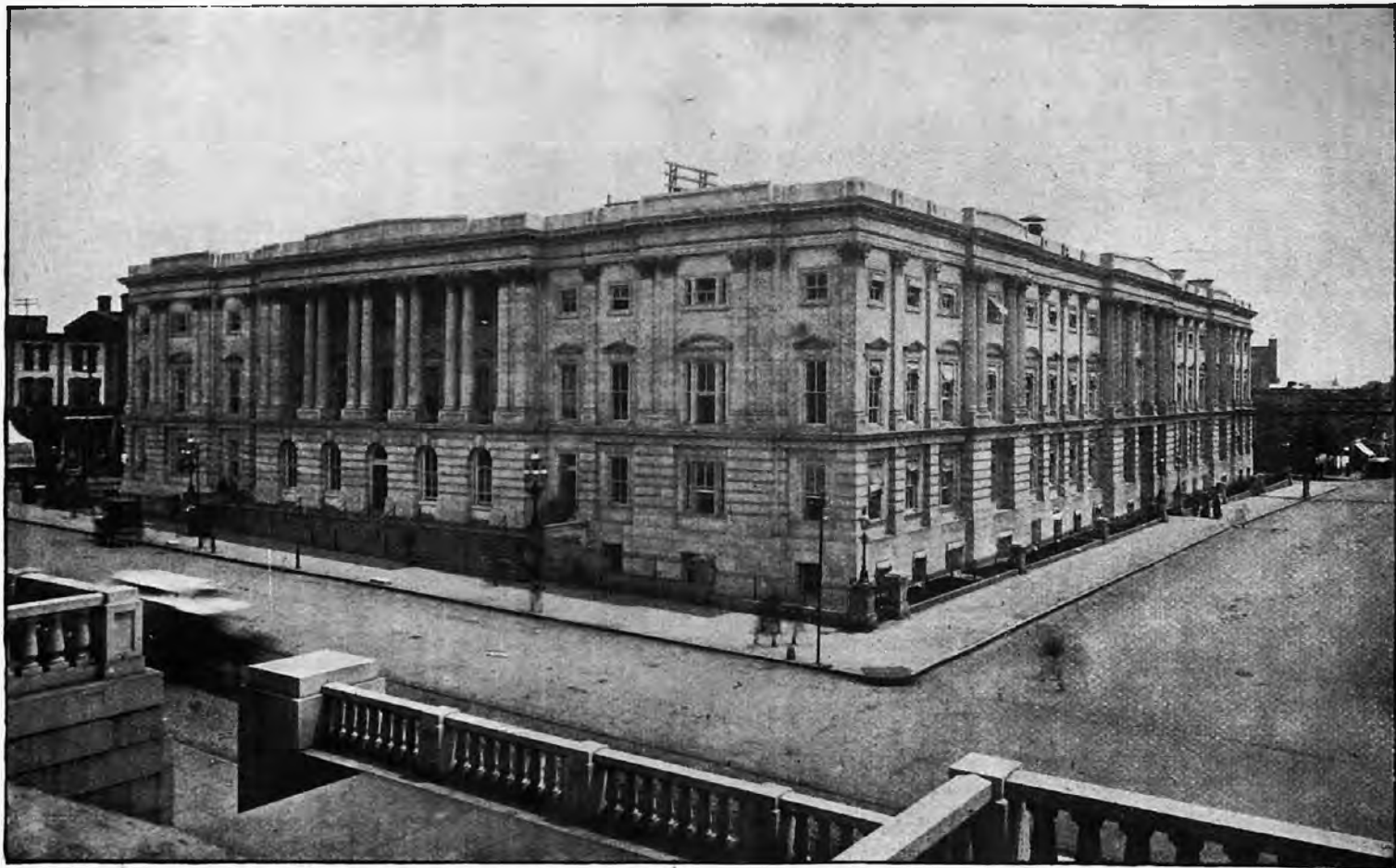
BIRTHPLACE JOHN WANAMAKER.

determined, up and down the country, cooped up in postal cars. Their minutest duties are described, and illustrations — as is, indeed, the case with every chapter — amplify the tale.

These men are killed in wrecks. They encounter the dangers of flood and pestilence without a tremor of alarm. And not only they, but all who know them, and all who love brave deeds, will want to read their story. And the mail equipment! — the sacks, pouches, and locks; how carefully the locks are guarded by the men, and how the sacks are sewed by the women.

The Railway Mail Service, and nothing else, would make a book of surpassing interest.

But the foreign mail! There are the great ships, building in this



THE POST OFFICE DEPARTMENT FROM THE STEPS OF THE INTERIOR DEPARTMENT.

country now, and ploughing the seas with the American flag flying, with American boys on deck. One takes a peep into the ocean post-office, the little room on shipboard, where postal clerks sort out the mails for instant dispatch inland. And if a cholera scare comes, these mails must all be fumigated. The reader finds how that is done.

Then the free delivery service engages the attention; and what dweller in the city does not greet the sprightly, cheery fellow who



MISS MALOTT.

Who carries the mail sixteen miles a day in Northern Washington.

brings the long-expected letter or the favorite paper? Just how these men are appointed, just what their work is like, just what this band of steady postal toilers really is — this is all set forth, and every letter-carrier, and every person who knows one, will want to read "The Story of Our Post Office."

The Dead Letter Office, another chapter in itself, engages the at-

tention next. Millions of letters annually go wrong, chiefly because the writers of them are too careless to address them right. The Dead Letter Office sends millions of these to their proper owners. To know how this is done, to know what the duties of the Dead Letter Office clerks are, to ramble in the museum and see the curious things committed to the mails, to go to the auction of the countless articles for which no owners can be found — to do all this, one reads this first great book about the Post Office Department.



"OWNEY," THE RAILWAY MAIL DOG.

It is the first book of any sort about the greatest and most useful branch of the National Government.

Who does not want to know about it?

There are almost 70,000 postmasters, and

probably a million men and women in this country who would make good postmasters. A bureau of the Department is devoted to the canvass of all these hundreds of thousands of candidates for office, and to the appointment of all these officers. Fancy the intricacies of this work! One is not able to fancy what it is. Yet "The Story of Our Post Office" takes the reader in and out among the files, out and in among the controversies, in and out among the methods pursued by this candidate and that.

Sometimes the mails are robbed, perhaps by a trusted employee of the Department in some corner of this all-embracing service, oftenest, however, by the practised thief. But the thief gets caught, and the depredations and the robberies, and the irregularities and shortcomings everywhere are investigated and prevented by a hundred very agreeable and very sharp fellows called inspectors.

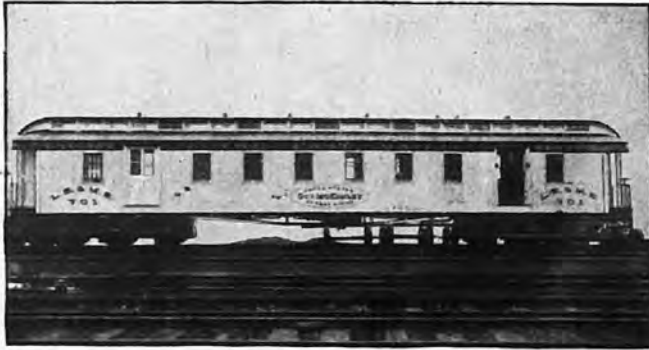
Three chapters of the book are devoted to the stories of inspectors.

These touch all parts of the country, depict all phases of American life, and leave the looker-on to think and wonder. Attempts have been made to write real books upon these subjects. The names of

inspectors, even, have been attached to productions of the merest trash in order to make them sell. But here is an actual collection of truths as thrilling as the strangest fiction.

The wonderful Stamp Division is uncovered, and the work of manufacturing and distributing all the kinds of stamps, stamped envelopes, and postal cards is recorded with the utmost care. One looks in at the factory, looks in at the dingy offices in the Department whence all these indispensable supplies for all these 67,000 postmasters are allotted.

The tribulations of the publisher, eager to secure for his periodical the privilege of second-class rates, are all set down, and the even



THE FULL R. P. O. CAR GOV. MCKINLEY.

greater tribulations of the one lonely man who has these publishers to deal with.

The stamp maniac (or the philatelist, as he likes to call himself) does not escape. "The Story of Our Post-Office" treats of this astounding private traffic in stamps, which amounts to hundreds of thousands of dollars annually.

The county-seat visitations, as they are called, the visits of 2,200 or more of the 2,800 county-seat postmasters of the country, which Postmaster General Wanamaker has caused to be made annually, arrest the attention next, and hold it. There is no locality in the whole country which these chapters do not touch. The country folks have heard of the visits of single postmasters. They have not understood, perhaps, that the chief postmasters all over the country were making these trips, spending months of their time and hundreds of dollars of their money, in order to see if the little post offices are



SECOND ANNUAL CONVENTION OF THE NATIONAL ASSOCIATION OF LETTER CARRIERS OF THE U. S. A.,
HELD IN DETROIT, MICH., AUG., 5, 6, 7, 1891.

well managed. They do actually investigate forty or fifty thousand. The book which Mr. Cushing has written describes all this in the most graphic and entertaining way; and all through these chapters are pictures of brave women who made these inspections, pictures of the oldest postmasters, pictures of the old-timers in the service.

There are pictures everywhere, five hundred of them in the book, all collected by the author himself, all engraved by the most artistic processes under his own personal direction.

The women in the offices, the oldest postmasters, and the old-timers in the service, would alone entitle the book to thousands of interested readers.

Postmaster General Wanamaker engaged in a death struggle with the most powerful lottery of all time. He drove it out of the mails. This was a bitter fight, bitter in Louisiana, bitter in the halls of Congress. The Louisiana Lottery is described



FOR THE STAGE LINES OF THE FAR WEST.

minutely, its methods set forth, the account of its defeat detailed. This all reads like the most thrilling of romances, yet it is the plainest truth. And along with this recital come chapters devoted to the general methods of other lotteries, to the "green-goods" swindlers, to all the kinds of frauds perpetrated through the mails, to the curse of obscene literature, to the labors of the law officers and authorities of the Department, to notable robberies of railroad trains and stages, to smuggling in the mails.

The record of these deeds of swindling, theft, and crime has never before been attempted. In "The Story of Our Post Office" it is all set forth in terrible, sober earnest.

The largest accounting house in the world is the Sixth Auditor's office. A bureau of the Treasury audits the accounts of the



THE MAILING DIVISION IN THE PHILADELPHIA POST OFFICE.

67,000 postmasters. The book contains descriptions of all this work.

The book describes the work of the women of the Post Office Department, and what could be more engaging than literature of this particular sort? The Department is full of characters. These are good, but the women are better. Their work is devoted, tactful,



A CORNER IN THE NEW YORK POST OFFICE.

brainy, and, as the score of pictures given in the book show, their faces are as good and fine as their work is.

If any woman looks to a career in the Government service for herself or for someone dear to her, she finds instruction and encouragement here. The character of these Department women is a study and a benediction.

The great post offices of the country are presided over by hustling business men and politicians, whose careers, severally or collectively, read valuable lessons for the ambitious. Mr. Cushing first describes half a dozen typical post offices, these minutely, like New York, Pittsburg, Nashville, Guthrie, the marvellous Oklahoma town, and the still more marvellous Creede, that most uncommon mining camp of Colorado.

What person understands all the duties of the postmaster in all these places? What person understands them in any place, for that matter?





INTERIOR OF CINCINNATI POST OFFICE.

“The Story of Our Post Office” describes the almost infinite perplexities, and the successes, too, of all these men. Here are other touches of romance, especially in the mad rush for the Oklahoma country, and the hurly burly of the overgrown mining camp in the mountain gulch. Then the author discusses the ordinary postmasters, and finds them all to be extraordinary, the leaders in their towns, the men of public spirit, of business success, of leadership in the Union army probably.

Pictures and sketches of all the chief postmasters of the country are given, and they and all their friends (and not one of them but has a thousand) will want the book; and thousands will read the lives of these men and appreciate the postal service and try in some way to improve it.

The letter carriers and the postal clerks all have their national organizations, and they have their periodicals, devoted to their interests solely; and the officers of these organizations, with sketches of their lives, and histories of the periodicals and pictures of their editors, are given, to be followed in another chapter by the medal men and the record breakers. These are the railway postal clerks who after months of trial have won, in the different divisions of the Railway Mail, the costly gold medals presented by the Postmaster General, and the record breakers are the clerks in the post offices distinguished above all others for their steadiness and accuracy.

The thousands of carriers and clerks and their friends will be proud to see these pictures, and they will see by the sketches that such attainments are not beyond their reach.

“The Story of Our Post Office” tells how legislation is accomplished, and how it is not accomplished, for the improvement of the service. One is shown about the Capitol, into the rooms where the post office committees of the two branches meet, into the post offices where the mail of the senators and the members is distributed; and one sees, in groups, pictures of the members of the two post office committees, the men who pass upon all the propositions for the expedition of the mails and who bring the attention of Congress to such propositions as they approve of. To these men the people of the whole country look up for postal improvement.

Then Mr. Cushing describes Postmaster General Wanamaker as he really is; and here he is even more at home than elsewhere. The

OF



LETTER SECTION, MAILING DIVISION,



POST OFFICE, ST. LOUIS, MO., 1892.

daily tour of duty of this much-talked of man is outlined, and his methods and character, his habits of work and play, his ideas for the improvement of the enormous system over which he is the presiding spirit, are not depicted with the pen of a stranger.

A chapter devoted to cheerful lies and cheery libels about the Postmaster General follows this last.

The reader next goes to the Washington home of the Wanamakers, the beautiful I Street mansion, where fair women and great men gather, where the real hospitality of home, as well as the more superficial hospitality of society, is dispensed, and where the beautiful, costly pictures look down from the walls of the famous Whitney ball-room. Then the reader goes to Cape May Point, to the summer cottage of the Wanamakers: and then to Lindenhurst, the loveliest spot of all, the country residence of the Postmaster General, to the lawns and the valleys, the woods and the brooks, the horses and the cows, up among the Chelton Hills.

The pictures illustrating the I Street mansion in Washington and the great man's country seat at Jenkintown are perhaps the most beautiful in the book — unless some dozens of others are quite as beautiful.

Then the reader, more and more intensely interested in the career of this man, as more and more is learned about him, visits the home of his youth, sees the brick-yard where he used to play, hears about the shop where he worked for a dollar and a half a week, wonders at the toil and originality which made him rich, marvels beyond expression at the immense shop which earns for him a million dollars a year. There is success here for every American boy of honesty, and push, and brains. And if he has a couple of hours on Sunday, he visits the world-famed Sunday school, where this same millionaire shopkeeper and Postmaster General is to be found each week talking Christian charity and sense to a Bible class of perhaps eight hundred and a Sunday school of perhaps three thousand.

The book closes with chapters devoted to the reforms advocated by Mr. Wanamaker, and this is of interest — and the interest never wanes — alike to the thousands employed in the service, and the hundreds of thousands of business men who want to see their mails expedited and the postal facilities everywhere extended.



The private secretary sits in his office reading a newspaper. Most likely it is the *New York Sun*, as that is one of his favorites. He is a great reader of the newspapers, believing that they appreciate the drift of public sentiment in regard to the postal service, and are competent to criticise it justly. Another evidence of the fact that the Postmaster General likes to keep in touch with public sentiment is that he permits his private secretary to subscribe for the newspaper clippings furnished by bureaus in New York and Boston, in order to see what the papers are saying about the service.



Photo of the proposed Washington City Post Office building.



Washington's Temporary City Post Office



The Proposed Washington City Post Office.



The Temporary City Post Office from the top of the Washington Loan and Trust Building, with the Interior Department in the foreground.



ALBERT H. MOWRY,
Charleston, S. C.



JOHN BARRETT,
Louisville, Ky.



P. E. MCMURRAY,
Richmond, Va.



W. J. W. COWDEN,
Richmond, Va.



GENL. J. R. LOUIS,
Richmond, Va.



OTIS H. RUSSELL,
Richmond, Va.



GENL. R. A. EDGERTON,
Richmond, Va.

A Group of Southern Post-Masters



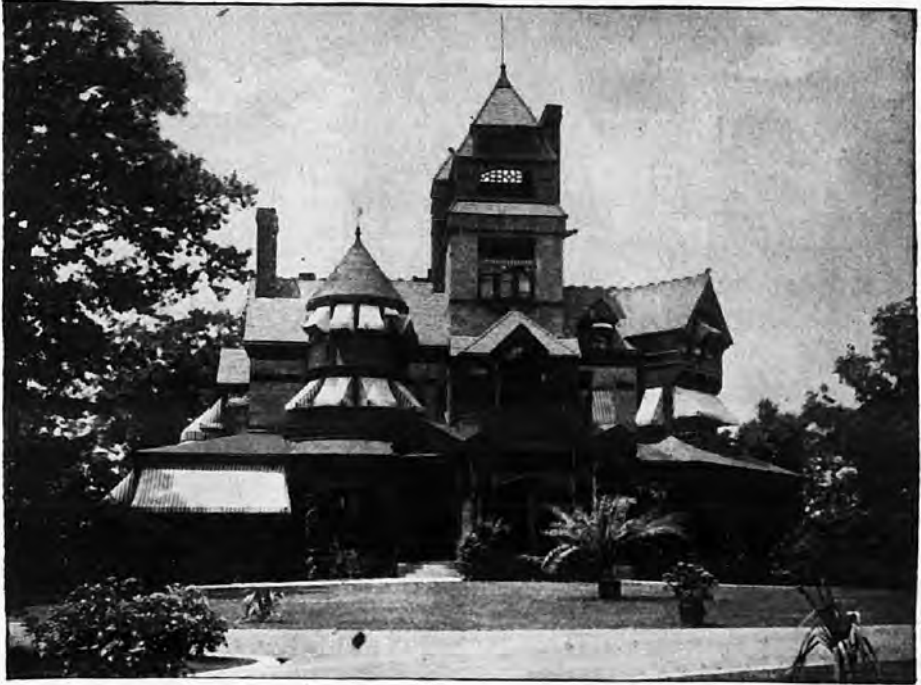
JAS. F. DOYLE,
Savannah, Ga.



COL. W. H. SINCLAIR,
Dallas, Tex.



CAPT. S. M. EATON,
New Orleans, La.



The Postmaster General's beautiful mansion at Lindenhurst is situated at the top of a hill. When he was a young man, Mr. Wanmaker used to wander in the neighborhood, and once he stopped to sit upon the fence by the roadside at the bottom of this great tract of land, and wonder if he should ever be rich enough to buy the hill-top and build a house there. He determined that he would be if it were a possible thing; and he was.



Mr. John B. Minick has been stenographer to Postmasters General for the last twelve or fifteen years. He is an expert typewriter also, and manipulates the key of the telegraph instrument with skill. Having to take the dictations of the Postmaster General, he is early and late at the Department; but when the Postmaster General is away, as happens, of course, in vacation, or sometimes for a day or two during an extraordinary week, Mr. Minick has nothing to do. He is sitting at the telegraph instrument attached to the wire which connects with the Postmaster General's business office in Philadelphia, this so that if any important business emergency should arise to require his judgment he could give it in an instant.

OKLAHOMA CITY



G. A. BEIDLER



THE PRESENT POST OFFICE



THE FIRST POST OFFICE

A MOST INSTRUCTIVE, FASCINATING AND
REMARKABLE BOOK,

ENTITLED

The Story of Our Post Office,

By MARSHALL CUSHING.

A complete story of our National Post Office Department, turned inside out; crammed full of information and the most romantic, laughable, tragic and wonderful incidents on record.

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<i>Sheep or Library style, marbled edges, back gold imprint, . .</i>	<i>4.75</i>
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<i>Edition de luxe, morocco, gilt edges, side and back gold imprint,</i>	<i>6.00</i>

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