

Their Trade Samples and Other Mysteries

Introduction

The research and collecting of the information for this paper began some 20 years ago. This is when my interest in Newfoundland Philately and its Postal History began. I was initially intrigued by the works of Perkins Bacon, and their beautifully prepared and executed first issue of postage stamps. I fell prey, as did others, to the blandishments of certain stamp purveyors and thus became aware of the existence of what was then, as now, often called 'Reprinted Die Proofs'. I determined to learn more about them and by 1968 had accumulated enough information with the help of one of your members, Dr. Bill Stone, to prepare and publish in the American Philatelist a paper titled "**A Preliminary Report on The Perkins Bacon Trade Sample Sheets of 1902 and Later**". This article appeared in the May, June and July issues of 1968 (Vol. 82, No's 5, 6 & 7). It is quite detailed and contains much information on papers, colors, dates of printing, etc and the letters to the editor of P. Bond and J. Dunbar Heath written in 1929. Since then from time to time a few important pieces have been added to the collection and some of the mysteries have been solved. The final bits seem to have been hiding all these years in the vaults of Harry Nissen and were only released when his voluminous material became available en mass.

I should point out that dates are approximate and have been arrived at by assumption, the writings of others and interpolation. There is little or no direct proof that the dates are accurate. They do, however, seem to be appropriate based on the information available. The data on 'papers' has been derived by seeing examples and measuring them, and again on the observation of others. Colors also have been seen or accepted from the writings of other researchers or participants. Most of the data related here has been excerpted from the earlier paper.

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As you view the display, some of the pages are not white, Be not disturbed - I have several collections and the yellowish ones are from the Pence Issue group - I was just too involved to remount them at this time.

Another contemporary, Marcel Stanley of Wellington New Zealand, is also pursuing the adventures of Perkins Bacon, but this time with reference to the Chalon portrait of Her Majesty. The late Bill Purvis, too, had a great interest in the various examples of Perkins Bacon's endeavors. What you will see today in the exhibit, and to escape redundancy, in the various slides, are the results of some 20 years of collecting the memorabilia of Perkins Bacon and the exquisite engravings they brought forth. To me they are an Art Form the likes of which will not be produced today.

First Exhibit - Die Making in Retrospect

The basis of all of the early stamp designs were the intricate patterns randomly engraved by the Engine Turning Lathe. There are here displayed, a selection of four pages of these fascinating near circular devices. Were they used in the production of essays or stamps ? Frankly I do not know, but they are an interesting study. We will now divulge a possible way in which they were used to develop a stamp conception and then show how several creations were combined to invent the basic stamp design, for **New Brunswick** initially, and then for **Nova Scotia**. The later transposition into the format for the 1^d and 5^d stamps of **Newfoundland** will follow.

This photographic essay has appeared in print in the *Essay Proof Journal* <<Summer 1979, Vol. 36, No. 3, Whole No. 143>> and in the *Stanley Gibbons Stamp Monthly, London England* <<Volume 41 Number 5, January 1968>> and in the *Gibbons-Whitman Stamp Monthly in the U.S.* <<April 1969>>. To realize the full value of the essay it will have to be studied carefully and progressively. The precision with which the final die would be created, and the many steps taken to do this will be appreciated from the study. Quickly

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viewing the fourteen pages illustrating the process, most certainly will not represent the careful hours taken in completing the original project. As a bonus another derivation of the basic circle was used on a banknote for the Aberdeen Bank of Scotland.

Second Exhibit - Generally engravings

Lets begin with a mystery ! Here is an engraved plate, titled "STYLES OF MACHINAGRAPHY" which appears very much like other sheets prepared by Perkins Bacon. Yet, at the bottom of the sheet is the legend "E. Bacon & C^o, 3 Angel Court, Skinner Street". Is this a forbearer of Perkins Bacon & Co. ? So far I have been unable to determine the answer. The designs have a familiar appearance - does anyone have the solution ?

Then there is this magnificent large engraving by the firm of Perkins Fairman & Heath, presumably prepared about 1822. It is too large to include on a page, so you shall see a photo reduction on the order of 10 to 6. Many of the designs shown on this page were used to produce Postage stamps during the period 1855 to 1879. They can be identified by refrence to the two volumes of the "Perkins Bacon Records"

An intriguing advertising piece, plugging "ROWLANDS Macassar Oil, price 3^d", labled "a treatise on the hair with directions enclosed" sports designs that were and could have been used on stamps. The circular stars in the area below the price (3^d) are the same ones used in the New Brunswick and Newfoundland stamp designs. To prevent duplication the background design on the second page (The one behind the French description of the virtues of Rowlands Oil) is a continuous repetition in minature script of "rowlandsmacassaroilrowlandsmacassaroil" for line after line. Marcel Stanley also has a copy of this ad, no doubt because of the vignette of "her most gracious MAJESTY"

Then there is the Geometric lathe work which appeared in Sir. Edward Bacon's book on the Proofs & Essays of Great Britain. Shown are three pages - An example overprinted

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SPECIMEN; - An example titled "Background used in the design of the original 1^d stamp, 1840" with a very faint inverted 3 in the lower left corner; - finally, a reproduction in brilliant red again with the inverted 3, which probably was removed from Sir Edwards book. The first and the last are printed on .005" thick yellowish paper while the middle design is on heavy board.

Of more recent vintage we have Perkins Bacon & Co. Ld, professing their own virtues for the benefit of the Chicago World's fair in 1893. Of interest are the corner labels which describe the antecedents of the Company. "Perkins Fairman & Heath 1819" , "Perkins Bacon & Fetch 1834" , Perkins Bacon & C^o. 1852" , and "Perkins Bacon & C^oL^d 1887" Further marginal strip praises "for 40 years postage stamp " "contractors to her majestys government" "for the supply of Bank notes". Now how do you interpret those interlocked labels ? De La Rue did most of the stamp printing after 1861.

Next we display several montage's of various postage stamps, arranged in overlapping and intersecting designs. One is a printing from a plate made from such an arrangement and the other a mockup in preparation of making a plate. There are proof designs from Tasmania, Queensland, New Zealand, New South Wales and the Foreign Bill Stamp. Most bearing the Chalon design of the Queen. Why would they prepare this plate ? The next exhibit will tell.

Here is a Bond like preparation, which for the first time lists a telephone number ** 1472 HOP ** and telegrams ** PERKALINE, LONDON ** buried for the moment behind the fold. On the obverse in blue crayon is the script "OLD CALENDAR". The stamp montage was evidently for the purpose of listing the countries for whom the Company had prepared postage stamps, in other words their customers. It was probably prepared sometime after 1900.

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Another montage appears, this one after removal of the firm from 69 Fleet Street to 58A Greys Inn Lane. Queen Victoria in various vignettes, forms the theme of the four coexistent designs. This again is a mock up and it was reduced to a plate as can be seen on the next several pages.

These two pages are most interesting. Marcel Stanley and I both have them and though we differ in the possible use, we would like a plausible explanation of them. I have felt that they were playing card wrappers while Stanley believes they are book markers. Perhaps they were intended for less obvious use. Do you know ? They are however the only bi-colored printings I have seen. Next is a picture in resplendent color showing a reproduction in miniature of the Chalon painting from which William Humphries received the inspiration to engrave his famous replica of the Queen.

So far we have established several important criteria. A method of preparing a die for postage stamps has been developed and the fact that Perkins Bacon often utilized the results of their endeavors to produce promotional literature, is evident. Who can blame them ? With a process which at the time defied copying or forging, and with their expertise in its use, the product itself would be the best promotional material available.

The PERKINS BACON Trade Sample Plates

There were many ! They were initiated, according to Managing Director Heath, about 1902 and continued to be produced until at least 1931. They were beautiful and sometimes dangerous as they contained out of date but still viable stamps in original colors, but not necessarily on original papers. Some were based on unused essays or re-entered stamp dies which could not be considered a usable stamp. But all had a common start, they were made from rollers of the originals impressed in a PLATE. With few exceptions the Trade Samples were not printed directly from the Die, and thus cannot be fairly called

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"Reprinted Die Proofs" Why does one REPRINT a Die Proof ? They were never supposed to be printed in quantity, and were only intended for the use of the engraver in progressively viewing or later in improving his work, or for the eventual approval of the manager or customer. Reprinting would obviously be for some reason not generally considered necessary.

The following pages contain some of the many Trade Sample Sheets. Initially the pages will contain examples from PLATES containing duties other than Newfoundland. Following these examples will be the Newfoundland PLATES and printings which are as complete as I could make them and then a selection of special Die Proofs created for the Herts Programs which seemingly initiated the Trade Sample Sheets. Last but not least we will see a selection of later uses of various Dies on Invitations, Menus and other commercial items. Newfoundland was the country I was most interested in, and it was the catalyst which has spurred this investigation. One of the mysteries still unsolved is an accurate count of the number of reproductions of any one color on any one paper of any one PLATE.

Possibly among the earliest printings is what I have chosen to call PLATE 13, as it had Thirteen Die Rollers impressed into it. According to James Heath this was printed in 1902, most probably on 5 different papers or board, in 1 to 12 different colors. It also has been identified on 2 papers printed in 1919 in from 3 to 8 colors and again in 1929 on 2 different papers in from 3 to 8 colors. This plate has many children. Unfortunately I do not have an example with the bottom annotation, therefore the photo is shown. There are also shown examples of single duties cut from the various colors and printings.

Next, and also initiated in 1902 , is the 3 Ceylon PLATE. This was prepared on 4 different papers in from 1 to 12 colors. It was reproduced again in 1929 on 1 paper in 3 colors. The lower example is on thick board and is believed to be from the earliest

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production. The other 2 pages are on the first paper in a portion of the 12 colors.

I have only one late example of the Ceylon - Cape of Good Hope PLATE to show you. It was printed in 1902 on 2 papers in 10 to 12 colors, and again presumably in 1929.

The Queensland 3 PLATE and the Sarawak 3 PLATE are represented by photographs and a single example. They were printed in 1902 on a single paper in 3 colors. To make this page less drab, a single copy of the Incomplete TASMANIA 1^d die in green on the 1919 soft white wove paper is included.

The Barbados 3 PLATE was a 1902 entrant printed on coarse board .02", in three or four colors. Seemingly this was the only printing, thus it is scarce.

One of the most interesting plates is the Foreign Bill Stamp Plate which exists in progressive form. Three states are known, and are shown herewith. The first state on board is from the 1902 printings, the second state, with several vignettes and scratches added is from the 1919 printings as are the single impressions shown with the unknown New South Wales disfigured stamp, while the third state, now cleared of scratches, comes from the 1929 editions. It is apparent that nothing was destroyed or thrown away at Perkins Bacon. The vignettes on this plate appear again in other forms on some of the other plates.

I wish I had a full printing of the Calendar Plate, which is a delightful rendition. My few 'singles' will have to suffice with the photographs. It is presumed this was first prepared and printed in 1910, we know it was again produced in 1919 in 3 colors on 1 paper.

Plate 6 should chronologically appear here, (1908) however it will be discussed under Newfoundland, as this is the first time these duties have appeared since the initial Plates X and XA from 1902. The same is true for Plate 1, which first appeared in

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1919 in its initial state. There were some items prepared in this year which interest us.

A page of Single Die Proofs is shown. These were made by using the individual Dies and then creating the surrounding die sinkage by squeezing a clear block into the paper.

Notice that all impressions are the same size. The selection is sparse and other examples exist in other colors and on other papers.

The GRIEBERT card is presumed to have been prepared in 1920 as Mr Griebert passed on in 1921. It is an interesting use of an unused Essay. The 3^d Newfoundland Die in the montage is from Die II, (The unused Essay). Griebert was a London stamp dealer.

When the QUEENSLAND Plate was prepared is unknown. The color and paper are the same as the Griebert Plate so one could assume that it was done about 1920. A similar six segment background will have been seen in one of the first four pages.

1929 was a crucial year in which many Trade Sample sheets and single items appeared. The SINGLE NEW ZEALAND plate of which examples are known with the value label cleared or filled with horizontal lines, comes from this era. It also seems to have been printed in 1919, from the single colored examples remaining on 1919 paper and could have been printed earlier.

The CRAWFORD Plate may have been prepared in this year (1919). The only examples which I have from this plate appear on .003" paper It is about equal to the 1919 "Special Postage Paper London". I am not too sure about this date, as the colors indicate that it could have been first printed in 1902. Some of the colors on the examples would indicate that either year would be appropriate.

When did they print the Perkins,Bacon & Co Ltd SPECIMEN card ? I have no idea. It had several values we have seen before mounted separately upon it.

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The developing PROGRESSIVE PROOF DIE, identified as being from the 1929 or later printings by the paper and the color of the last impression, is a small version of a Trade Sample sheet. Its series of progress proofs with the two backgrounds and the four vignettes form a study in progressive proof making. The vignettes, often with outlining border rings, embellish later invitations and Menu's.

The NEWFOUNDLAND TRADE SAMPLE Sheets

There are four Plates which contain Newfoundland duties - (1) Plate X (the mystery plate from my earlier article) in two states, (2) Plate 6 in one state, (3) Plate 1 in three states and (4) Plate 30 in two states.

It took 14 years to definitely prove that PLATE X and its defaced companion PLATE XA existed. The last piece fell into place in 1982 when offered, as usual, by a most unexpected source at outrageous prices. Prior to this event I had collected from multiple dealers a ragtag array of single pieces which arranged and rearranged themselves into many combinations. Some of them are incorporated in the first page of Plate XA. It was apparent from the Strawberry colored bits that the defaced 2^d was located next to a defaced 1^d or 5^d, and that some stamp was located beneath the defaced square. Which one? and, How many others made up the sheet?

The Orange and Scarlet Vermilion singles were next to arrive, and to prove how dangerous these were, I offered them to a knowledgeable and respected dealer as mint stamps without gum (which was not unusual). When he accepted, I told him about their provenance, and we accepted the fact that they could have been passed as beautiful stamps. In fact they are so good that the Orange 6 1/2^d was once listed in the catalogues. The Brownish Orange examples furnished more information. The defaced stamp was a 1^d and the 5^d resided next to the 3^d pair. This did not define the bottom row. The final and conclusive piece was the strip of three (6 1/2^d, 8^d and 4^d) green duties on

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board from the defaced sheet. This firmed up the bottom row, indicated that only the three lowest values had been defaced, and determined a location for the right margin of the plate. The colors and papers are of the 1902 variety, and this seems to confirm that the Plate was prepared then. The defacement of the 1^d is most like the die prepared for the 1910 Herts Menu. We still do not know if there were other duties above, to the left or below the 9 Newfoundland stamps. And so this Mystery has been partially solved.

The next Plate to be prepared was PLATE 6. The date is assumed because of the inclusion of the New Zealand Die used for the Herts Menu of "4th June 1907" and the defaced Newfoundland 1/- from the Herts Menu of 1906. This meant printing in 1908 or later. The Plate was often reproduced, on heavy card in 1908, on lighter card in 1929 in 7 colors, and on the usual papers in several colors. This seems to be a difficult sheet to be factual about.

And now we come to the most prolific sheet of all. This is named PLATE 1 because its later defacement was defined by the printers as Plate 1A. I have never seen a complete sheet in its prisitine state. It exists in a later state, scarred and scratched while in storage, and reprinted in 1929. An example is shown. The literature states that this Plate was prepared for a London dealer, who had been bothered by remarkable forgeries of Newfoundland stamps. PLATE X no doubt, as we have seen. It was printed in 8 delightful colors, which are the most pleasing of all the printings, on a porous soft wave paper. All of these colors are represented here and in the slides. I find them beautiful.

In 1929 PLATE 1 was reproduced many times. By now it had been retrieved from storage where it had been roughly handled. Many scratches and gouges were noticeable on its surface. An example in green is shown. The plate was printed in 7 colors on one paper and in black on several other different papers. This time the colors are vivid and more garish and less pleasing. There is a story connected with this printing which seems to

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indicate that the sheets were produced to provide monetary reward to someone. If true, it would provide a motive for the sheets with the statement "Printed ---, 1929. Reprints of specimens printed 1902 - 1919. Perkins, Bacon & Co. Ld **sgd. James D. Heath - Managing Director**" which would indicate legitimacy if not removed.

The 8^d DIE from the 1856 printings of the Newfoundland stamps became the recipient of several different attempts at defacing the product. Three proofs from this Die are shown - more are known to exist. Note the example in the lower right corner, it is like the final result at defacement as you will see. How do we know they are from the year 1929 - the paper is like that used on many other Die proofs available from the period. The 2^d Die was also printed at this time but defacements do not seem to exist.

We now come to PLATE 1A, the defaced state of Plate 1. Why was it prepared ? It has been said that it was done to cover up the 1929 printings of Plate 1. The plate was again printed in the 7 vivid colors and on the same wove paper as Plate 1. Another printing was on a thicker wove paper (.006") in 5 colors. An example is shown of the full sheet with the bottom label added by Managing Director Heath.

The last of the Plates which I have called Plate 30 and Plate 30A, because they were prepared in 1930 by admission of Mr. Bond, end the story of the Trade Sample Sheets. The only known copies of these two plates reside in your own vaults. The defacements on Plate 30A are reminiscent of the Newfoundland and Crawford Plate defacements. They were probably copied from them. Why were the '30' Plates prepared ? - perhaps one of you can answer.

The HERTS MENU'S and other INVITATIONS

The first Menu was made for the 1906 Herts Philatelic Society meeting to be held on May 29th 1906. The invitation to the meeting bore a replica of the QUEENSLAND REGISTERED

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stamp with twin circular defacements in the four corners. This duty had appeared earlier on the 13 PLATE of 1902 and the QUEENSLAND plate printed the same year. To embellish the Menu a defaced example of the 1/- Newfoundland was selected which had been shown undefaced on both PLATE X and PLATE XA. The defacement was made in two steps and in the process the original Die for the Shilling stamp was damaged. In preparing the unused essay, two nicks were made in the outer frame line left side of the original die. When the die was used the second time to make the final defacement these open spaces in the outer frame line become apparent, and will show up again in PLATE 1. They do not appear in PLATE X or PLATE XA thus proving that this plate was made prior to 1906. A new roller was made for this defacement and in 1919 it was further defaced and then printed on the paper used that year, thus ending its useful life.

In 1907 the invitation acquired a defaced Barbados stamp, now containing the legend "HERTS PHIL. SOC." in the value space. The original, with value space blank, had been on the 13 PLATE. The Menu for the Herts meeting on June 7th 1907 bore a copy of a New Zealand stamp with the value block now reading "H.P.S.4th.JUNE 1907". It would seem that this had been derived from the SINGLE NEW ZEALAND Plate. If this is true it would have been prepared prior to 1929 or 1919. A page is shown on 1919 papers with the bottom value line removed. It is possible to tell, however, that these are from one of the Herts modified Dies.

1908 passed without recourse to Perkins Bacon Die Proofs on Menu or Invitation. In 1909 we again find Perkins Bacon assisting in the pleasantries. The Invitation bears a defaced copy of a Ceylon duty with CEYLON replaced by background material and the value block reading "HERTS PHIL.SOC". The same die, with value space blank and CEYLON in place, appears on the 3 Ceylon Plate and the 1910 Calendar Plate. We also see several varieties on Plate 6. The Menu has our friend the New Zealand stamp, now with the value block reading "H.P.S.4th May 1909". This did not become impressed in PLATE 6 as did its

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predecessor from the 1907 Menu and the 1/- Newfoundland from the 1906 Menu. From this we can interpolate that PLATE 6 was prepared in 1908.

1910 witnesses the final use of Perkins Bacon Dies in embellishing the Menus and Invitations. The latter contains a reworked version of the INCOMPLETE State of the TASMANIA 1^d Die with the value block reading "HERTS PHIL.SOC". The Menu contains our other Newfoundland Die - the defaced 1^d from PLATE XA. It is shown in Red and Blue with the title in the value block "H.P.S. APRIL 28th 1910". Unfortunately I was unable to obtain a complete Menu.

In 1921 the single die of Victoria, the Chalon type, appears on a Menu for the Eighth Philatelic Congress of Great Britain. A small version of the same vignette adorns the Stanley Gibbons Directors Xmas Card of 1935. The same year displays the Invitation and Menu of the Twenty-second Philatelic Congress of Great Britain each bearing a now doubly encircled vignette from the stamp of SOUTH AUSTRALIA which appeared on the 13 PLATE, the BILL STAMP PLATE and the 1929 PROGRESSIVE PLATE uncircled, and now as shown on one of the PLAYING CARD WRAPPERS.

In Conclusion

With this, the demonstration is ended. I will be glad to answer any questions, if I can. Will any of you having information which I do not possess be good enough to advise me, so that I can make appropriate notes and correct this paper. My thanks to you for your receptive attention.

And now, as my Geometry teacher would say at the end of class ---

Q.E.D.