

# Postal Stationery Notes

Volume 18 No. 2

SEPTEMBER 2002

## #4. ILLUSTRATED CARDS

**"The Breithaupt Leather Co.,  
Berlin (Kitchener), Ontario"**

*by Chris Ellis*

The rise of industrial production in Europe led to the emigration of many no longer needed artisans/craftsmen to North America. Amongst these was Laborious Breithaupt from Allendorf, Germany, a descendant of a family which had been in the leather tanning business since the early 1700s. He emigrated to Buffalo, New York in 1844 and established a tannery. His eldest son, (Philip) Louis Breithaupt, had been born in 1827 and worked with the firm as a salesman and buyer of raw hides and supplies such as the tree bark necessary for the tanning process. He travelled on business to Berlin, Upper Canada in 1851. There he met, and later married in 1853, Catherine Hailer, a daughter of a prominent merchant. On his father's death he took over the Buffalo business and in 1852 merged the tannery with that of a partner. He recognized that Berlin was, via the railway, a good location in which to obtain raw materials and access markets. With his brother-in-law, Jacob Wagner, and help from their father-in-law, he set up another company in Berlin which, with \$7,000 in startup capital, opened a store in April, 1858. They added a tannery a year later which came to be know as the "Eagle Tannery." On the brother-in-law's death in 1861, he dissolved his Buffalo partnership and moved to Berlin to take over the firm. By 1864 they employed 30 men and produced over \$100,000 worth of goods per year. In 1870 they had 40 employees, placing it among the top 2% of industrial business employers in Ontario.

*continued on page 15*



*Editor's Notes*

Summer is almost over now and I hope everyone enjoyed the hot weather.

Stamp clubs are starting to meet again and the BNAPEX 2002 convention in Spokane, Washington on September 27 - 29 will again have a postal stationery study group meeting.

I am sorry, that I will not be able to attend this convention, but Robert Lemire will chair the postal stationery study group meeting and I am sure it will be a great get together as always. Don't miss it.

Robert has this to say:

"Start BNAPEX right! Even before the doors to the show are open, attend the Postal Stationery Study Group meeting. The program is still being arranged, but bring along interesting items. If we don't have time for discussion at the meeting, there certainly will be time to sit down during the show and talk about them. The U.S. BNAPEX shows are usually smaller, but it is easier to seek people out, and discuss philately."

To my knowledge, no new postal stationery was issued in the last two months, but Bill Geijsbeck send in a very detailed listing of the regular prepaid #8 and #10 envelopes issued so far this year.

Also in this newsletter is a very good listing of the varieties of the Government of Ontario Xpresspost envelopes by Chris Ryan and number 4, illustrated cards by Chris Ellis. His research of the Breithaupt Leather Company again makes fascinating reading.

Other great material sent in by members makes it possible for me to do the newsletter on time.

**Keep it up.**

*Dick Staecker*

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# What's New

**in Postal Stationery**

## ENVELOPES

### CANADIAN 2002 ENVELOPES

*by William R. Geijsbeek*

Canada Post has supplied the following production quantities by date code for the 2002 domestic lettermail envelopes released February 15th for the new 48¢ rate. Production quantities are in thousands (000).

<u>Printing</u>	<u>Date Code</u>	<u>size 8</u>	<u>size 10</u>
1	none	850	3625
2	2002-02-25	700	500
3	2002-04-04	550	900
4	April 2002	1000	2300
	Total	3100	7325

The date codes are used as a quality control measure. Each code represents a different printing of envelopes. Thus, in case a batch of envelopes turn out to be faulty, it can be isolated from other printings of the envelopes.

Canada Post carries four different envelope items in its stock - #8 envelopes in packs of 10, #8 envelopes in boxes of 500, #10 envelopes in packs of 10, and #10 envelopes in boxes of 500. When stock of any of these four items gets low, a new printing is triggered. Thus far, new printings have included both size 8 and size 10 envelopes, but there is no guarantee that will always be the case in the future. And, of course, it is unknown whether envelopes of any given printing were produced for packs of 10 or boxes of 500, or both. It certainly can be assumed that envelopes in the first printing were produced for both packs of 10 and boxes of 500.

In trying to track down which printings were done for packs of 10 or boxes of 500, one must be very careful. Obviously if you open a pack of 10 and find a particular printing, you have confirmed a data point. But if you buy a loose envelope over the counter, it could have come from a box or from an opened pack of 10. Many RPO's and smaller corporate offices obtain their single envelopes by opening packs of 10. I have confirmed the following:

<u>Printing</u>	<u>Date Code</u>	<u>size 8</u>	<u>size 10</u>
1	none	P, B	P, B
2	2002-02-25	P	P
3	2002-04-04	P	P
4	April 2002	P, B	B

The above production data also gives us a clue that the minimum production quantity will be 500 thousand and thus probably will not be too difficult to find. I personally found #10 envelopes from the second printing and #8 envelopes from the third printing in post offices in Saskatchewan and Manitoba in July while on vacation this summer.

Two last points. All envelopes are supplied to post

offices (corporate or RPO's) through supply depots at Calgary and Ottawa. Calgary handles about a third of the volume that Ottawa does.

Second point - the ratio of size 10 to size 8 envelopes is, in aggregate, approximately 2.4 to 1.



**DUES:** Postal Stationery Study Group dues are Can. \$8.00 or equivalent per volume of six issues.

Dues are now payable if you mailing label reads V18#1. Please renew soon and make your remittance payable to 'JOHN GRACE' not to BNAPS or the Postal Stationery Study Group.

Dues or any change of mailing address should be sent to the Sec./ Treasurer John Grace, 734 Aspen Rd. Pickering, On. L1V 4H2 E-mail [jandmgrace@sympatico.ca](mailto:jandmgrace@sympatico.ca)

All information for the newsletter, and correspondence about the study group, should be addressed to Dick Staecker, 384 Regal Drive, London, On. Canada N5Y 1J7, phone (519) 455-9715, E-mail may be sent to [dstaecker@rogers.com](mailto:dstaecker@rogers.com)



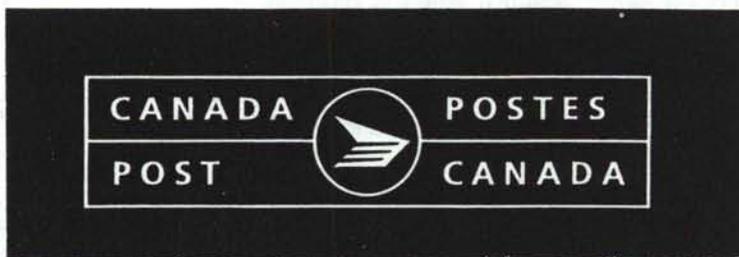
## Varieties of the Government of Ontario Xpresspost Envelopes

by Chris Ryan

I have noted three varieties in the private order prepaid Xpresspost envelopes used by Government of Ontario offices and agencies (Webb's XP550/550a). The identifying characteristics for each of the three types are itemized below. I have found that the shade of the green used in each type is sufficiently distinctive as to permit instant identification.

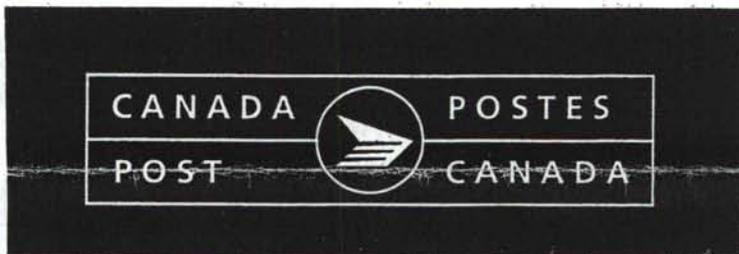
### Type 1:

- Red date clock "00", missing "2", under the sealing flap at centre.
- Canada Post logo box is 76 mm long, with font "A". (See illustration.)
- Type "B1" roulettes on sealing flap. (See below for description.)
- Trillium logo is light-medium green.
- "Thin" font used for text, dashes and stock number on back. (See illustration.)



### Type 2:

- Purple date clock "01", missing "3", under the sealing flap at centre.
- Canada Post logo box is 76 mm long, with font "B".
- Type "B2" roulettes on sealing flap.
- Trillium logo is medium green.
- "Thick" font used for text, dashes and stock number on back.



### Type 3:

- Green date clock "02", missing "4", under the sealing flap at centre.
- Canada Post logo box is 84 mm long.
- Type "B1" roulettes on sealing flap.
- Trillium logo is dark green.
- "Thin" font used for text, dashes and stock number on back.



The roulette types are as follows:

**Roulette "B1":**

- A variety of Webb's Type "B" roulette. (See page 318 of the catalogue.)
- A coarse roulette with individual cuts 2 to 3 mm in length.
- The horizontal line dips from left to right across the flap, it is not parallel to the edge of the flap.
- The left-side pair of slanted vertical lines are significantly closer together than in roulette "B2". The bottom ends of this pair are 24 to 25 mm apart.

**Roulette "B2":**

- A variety of Webb's Type "B" roulette.
- A fine roulette with individual cuts approximately 1½ mm in length.
- The horizontal line is parallel to the edge of the flap.
- The left-side pair of slanted vertical lines are significantly further apart than in roulette "B1". The bottom ends of this pair are approximately 33 mm apart.

I know of the following "brandings" for the respective envelope types:

**Type 1:**

- Carleton University, Admissions Services.
- Carleton University, Office of Registrarial Services, Faculty of Science.
- Conestoga College.
- Ministry of Health and Long-Term Care, Registration and Claims Branch.
- Lakehead University, Office of Admissions and Recruitment.
- Ryerson Polytechnic University. (*photograph*)
- York University, Schulich School of Business.

**Type 2:**

- Ryerson University (*photograph*). (*see below, 25%*)
- University of Waterloo ("join us and make Waterloo ..." in black).

**Type 3:**

- University of Guelph, Admission Services(in black). ("Welcome to Guelph" in dark red.)
- University of Waterloo ("join us and make Waterloo the next step in your future" in black). (*see below, 25%*)

**HOW TO USE**  
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seal and comple  
Deposit into any  
Canada Post fac

For more inform  
Sales Represent:

Canada Post Cor  
or delay includir

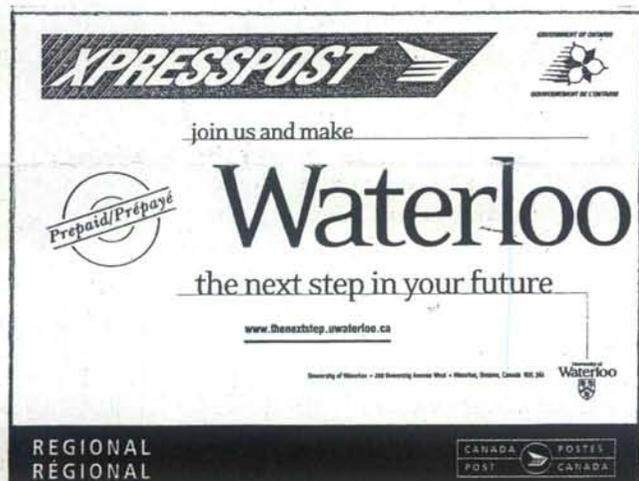
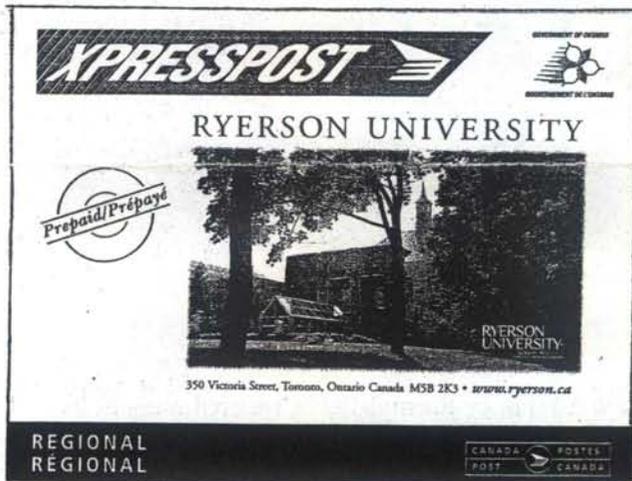
Type 1  
thin font

**HOW TO USE**  
Simply fill (maxi  
seal and comple  
Deposit into any  
Canada Post faci

For more inform:  
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or delay includin

Type 2  
thick font



continued from page 11

Its tannery, which had been built on Adam St. in east Berlin, was valued at \$35,000 to \$40,000. Louis Breithaupt entered local politics, first serving as Deputy Reeve in 1866 and in 1878, as Mayor of Berlin. He died at 52 in 1880 of liver disease, an apparent hazard of a life working closely with tannic acids, and left an estate variously estimated between \$200,000 and \$500,000.

The firm was then taken over by his eldest son, Louis Jacob (1855-1939) who had been in training to take over the business, including attending business college in Toronto. Despite some setbacks, notably a fire in 1870 which destroyed and forced the rebuilding of the Berlin tannery, they continued to expand the firm and its markets. While Montreal had been a major market in the 1870s, by the 1880s they were selling in Manitoba and later in the decade began more extensive business with the maritime provinces. By the 1890s they were selling extensively in European markets and even had sales to Japan. In the late 1870s, bark was in short supply in southernmost Ontario and Louis Jacob and his father had begun looking at property in the Penetanguishine area with the aim of establishing another tannery and access to local bark supplies. Such a company was founded in 1882 at Penetang with Louis Jacob's youngest brother, John Christian, supervising its construction. Another tannery was added at Listowel in the late 1890s. By that time as well, Louis Jacob, along with members from other leading tanneries, formed a combine, the Ontario Bark Co. to open up the bark resources of northern Ontario and, in order to ensure a needed supply of hides, developed ties to sources on the USA east coast in Boston and New York. In July 1890 the company became a joint stock company, "The Breithaupt Leather Company Ltd.," with \$500,000 in capital stock divided mainly among various family members. Following in his father's footsteps, Louis Jacob had also entered politics, being elected councillor of Berlin in 1882 and in 1888 stood unopposed for Mayor of the city. In 1900 he was elected member of the provincial parliament for Waterloo North. He was one of the few who spoke out against renaming Berlin "Kitchener" during the First World War. His brother, John Christian, also served as a councillor and mayor of the city.

The company continued to expand in the time prior to the First World War focussing on the production of boot/shoe soles and glove leather and the Kitchener tannery was regarded as the largest in Canada. In 1906 they purchased another tannery at Hastings in eastern Ontario and began searching farther afield for leather sources which culminated in 1911 in negotiated contracts to obtain leather from Argentina. The First World War, with its anti-German sentiment, and the subsequent depression of the 1920s, took its toll on the firm and they were forced to close their tanneries outside Kitchener such as at Listowel. Louis Jacob remained President of the company until 1935 but direct management had been taken over by other family members, notably his eldest son (Louis Orville; 1890-1960), who, by the mid-1920s, restored some of its financial standing. Nonetheless, the writing was on the wall and in 1950 the Kitchener Eagle tannery was closed, ending over 90 years of production. Louis Orville would also be active in politics, serving as mayor of Kitchener and a member of federal parliament. In 1952 he was named Lieutenant-Governor of Ontario.

BERLIN, ONT., April 25th. 1905.  
In reply to yours of 14th. inst.

Dear Sir:

We may say that we have no sale for the rejected Upper that you refer to, as we are not handling that class of goods at present.

Mr. P. Lawson,  
Port Dover, Ont.

Yours truly,  
THE BREITHAUPT LEATHER CO., Limited.

above is the reverse of the first Breithaupt Leather Co. card on page 11.

76 Penetang April 19<sup>th</sup> 1906  
BERLIN, ONT.,

Dear Sir:

In reply to yours of inst.

Please give us outside diameters of 7-8" moccasins, also height with fur that standards. We are preparing a place for it & need size. Reply by return mail will oblige.

Yours truly,  
THE BREITHAUPT LEATHER CO., Limited.

above is the reverse of the second Breithaupt Leather Co. card on page 11.

Prior to 1897 the Breithaupt company was a major user of postal stationery cards with illustrated back advertising. As for post-1897 front ads, I am aware of four different Breithaupt Leather advertisements, all of which were used between 1898 and 1906 and hence, occur on Victoria and Edward cards. These can be found used not only at Berlin, but also at the firms other branches such as Penetang. All cards feature the company's circular trademark/logo at the upper left which shows the company name in a band around the perimeter surrounding an eagle and a bull's head and additional text (see attached examples).

1) On P18 in brown ink. Text below logo reads: "Berlin, Ont." Text between logo and stamp reads: TANNERS/ And Dealers in/ LEATHER/ AND FINDINGS./ Our Brands - - BERLIN, PENETANG & LISTOWEL." (slashes indicate line breaks). "And Dealers in" text is bracketed by two small wedge-shaped printer's marks. There is also a large, roughly diamond shaped, printer's mark to the left of the "LEATHERS AND FINDINGS" text and a short horizontal line separates that text from the line beginning "Our Brands..."

2) On P18 in brown ink. Text below logo reads: "BERLIN - ONT." Text between logo and stamp reads: TANNERS/ and dealers in/ LEATHER AND FINDINGS./ OUR BRANDS:/ BERLIN, PENETANG & LISTOWEL./ "There is nothing like leather/ If it is well put together." "and dealers in" text is bracketed by two small wedge-shaped printer's marks which differ from #1 in that they are thicker and shorter. There is a series of five small rough diamond and circular printer's marks separating the line "LEATHERS AND FINDINGS." from the line "OUR BRANDS:". A horizontal line separates the "BERLIN, PENETANG..." line of text from the "There is nothing..." line.

3) (shown) On P18 in brown ink. Text below logo reads: "BERLIN, ONT." Text between logo and stamp is same as on #2 except there are no printers marks and no line separating the "BERLIN, PENETANG..." text line from the "There is nothing..." text line.

4) (shown) On P23 in black ink. Text below logo same as #3. Text between logo and stamp reads same as #2 except there are no printer's marks, "AND DEALERS IN" is all capitalized and "OUR BRANDS:" is not italicized.

Acknowledgements: Several sources were used in developing the brief history of the firm contained herein but the major source was Andrew McCauley Thompson's *The Breithaupts and Breithaupt Leather: Building a Family Business in Berlin, Ontario*, a PhD dissertation submitted to the Department of History, University of Waterloo. The Breithaupt family papers, including diaries of many of the principals, are housed in the rare book room at the Dana Porter Arts Library at that university.

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### *Short Notes*

I received information from a source at Canada Post, that printings of postage paid postcards similar to the "White Lion" card printed private order for the African Lion Safari (see Vol.17, page 52) were also done for other private companies or individuals. After trying to get some information about prepaid privately printed cards, I was told that Canada Post does not have information who is ordering these cards from the printer, they are only interested in receiving the proper amount of money for the imprinted postage.

After that I contacted the Postcard Factory, but there I also was brushed of with the explanation:

"I am sorry but we do not have the staff on hand to accommodate your requests. These cards are created from time to time, but if we gave all collectors who inquire our customers' names when we print custom cards, our customers I am sure would not be too happy. Sorry I can't help you on this one!"

**So everyone, look out for any prepaid Postcard Factory cards other than what is being sold at postal outlets or at souvenir shops. We will continue to list in the newsletter whatever is reported to us.**

## PREPAID PARCEL LABELS

Chris Ryan reported two new prepaid labels not listed in Earle Covert's research listing in Postal Stationery Notes, volume 17 - No.2 and No. 3.

The Expedited Parcel label shown below, (recently I found this one on an envelope mailed from the office of the Registrar General) has a large "1" below the box. The label looks similar to the Xpresspost label number X on Earle's list, it has the same date/code number 33-086-560 (00-08) CODE #1609S on the side, but "CUST" is not anymore in front of the number inside the box and the box is shaped more like a square.

The second label (also shown below in reduced size) was reported by Chris Ryan and it has the same box only with a different number in the box and a large "2" below the box with bilingual "Expedited Parcel to the left.

The third label (from Chris) is as the Ontario Government type I label on Earle's list, but has "NATIONAL" instead of REGIONAL inside the box. Chris mentioned, that it was used in error on a package (bubble envelope) sent within Ontario.



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### *New discovery*

John Grace reports a new discovery for the Webb's catalogue. On page 58 in the catalogue it fits between DEN539-40d and DEN543-37. It is a 4 cent purple Wilding official envelope, code #2273, addressed like the others to the Meteorological Branch, Toronto.

### *Request*

A request from Art Klass is asking if any member has a copy of card P75a precancelled, not perforated, blue printing, banner "It's not too late" **IN FRENCH**. This is the one listed by Manley from a cut square, but has never been seen by anyone of us.

If anyone has that card, please contact Art Klass or me with a picture of the card (both sides please)

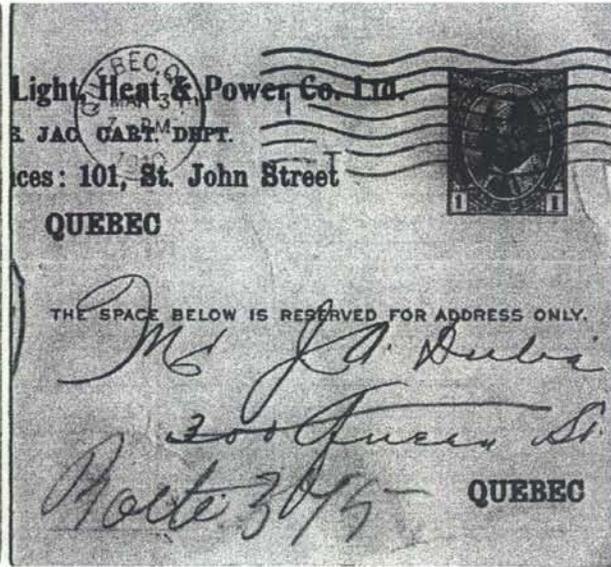
*More cut in half cards*

Scans from these two cards, front and back, were sent to me from member Pierre Gauthier.

They are similar to the Bowmanville Ontario Hydro Electric bill card described by John Grace in "Odds 'N' Ends" #2 on page 47 Vol. 17 - No. 5.

The Quebec cards below were pre-cut something like halfway through to facilitate separation, sent as a hydro bill, receipt on payment, separated and given as a receipt.

One dated Quebec City January 2, 1910 and used by Quebec Jacques Cartier Electric Co.; the second dated March 3, 1910 and used by Quebec R. (?) Light, Heat & Power Co.



Tel. No. 152 DEC 31 1909

**QUEBEC,**

For current consumed in month ending this date.

Reading of Meter	9000	Watt Hours	
Previous Reading	000	Watt Hours	
Consumption	9000	15c. per K. W.	1.35
Guarantee			
Meter Rent			.20
		Total	1.55

1.10 will be accepted if paid on or before the 10th. 1.10

Report all trouble to Phone No. 2063  
Office : Phone No. 1835 QUEBEC, MAR 3 1910

**FOR ELECTRIC CURRENT CONSUMED**

From FEB 2 1910 To MAR 2 1910

Reading of Meter	47000	Watt Hours	
Previous Reading	32000	Watt Hours	
Consumption	15000	15c. per K. W.	2.25
Guarantee			
Meter Rent			.20
		Total	2.45

1.25 will be accepted if paid on or before MAR 14 1910

# ODDS 'N' ENDS

BY JOHN GRACE  
ODDS

ENDS

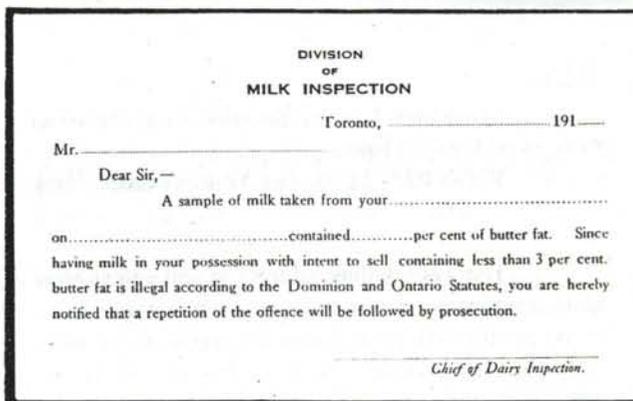
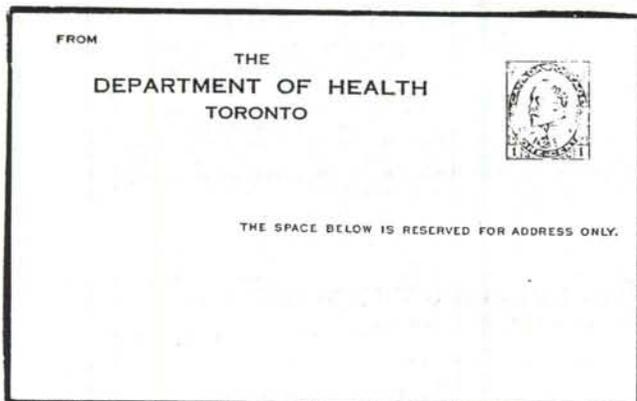
#24.

Webb P27a 1¢ green Admiral Issue (Type 2)  
Die II. This is a true oddity: the "broken crown" flaw in the top right of the left crown. →



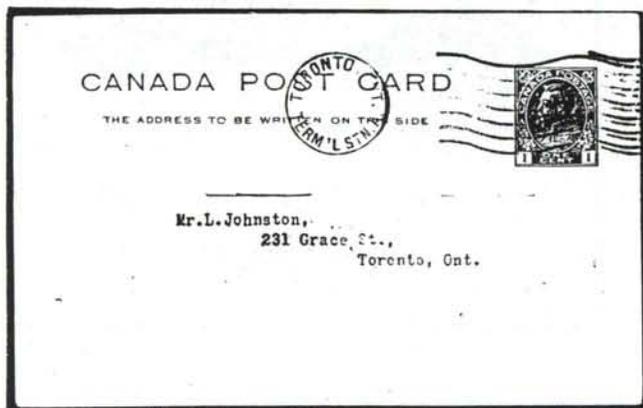
#25.

Webb P23 1¢ red King Edward VII Issue (Type 4A) with private printing **FROM/THE/DEPARTMENT OF HEALTH/TORONTO**. Back: **DIVISION/OF/MILK INSPECTION** + 10 lines/rules. According to the printed dateline, the card was in use between 1910 and 1920. It is interesting to note that it was illegal to offer for sale milk containing less than 3% butter fat. I guess there were no skim milk drinkers then. ↓



#26.

Webb P27g 1¢ green Admiral Issue (Type 6). Used: Toronto, ON, bulk cancel, probably sometime between the ERP for P27g (January 12, 1915) and its replacement by P29f/g in 1921-1922. The attractive reverse is printed in orange. It is interesting to note that a 10-inch (breakable!) record cost \$1 when a dollar was really a dollar. ↓



# ODDS 'N' ENDS

BY JOHN GRACE

## ODDS

#27.

Continuing the post card soap opera (See Odds 'n' Ends #21) we switch stations from Palmolive to Lux.

Webb P29c, 1¢ orange Admiral Issue, (Type 2) Die II. Used: Winnipeg, MB, bulk cancel (June 1923 on back of card).

The card is interesting in that it is addressed **To The Householder**, and is illustrated front and back. The lucky householder received 4 bars of SUNLIGHT, 1 packet of LUX and 1 tablet of LIFEBUOY for 35¢, provided he scurried in to his grocer and signed the card before July 30. →

#28.

Sometimes Lux precancelled its householder mail, as on the card below.

Webb P29r 1¢ orange Admiral Issue, blank card (Type 1) Die II, precancelled with three fine lines. 25 x 4½ mm.

The householder address is somewhat more elaborate this time and there is no free soap, but a premium, just like the supermarket premiums of today. The more things change, the more they stay the same. Three packages of Lux for 49¢ and a free spoon, and silver into the bargain - not a bad deal!

There is no clue to the year of use, but P29, to which the precancel was privately added, was current from 1925 to 1929. †

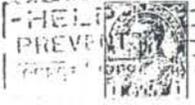
ENDS

**Special Soap Offer**









**This Card Saves You Money**

**To The Householder**

*Read Other Side*

**Special Soap Offer**

**All You Need To Do:**  
Sign card below and take it to your Grocer, or hand to his delivery man before July 30th.

**Thirty-five cents for six**  
4 bars (1 carton) SUNLIGHT  
1 packet LUX  
1 tablet LIFEBUOY

**ALL FOR THE SPECIAL PRICE OF THIRTY-FIVE CENTS AND THIS CARD SIGNED BELOW.**

We are giving this extraordinary value to the actual users of soap, so that the wonderful qualities of LUX for all fine laundering may be known—SUNLIGHT for all general purposes, and LIFEBUOY, the Health Soap for Toilet and Bath.

**To the Retail Grocer:**  
Our collector will call and redeem this coupon, allowing you the difference between 25c. paid to you by your customer and your usual resale price, providing it is signed by customer as having received exact goods as specified above.  
LEVER BROTHERS LIMITED

For-house's  
Signature .....

Address .....

JUN 1923  
Lever Brothers Limited, Toronto, Ont.



TO THOSE WHO USE

**LUX**

FOR ALL FINE LAUNDERING

—AN OPPORTUNITY

**ASK YOUR GROCER**



This Genuine WM. A. ROGERS "1881" TEASPOON  
Regular Price, 30c. each

With 3 Pkgs. **LUX** All for 49c.

COMMENCE NOW AND COLLECT A SUPPLY OF THESE HANDSOME TEASPOONS

LEVER BROTHERS LIMITED - - - - TORONTO