

THE BNA PERFORATOR

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Editor's Post:

¶ Happy New Year to one and all. We start the new year with a membership of 73; 65 receive the Perforator by email and 8 through Canada Post. Russell Sampson's Treasurer's report for the past year is on page 10. You will see that the Study Group's financial position continues to be strong.

¶ This is the Perfin Study Group's 43rd year of existence and it is noteworthy that 3 of the original 27 members listed in Volume 1 #2 of the newsletter, Gary Tomasson, Jon Johnson and Neil Dowsley, are still on our mailing list; Gary and Jon of course are the co-editors of the Canadian Stamps with Perforated Initials Handbook.

Here are the original objectives of our Study Group:

- To update the information in the 3rd Edition of BNAPS Handbook on Canadian Perfins with the intention of eventually printing a 4th Edition;
- To add information that is presently not in the Perfins Handbook which is of interest to perfin collectors and to other specialty fields;
- To provide perfin collectors with a source

where answers to Canadian perfin queries or problems that may be found,;

To promote perfins by assisting collectors in writing articles and perfin postal histories for philatelic journals and newspapers; and,

Where possible to encourage collectors to exhibit perfins at all levels of philatelic shows.

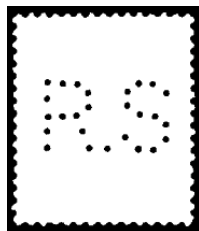
I grade our study group as A++ (admitting I do have a bias!)

¶ It is not too soon to make everyone aware that BNAPEX 23 will be held in Halifax this coming September. The venue, the Best Western hotel at 15 Spectacle Lake Drive, is actually on the Dartmouth side of the Harbour. September is generally a spectacular month here on the East Coast and when combined with a BNAPS exhibition, it would make a wonderful trip.

¶ The production and mailing costs for this issue were \$22.26, \$13.62 for postage (the issue is over 30grams in weight) and \$8.84 for printing. Donated postage of \$7.26 reduced the Study Group costs to exactly \$15.00.

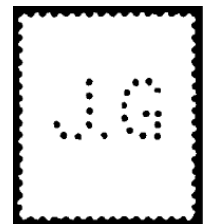
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MERRICK-ANDERSON COMPANY

WINNIPEG MB

Michael Behm

Merrick-Anderson and Company was a wholesale firm established in Winnipeg in 1882 by George A. Merrick and Thomas A. Anderson.¹

Merrick and Anderson were originally Western sales representatives for Dennis Moore of Hamilton and were agents in Manitoba, Saskatchewan, and Alberta for J. H. Connor & Son, Ltd. They acted as manufacturer's agents for several lines of stoves, ranges, and furnaces. In addition, Merrick-Anderson carried heavy hardware, tin shop supplies, building paper, and bags of cotton and jute for use in the milling industry. The firm would also pick up items on an introductory basis and then sell the rights if the line succeeded.

Merrick-Anderson and Company engaged J. J. McDiarmid and Company, an established Winnipeg firm, to design and build two warehouses at 115 Bannatyne Avenue. (Figure 1.) Both buildings were erected in 1899 and were strategically located near rail and river transport. The new structure was five storeys high, 90 feet by 75 feet, with the offices partitioned on the main floor and show rooms on the second floor. This is the building as it was in 1903.

Merrick-Anderson had its original warehouses and offices separate, but decided to consolidate the operation in its new building. By 1906, the business employed 50 people.

Merrick-Anderson and Company was in business until 1917 when they were bought out by the J. H. Ashdown Company.



Figure 1: Merrick-Anderson Building 115 Bannatyne Avenue Winnipeg in 1903. McDiarmid also designed the Marshall-Wells warehouse which stood nearby

Merrick-Anderson perfinned stamps (Figure 2) are known on the early issue Admirals which would correspond with the company's sale to J. H. Ashton Company in 1917. The 6th Edition of Canadian Stamps with Perforated Initials also lists the M1 pattern on 2 Arch issues from 1930/31.² Figure 3 has the M1 pattern on Scott MR3 Merrick-Anderson corner card cover which is also advertising Dominion shotgun shells.³

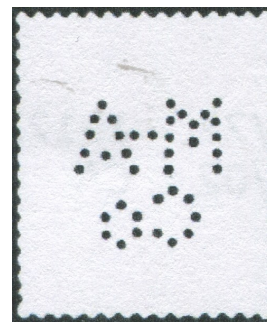


Figure 2: Merrick-Anderson perfin pattern



Figure 3: Merrick-Anderson corner cover with an illustration advertising Dominion shotgun shells. The 2¢ Wat Tax is paying the forward letter rate to the Iver Johnson Arms and Cycle Works⁴ in Fitchburg Massachusetts.

Endnotes and References

1. <http://www.mhs.mb.ca/docs/sites/merrickandersonbuilding.shtml> and <https://www.archiseek.com/2010/1899-merrick-anderson-building-bannatyne-avenue-winnipeg-manitoba/>
2. These issues were included in the position survey published in Volume 23 #1 February 2002.
3. Dominion Cartridge Company was founded in 1886 and from 1911 to 1955 a subsidiary of Canadian Industries Ltd. (CIL) www.cartridge-corner.com. CIL was also a perfin user with 3 patterns C18, C19 and C48
4. The Iver Johnson Arms and Cycle Works Company was a firearms, bicycle and motorcycle manufacturer from 1871 to 1993 with headquarters in Jacksonville Arkansas. https://en.wikipedia.org/wiki/Iver_Johnson

CAN THE VALUE OF A PERFIN BE DETERMINED?

Bob Szymanski

How much are perfins worth? How much should I pay for a perfin? How do value and rarity relate? What do catalogs tell us? Who can I believe? These are all legitimate questions, ones that I have been asked for years. There are no easy answers. The answers take time and effort to learn.

This article is slanted toward Canadian and US perfin collectors but most of what is true for these collectors is likewise true for perfin collectors of any country. Much has been written in the US Perfins Bulletin over the years on values of perfins. Do these articles contain definitive answers? No. Does this article contain a definitive answer? No! Should I still read this article? Yes! This article is my personal opinion based on my years of collecting, discussions with many other collectors and as the auctioneer for some 118+ auctions of perfins from estates and other collectors who have given up perfin collecting for myriad reasons. So understand my credentials and judge for yourself.

I would ignore everything written about any perfin value if it is more than a few years old. ...and, do not believe everything that you read. If you read an article that was written years ago, you might surmise that perfins can be obtained for a few cents each and that the cost is for Canadian or US "A" rated perfins is \$5.00! I can assure you this is no longer the case.

Educate yourself in every way possible, always keeping in mind the experience of the author and his motivation for writing. What is his connection to this collecting field? What is his reason behind what he says? Facts that are important to one collector may not be important to another and therefore the value placed on any perfin will vary from collector to collector. Ultimately, it is up to you to decide what makes sense to you.

CATALOGS WITH PRICES

I dislike pricing in a catalog. Pricing is done frequently with philatelic catalogs in many areas of collecting. It tells us the value of a cer-

tain stamp and this information is then taken as "gospel" by dealers and by collectors as the value, or a percentage of that value price for which that stamp should be bought or sold. Scott Catalogs, Stanley Gibbons and many other available worldwide catalogs are basically the same. I trust you do not believe that these prices are the real values. But they are certainly used as guides by dealers and collectors both. An older copy of any one of these catalogs will give you a much different picture than will a newer edition of the same catalog.

Catalogs are useful and extremely important to serious collectors and anyone without a comprehensive philatelic library in at least their chosen field of collecting leaves themselves open to be taken advantage of by unscrupulous dealers or collectors. Thank you to all catalog editors who toil many hours to produce these catalogs. It is a labor of love!

Most precancel catalogs and lists I've seen have "prices" given as the value at which precancels are sold. And maybe this works for the precancel collectors. But consider this. The 2020 "Catalog of Perfined Precancels of the United States" is the newest preper¹ catalog and contains pricing information. A previous 2009 US "preper" catalog had no prices but had rarity ratings for both the perfin and precancel for each listed preper. Values could change with the times and the catalog would remain very usable. I have both catalogs. They are both well done. The newer edition has many added prepers and issues of which the editor was not aware even existed when the first catalog was issued. This catalog is well worth purchasing.

I spoke with the editor about this change and received an answer that to me sounded persuasive but not convincing. He told me that the pricing represents what he believes the value to be. Ah, will he say this 5 or 10 years hence? Maybe he wanted the catalog to be more like a precancel catalog or wanted to use it as a guide to buy and sell prepers. If he checked the prices realized of the Private auctions and matched them

and matched them against the prices he had listed he would see a vast difference in many instances. I respect his work and his opinions but I do not agree with the inclusion of prices. I believe, and always have, that a value should be commensurate with the market place and that it should fairly reflect the combination of willing buyers and sellers each of whom have the necessary knowledge to honestly buy and sell at a mutually agreeable price. "Knowledge is power" is certainly both true and relative!

I have used the 2001 Danish perfin catalog which has prices, naturally in Kronen, updated in 2017. In this case, it seems like the editors did not use rarity ratings but value ratings to differentiate inexpensive perfins found postage stamps versus those in railway stamps, Christmas stamps, revenue stamps etc. You will note that these perfins, often have a much great value than a regular postal issue with the same pattern! When is provided in this way I would agree it is a very valuable catalog. I understand that a new Danish catalog is in the works and expected later this year.

Importantly from my perspective, the Canadian Perfin Catalog contains rarity ratings and no prices! This is the best perfin catalog of all the countries with perfin catalogs¹. It is free on the internet and it is consistently updated. Used in combination with the Canadian Unitrade and Canadian Precancel catalogs, it lacks for nothing!

Let's take a look at the three largest perfin producing countries (other than the United States) and compare their perfin catalogs. The United Kingdom, Germany and France perfin catalogs and we can learn much from very well presented information in each. None list prices, so these can never be outdated because of price. Each gives earliest dates of usage by year of use as seen on stamp cancels or covers. The British catalog (20+ years in the making and continually updated) gives much information including lists by reigns and issues. The German catalog gives mirror images for each pattern making it very easy to identify patterns as well as dates of use by town cancel. The French catalog also gives a rarity rating (from 1 to 9), EKV/LKV by the earliest and latest known year of cancel and the earliest and latest known

Yvert catalog number stamp for each perfin. In their own way each of these catalogs provide much information for the reader to form their own conclusions about the 'rarity' of a certain perfin. A perfin known to have been used only for a year or two, or one seen only on one of two issues, or one used for special franking, may be deduced as having considerable rarity even without a catalog reference to rarity. Conversely, when read with a critical eye, a perfin pattern used over many years and found in many issues will be understood as being much more common. All three of these catalogs give good guidance to collectors to assess the value of these perfins.

RELATION OF RARITY AND VALUE

Rarity (number known to exist) and value (worth of any perfin) are two different words with two different meanings. It is important to understand and always be cognizant of the difference. A unique perfin with one copy known is a great rarity and has a great value and it generally brings 3 to 4 times the price of another "A" rated perfin with additional known. A topical collection of numbers and designs may have several copies and be less of a rarity but has as greater value. Why? It is because the value ultimately is determined not only by rarity but likewise by demand! If only one collector wants a unique perfin, the price will not be as great as when 50 collectors vie for a perfin even though there may be 10 known copies!. This is rarity and demand determining value! They are interrelated and most certainly they are different.

WHAT ARE PERFINS WORTH

But let's go back to the better rated perfin. Prices move - up or down - over a period of time, not just on one sale of one lot. . Prices and value of any individual perfin tends to go up or down because of the stamp value itself, its rarity and/or desirability, whether there is damage or a heavy cancel etc. Is this important to know? Certainly! If I were to offer you one "A" rated perfin for another would that be a good and fair trade? It may be. If one of the perfins was a nice unique copy and the other was shabby and there were 10 copies understand that this would not be anywhere close to a fair trade. So you have to know what you

and how to put a value on it. Naturally, I am not trying to tell anyone how or what to collect or what to do with their perfins, that is and will always remain your decision. But at least, in reading this you will have the knowledge, understanding and can effectively communicate your collecting desires in every situation that comes up in the future - whether it is in the purchase, trading or selling of perfins.

What is true of the US perfins is true of Canadian perfins as well. Most 'Small Queen' stamps with a perfin will have an added value. A "Unique" perfin will have an even greater value difference than any US perfin. Why? Understand that there are 300+ Canadian patterns but 6500+ US patterns! There are only a handful of collectors of either country trying to collect one copy of each - all frustrated at a task greater than Hercules had! An "A" rated Canadian indicates 1 to 3 copies known but there are more than 3 collectors interested in each any every "A" rate perfin, consequently values are much higher than one would normally expect. No US collector is close to a complete US perfin collection because there are nearly 1000 "A" rated perfins listed. Six US perfin collectors I know have reached a 6000+ total - three of whom no longer collect. But even 6000 means that that this collector would yet need 500+ presumably "A" rated perfins - this translates to a huge task, many years of searching and requires much capital. Consequently, for this reason even though US "A" rated means up to 10 copies not just 3 as the Canadian catalog indicates, there are fewer collectors seeking US "A" rated perfins. Supply and demand are in play!

EBAY & INTERNET

When I started collecting perfins, these venues did not even exist! Yes, I am that old! I collected the old fashion way. I went to stamp bourses and shows, asked every dealer to save perfins for me, joined stamp clubs and advertised in Me-Keel's and Linn's for about 8 years. I did well.

When the internet started, EBAY had stamps, indeed even perfins, and searching for them allowed me to quickly see what was offered and I was able to find many good items reasonably priced. More collectors caught on and, unsurprisingly because

of demand, prices went up.

Initially, it was collectors putting up stamp lots, as it was too much work for dealers. But as prices increased soon more perfins became available from dealers and collectors alike. Learn how to use the search engines, They allow you to narrow the search by country, price, seller etc. but what is a worldwide collector to do? With rare exception, I stopped looking around 2005 when prices became wildly unpredictable. Starting prices that previously were 1¢ to 99¢ with 1st class shipping at cost became many dollars for shipping so the seller could sell at a cheap price and make money on the shipping! Other sellers put up perfins at such a high starting price that they only needed one very rich or unknowledgeable bidder to make a lot of money on something that did not necessarily have the value of the opening bid. This is why it is important as a collector that you are knowledgeable when bidding on or purchasing perfins. Buyer, beware!

CONCLUSION

Is there more to learn? Yes. There will always be more to learn. Can you ask a question? I encourage you to ask questions of everyone and anyone who can help you in your collecting. Get different views from different collectors and decide for yourself what is important and true - what works for you. With rare exception, I have found perfin collectors to be the friendliest group of individuals with which I have ever been associated. I have listened, I have observed, I have taken my thoughts and feelings and have tried to make these known to you to help you get started to be the best, most knowledgeable collector you can be. And yes, you may e-mail me at perfin-man@comcast.net or call me at (508) 478-7303 and, do not be afraid to ask me any question, any time. A wise man once said, "The only dumb questions are the ones that are never asked."

Footnotes:

1. A 'preper is a pre-canceled stamp with a private company perfin.

ROBERT SIMPSON LIMITED PERFIN (R8) RE-VISITED

Jim Graham

In Issue #160 (February 2022) I advanced the idea that the Robert Simpson Company stopped using perforated postage subsequent to the introduction of the Wax Tax on April 15th 1915 and once its existing supply of perforated was exhausted. A cover dated September 11th with a 2¢ carmen perforated with the Simpson pattern and a 1¢ War Tax issue that is not and a last reported date of usage of September 13, 1915, I believe, give credence to this theory. The supposition was further supported with a survey of the R8 holdings of Study Group members (Figure 1). The survey reported no copies of 6 issues listed in the 6th Edition on Canadian Stamps with perforated Initials. Four of these stamps were issued after 1915. Figure 2 offers a third piece of evidence, a Robert Simpson Ltd. corner card cover cancelled October 15th, 1915 with a 2¢ carmen without the R8 perfin. This cover convinces at least me, if no one else, that the 3¢ brown, 3¢ carmen, the 5¢ violet and 8¢ blue Admiral issues do not exist with an R8 perfin. The 7¢ KEVII and the 50¢ KGV I remain possibilities and may still surface from someone's collection.

R8 (Robert Simpson Company) Positions Survey				
Scott Number	Description	Position 1	Position 3	Total
89	KEVII 1c Green	27		27
90	KEVII 2c Carmine	59		59
91	KEVII 5c Blue	72		72
92	KEVII 7c Bistre	0		0
93	KEVII 10 Purple	26		26
104	KGVI 1c Green	15		15
106	KGVI 2c Carmen	226	3	229
108	KGVI 3c Brown	0		0
109	KGVI 3c Carmen	0		0
111	KGVI 5c Blue	33		33
112	KGVI 5c Violet	0		0
115	KGVI 8c Blue	0		0
116	KGVI 10c Plum	29		29
120	KGVI 20 Black Brown	0		0
	TOTAL	487	3	490

Figure 1: R8 perfin survey totals .

Figure 2: Robert Simpson Co. Ltd. corner card cover franked with 1¢ Wax Tax and 2¢ carmen without the R8 perforation; Toronto CDS cancel Oct 15, 1915 .



A John Bayne Maclean Perfin Cover (JBM - J3) with an Interesting Connection

RusSell D. Sampson



Figure 1: John Bayne Maclean perfins (JBM – J3) on Scott MR1 (position 1) and Scott 106 (position 3). This cover was mailed only 13-days after the “War Tax” rate was initiated on April 15, 1915. The cancel was applied by an International Postal Supply Co. machine canceller with a Coutts C-0310 slogan cancel stating: “CANADIAN NATIONAL / EXHIBITION / •TORONTO• / AUG. 28 – 1915 – SEP. 13” and was dated: APR 28 / 730 PM / 1915. These machine cancellers were installed only in two of the Toronto post offices; the Main and the Terminal “A” office [7].

It is always a highlight of my research, and my day, when my perfins can be connected with people. Figures 1, 2 and 3 are from a pair of nearly identical covers, recently purchased from eBay for a relative song. The Maclean Newspapers printed many different magazines and newspapers and many had their own corner cards [1, 2]. However, what attracted me to this cover was not its origins but its destination; a Prof. J. P. Maclean of Franklin, Ohio. When I saw this cover on eBay I thought to myself – “Could this be simply a coincidental correspondence between the publishing company and an ordinary subscriber who just happens to share the same last name as the owner?” It turns out, it

probably was not.

Professor John Patterson MacLean (1848-1939) was a universalist minister and also an archaeologist and historian at the Ohio State University [3]. However, what he was probably best known for was his organization, research and writing on the history and contemporary activity of the Clan Maclean (or MacLean). His two most cited works are “A History of the Clan MacLean from its first settlement at Duard Castle in the Isle of Mull to the Present Period” [4] and “Renaissance of the Clan MacLean” [5], both of which have been placed onto the Internet at Archive.org.



Figure 2: This cropped image of the back of the cover shows the return address printed on envelope flap. For other corner cards from this company see references [1] and [2].

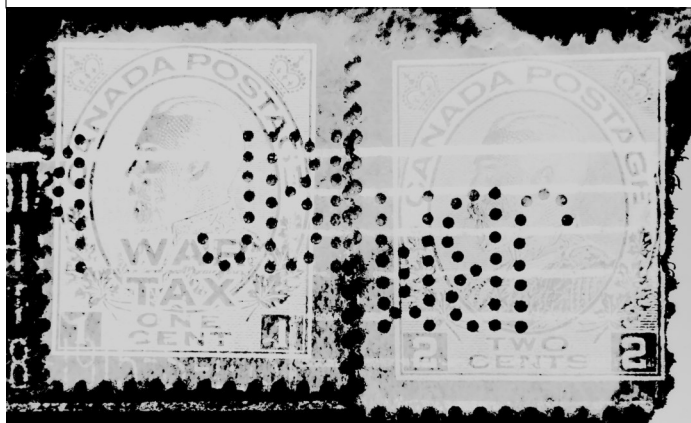


Figure 3: A "Poor-person's X-ray" image [8] of the perfinned stamps showing the Scott MR1 having a non-overlap double perfin [9] patterns (i.e., where there are two incomplete patterns that don't overlap and whose total number of perforations is equal to a single die), while the Scott 106 sports a complete pattern.

Inside these tomes are mention of the extensive activities of a fellow clan member; Colonel John Bayne Maclean (1862 – 1950), the owner of that diverse Canadian publishing company and its J3 perforator. JBM is also cited for his leadership of the *Clan MacLean Association of the United States and Canada*.

"For many years the president of this Association has been Colonel John Bayne Maclean of Toronto, the most prominent publisher in all Canada. He manages to keep in touch with every member. In all probability he has the largest library in the world devoted to Gen'l Allen MacLean, commander of the Royal Highlands Emigrant Regiment." [9 – page 21]

This quote, plus the close timing of this cover with the publication of the book suggest there would have been frequent communication between the two men.

Therefore, one must conclude that this cover and its likely clan-related – but sadly missing – contents were probably sent *not* from some anonymous marketing or accounting office at Maclean Newspapers, but from the very desk of JBM himself.

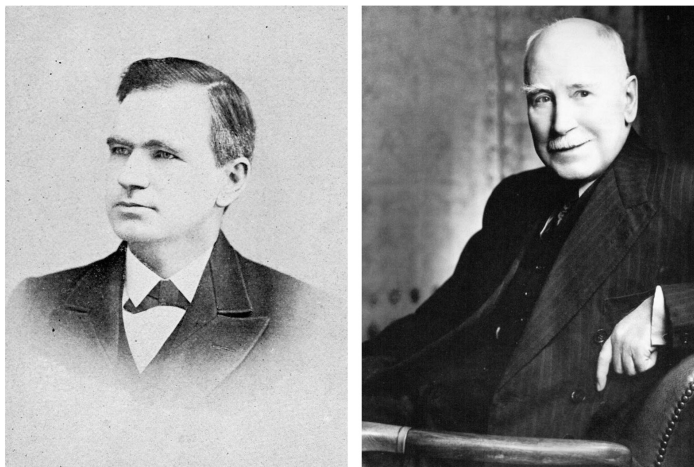


Figure 4 and 5: On the left is a photographic portrait of Prof. John Patterson MacLean taken around 1893 and appearing in his edited account of the June 12-16, 1893 gathering of the Clan MacLean in Chicago [6]. The image on the right is of Colonel John Bayne Maclean (c. 1930), famed Canadian publisher and perfin producer [10].

References:

1. Graham, Jim (2016), **JB Maclean Corner Cards with Perfins**, BNA Perforator, Vol. 37, No. 1 (145) February.
2. Graham, Jim (2022), **JB Maclean Corner Cards with Perfins**, BNA Perforator, Vol. 43, No. 5 (163), September.
3. Wikipedia, **John Patterson MacLean**, Accessed Nov. 27, 2022
4. MacLean, J. P. (1889), **A History of the Clan MacLean from its first settlement at Duard Castle in the Isle of Mull to the Present Period**, Robert Clarke & Co., Cincinnati, OH
5. MacLean, J. P. (1913), **Renaissance of the Clan MacLean**, The F. J. Heer Printing Co., Columbus, OH)

6. MacLean, J. P. (1893) **First Annual Gathering of the Clan MacLean Association of North America, Held in the City of Chicago June 12-16, 1893**, Telegraph Book and Job Print, St. John, N.B. (page 43)
7. Coutts, Cecil (2007), **Slogan Postmarks of Canada 3rd Edition**, Agassiz-Harrison Printers & Stationers Ltd.,
8. Sampson, Russell D. (2019), **How to Scan a Perfin on Cover to Produce a High-contrast Image of the Pattern**, BNA Perforator, Vol. 40, No. 2, (151) October.
9. Johnson, Jon, and Tomasson, Gary (2022), **Canadian Stamps with Perforated Initials, Positions, 6th Edition**, BNAPS Perfin Study Group, <https://bnaps.org/PerfinHandbook/PerfinHandbook.htm>
10. **Torontoist.com**, <https://torontoist.com/2014/05/historicist-a-gentleman-of-the-press/> (accessed November 29, 2022)

Treasurer's Report 2022

Russell Sampson

BNAPS Perfin Study Group				
2022 Financial Statement				
All Expenses & Funds in US Dollars				
Liabilities in Canadian Dollars				
Opening Bank Balance	\$3,149.49			
	Payee	Cheque #	Date	Amount
CAPEX 22 Entry Fees & 2022 Unitrade Catalogue	Jon Johnson	#93	04-Mar	\$ 122.17
Newsletter Printing and Mailing Costs	Jim Graham	#94	09-Apr	\$ 32.30
Newsletter Printing and Mailing Costs	Jim Graham	#95	30-Sep	\$ 36.54
Total Expenses				\$ 191.01
Current Bank Balance				\$2,958.48
Liabilities				
Issue #164 Printing and Mailing				\$20.70