Kelleher's
Stamp Collector's
Quarterly
2nd Quarter 2022
Vol. VIII No. 2
Whole No. 30 • $7.50

The Extraordinary History of The "Joe"

Volume VIII • Number 2 • Second Quarter • 2022 • No. 30

Kelleher's Stamp Collector's Quarterly

The pulse of serious stamp collecting

Daniel F. Kelleher Auctions

Kelleher & Rogers Fine Asian Auctions Ltd

The PHILATELIC Magazine of Daniel F. Kelleher Auctions and Kelleher & Rogers Ltd. Hong Kong

Really? Is Now the Time?

By David Coogle

We're 30! Maybe NOW is the time.

I cannot believe that this is the 30th issue of the SCQ. It doesn't seem that long ago that I was reading

Stamps magazine and Western Stamp Collector and dreaming of one day writing for a real philatelic journal! If that isn't mind-boggling enough, I've been told by our shipping department that we have now mailed out over half a million print copies of the magazine—on top of the countless digital ones!

How is this milestone even possible? There are two reasons. First, we have the VERY best group of philatelic writers—people just like you, in fact, some of them literally are you! Yes, not only do we have a fleet of some of the top, award-winning philatelic writers, we have you! I am astonished and genuinely humbled by the many articles that we receive—many unsolicited—by readers and

Continued on page 65...

Kelleher's Stamp Collector's Quarterly was honored with a Gold Medal in the 2021 Great American Stamp Show
National Philatelic Literaure Competition

• Table of Contents • Spring 2022

Our Auctions & Events

June
San Marino Collection of British

June 24-25
Collections Stock and Accumulations

June 2022
Kelleher & Rogers Rarity Sale

July
***NEW!* The Kelleher "Club" Auction**

July
The Jack Shartsis U.S. Administration of the Philippines and Canal Zone.

Flagship—**Aug**
Collections Stock & Accumulations—**Sept**

Trade Show Schedule

NAPEX
Tyson's Corner
Virginia June 3-5

Capex 22
Toronto, Canada
June 9-11

Great American Stamp Show
Sacramento
Aug 25 -28

BALPEX
Baltimore MD
Sept 2-4

NOJEX-New Jersey
East Rutherford
Oct 14-16

Missouri and Our Hobby

Randy L. Neil

David Fritchey's sweeping story of the influence a seemingly small midwestern railroad had on the opening of the American West in the 1860s and beyond brought my mind and body to a halt when the author's work was finally before my eyes after months of having laid it on a shelf for further examination. We had begun to receive a rather large wellspring of "good to really good" incoming articles.

First of all, if published, it would be the longest article *Kelleher's Stamp Collector's Quarterly* had ever published. Was it important enough to have it occupy such a space? Was it well-conceived and, of course, well written?

We at this magazine have, from our beginnings in 2015, pursued the highest quality of philatelic journalism we could find.

The big question with me, was it the level of importance we wanted to have? This was no quandary at all, by the way; in all my life I had never encountered a story that captured the essence of what I think philately and postal history are supposed to be able to do.

Even as a youngster I wondered if stamp collecting and its newly-popular adjunct called postal history had any real importance to life... my life, specfically. I thought that, if I am to make a life as a philatelist, would it really matter in the whole scheme of things. For some reason, that was vitally important to me.

David Fritchey is the first writer ever to explain, perfectly, to the world and me that this hobby should and CAN have amazing, effective, relevance to our lives.

By the 1860s, a little over one million people had moved into the vast country west of the Mississippi. Yes, there was a bridge across that river in St. Louis—but NONE anywhere west of there. Many millions of people should have, by then passed into the "Wild West"to generate the incredible boom period that half of America was supposed to have had. Not only was there not a bridge in sight from St. Louis to San Juan Capistrano, but no forms of transportation and communication to make it happen.

Enter a tiny railroad from St. Joseph, Mo. Turn to Page 6 and enjoy the ride of your life!

Volume VIII • Number 2 Second Quarter 2022 No. 30

Kelleher's Stamp Collector's Quarterly

For the advancement of knowledge

Daniel F. Kelleher Auctions

Kelleher & Rogers Fine Asian Auctions Ltd

The STAMP Magazine from Daniel F. Kelleher Auctions and Kelleher & Rogers Ltd. Hong Kong

Managing Editor & Designer

Randy L. Neil, RDP, FRPSL

neilmedia1@sbcglobal.net

P.O. Box 8512 • Shawnee-Mission, KS 66208

Associate Editor

Dr. Michael X. Zelenak

michael.x.zelenak@gmail.com

Editorial Staff

David Coogle

dcoogle@kelleherauctions.com

Laurence Gibson

lgibson@kelleherauctions.com

Thomas Lera

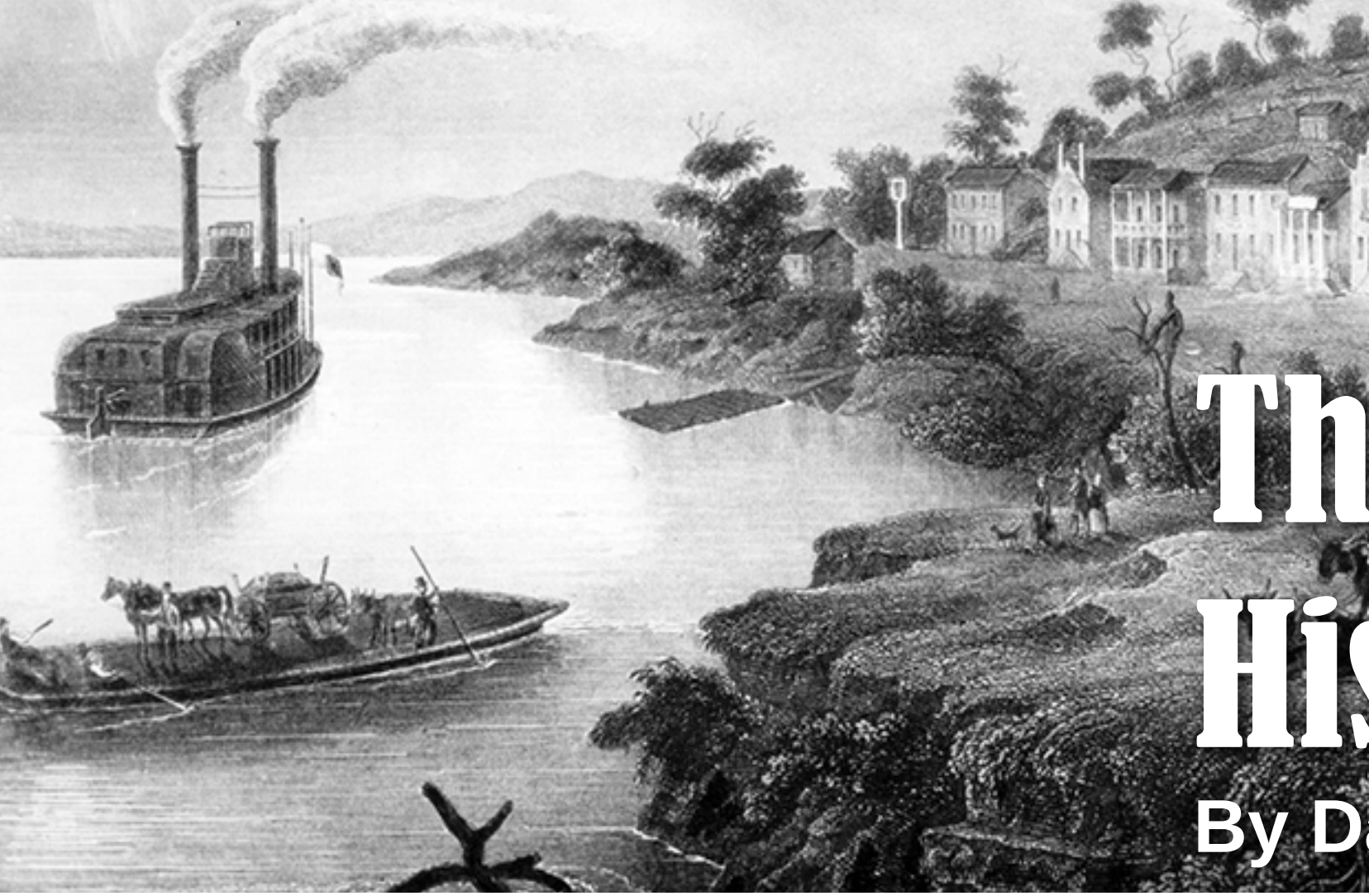
tlera4178@gmail.com

Editorial Policy. Kelleher's Stamp Collector's Quarterly is the quarterly scholarly philatelic magazine published for philatelists and dealers throughout the United States and around the world and *given freely without charge* to philatelists. Its key purpose is to disseminate and add to knowledge and news for serious individuals who pursue the stamp hobby & its history. This is an informative publication devoted to increasing and enhancing the knowledge base of philatelists everywhere. Our chief goal is to add something ***new*** or beneficial to the knowledge base of information we publish.

Because philately is a pursuit of tangible historic artifacts related to transport of the mails, photographs and articles about, and of, such artifacts and the activities of people who collect them, we publish & show such items/people and are continuely mindful of the fair use doctrine under copyright law.

If you are a philatelic writer, we encourage you to contact us about writing for ***KSCQ***. Your work will reach well over 50,000 philatelists throughout the world. Our electronic edition is made available ***free*** online to countless tens of thousands more. Subject matter herein is always wide-ranging. Online: **www.kelleherauctions.com.** The Daniel F. Kelleher firm is our sponsor.

If interested, please feel free to contact Randy L. Neil, Michael Zelenak or Tom Lera at the email addresses shown at the left.



Th
Hi
By D

Kansas City's Missouri River waterfront in 1860 before the construction of the Hannibal Bridge.

The Hannibal & St. Joseph R.R., commonly known in its day as the "Hannibal & St. Joe," "the Joe Line," or simply "the Joe," is now largely forgotten, which is a pity, because despite its brief 36-year existence, it was one of the most consequential railroads in United States postal history. Paradoxically, very little evidence of its existence remains in surviving philatelic material. The Joe unquestionably carried the mails, and Kay has identified a number of mail agents who served on the route as early as 1860 and 1861, two of whom were on-board the ill-fated train attacked in the Platte Bridge Railroad Tragedy. Yet no Civil War era route agent markings have been recorded. Only a few advertising covers and a handful of station markings attest to its existence. This article aims to cast a fresh spotlight on this noteworthy railroad and contextualize the remarkable events it both influenced and experienced.

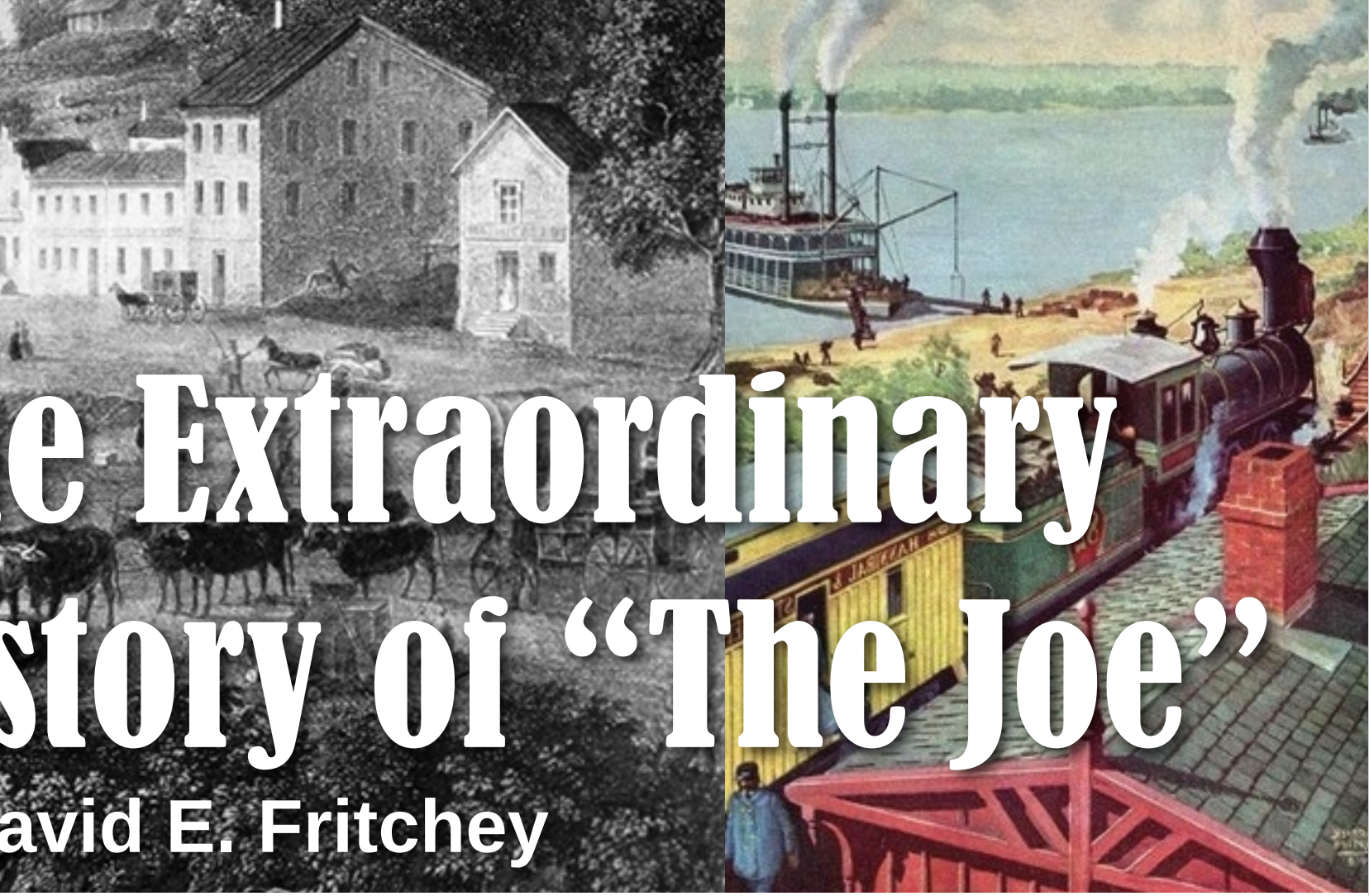
Setting the Scene

The idea of building a transcontinental railroad across North America had been publicly discussed since at least 1830. Ambitious businessmen and leading citizens of many midwestern cities realized the economic potential of being the first to have such a railroad start in or pass through their city, and Hannibal and St. Joseph were two of those towns.

The Hannibal & St. Joseph R.R. was formed during a meeting in the spring of 1846 at the Hannibal law office of John Marshall Clemens, who also served as the town judge. No track had yet been laid west of the Mississippi River. But these men planned to build a railroad across Missouri between the state's second and third largest towns: Hannibal on the west bank of the Mississippi and St. Joseph on the east bank of the Missouri. It was an ambitious undertaking.

Still, they could scarcely have imagined the history of the railroad's next 20 years that Clemens' then 10-year old son Samuel might have described as "most extravagant" in adulthood under his penname Mark Twain.

Hannibal, Missouri is located 14 miles south of Quincy, Illinois and about 100 miles north of St. Louis. Founded in 1819, it became a city in 1845. Its population in the 1850 census was 2,020. Flat boats laden with grain and hemp tied up at the waterfront, and livestock fattened in the back country were driven to market in Hannibal. But first and foremost Hannibal was a riverboat town. Logs were floated down the Mississippi River from Wisconsin and Minnesota bound for Hannibal's sawmills. There they were converted into boards



e Extraordinary story of "The Joe"

avid E. Fritchey

and into steamboat hulls that were towed down river to St. Louis for installation of engines and superstructures. Packet steamers arrived daily from St. Louis and Keokuk, Iowa, and by 1859 the city boasted more than 1,000 steamboat landings per year.

St. Joseph, Missouri is located on the Missouri River 55 miles north of present-day Kansas City and just downstream from the confluence with the Platte River. Incorporated in 1843, it was a bustling outpost and rough frontier town that served as the last supply and jumping-off point for travelers going up the Missouri River and pioneers setting out on the Oregon Trail. Its 1850 population was 3,460. As early as 1845 it had become a frontier boom town, filled with pioneers who needed equipment, draft animals and supplies. But these supplies came up river to St. Joseph by steamboat on a Missouri River that was very unreliable for the efficient movement of freight. The river trip from Hannibal down the Mississippi to St. Louis and then up the Missouri to St. Joseph took three weeks in seasons when the rivers were navigable. A railroad might take only 12 hours.

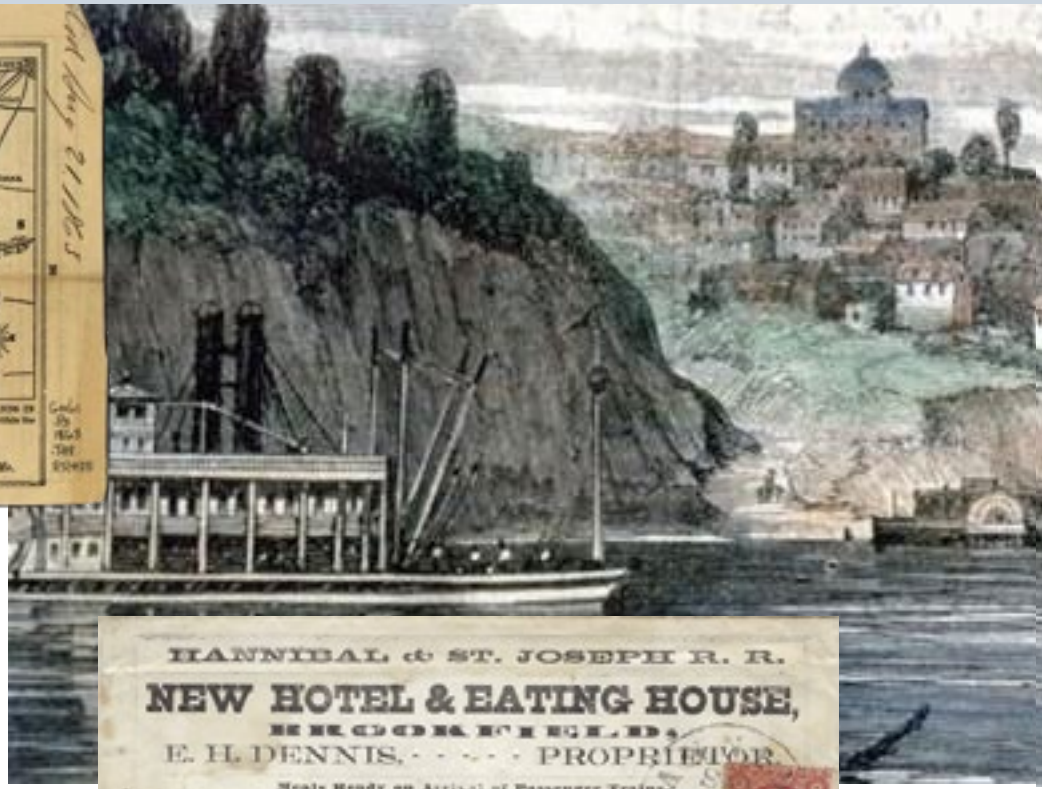
At its 1847 session the Missouri legislature granted the Hannibal & St. Joseph its charter opening the way for construction to begin. This act was providential, as the California Gold Rush brought a flood of 49ers whose arrival and demand for supplies exponentially ratcheted up commercial pressure on Missouri and St. Joseph, in particular.

Vanguard of Westward Rail Expansion

Still, nothing much happened until 1850. In 1851 the Missouri legislature approved the sale of bonds from counties along the route on condition that the company raise and spend corresponding amounts. Ground was broken at the eastern and western terminals in 1851 – St. Joseph in April and Hannibal in the fall. Hannibal celebrated the event with a great procession, much oratory, bell ringing and cannon firing. Congress aided the project in 1852 by donating 600,000 acres of land along the proposed route.

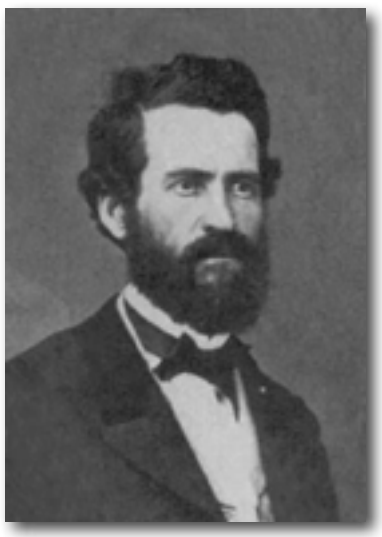
Construction of both legs toward a meeting at the center proceeded simultaneously, but slowly, in both directions. Crews could only work about 7 months of the year because of weather. Thomas Jobson was one of the workers who built the road. His reminiscence entitled "The Birth of the Joe" was published in several Missouri newspapers: "The old 40 or 50 pound rail with a poorly constructed road bed of mostly yellow clay that with any rain became like a hog wallow into which the cross ties and track would often be buried out

The Missouri Land Commissioner's map of Hannibal and St. Joseph Railway's regular stops & lands across the State of Missouri in 1863.



The view from the Missouri River in the 1860s looking up into the fast-growing city of St. Joseph, Mo. The origination point for the "The Joe" in its home

Interesting advertising cover promoting Brookfield, Missouri's New Hotel & Eating House. Carried from Hannibal on September 23, 1857.



John Marshall Clemens

of sight. It was no unusual sight to see the track for hundreds of feet in the cuts buried in the clay and slush from 2 to 6 feet in depth, and the locomotives would, in passing through this mire, become thoroughly coated all over. It was no easy task in those days to handle the newly constructed road with no ballast for the track and very light equipment."

By the summer of 1858 the east and west segments were still 100 miles apart. Then gold was discovered at Pike's Peak, roughly 600 miles due west of St. Joseph. Anticipation of another gold rush spurred expedition of the road's completion, inclement weather, notwithstanding. The lines met in a field two miles east of Chillicothe, Missouri, on the morning of February 13, 1859.

Completion of the line was a first on many fronts. First railroad to cross the State of Missouri. First railroad to reach the Missouri River. Westernmost reach of the railroad in the United States. The telegraph followed the railroad. Thus, in February 1859 St. Joseph marked the westernmost reach of both the railroad and the telegraph before California. Missourians had a lot to be proud of.

When the first through train of the Hannibal & St. Joseph arrived in St. Joseph on February 14, 1859, a cannon was fired in celebration. In a ceremony reminiscent of the opening of the Erie Canal 34 years earlier, the junction of the two ends was celebrated by the transportation of several barrels of water taken from the Mississippi at Hannibal that were emptied into the Missouri at St. Joseph. This, the orator said, typified the union of the two great water courses of the American continent.

The Joe takes its Place in a Fast-Developing National Rail System

Although the national rail system east of the Mississippi was still a patchwork quilt of half-finished, unconnected roads through much of the 1850s, continuous rail service from New York to the Mississippi at Quincy was completed in 1857. With the completion of the "Joe Line" in 1859, the only gap between New York City and the Missouri River at St. Joseph was the 14 miles from Hannibal to Quincy.

Carson City, Nevada origination point via the Pony Express on June 16, 1861, then through St. Joseph on June 27 and from there on to the Post Master of New York City. Colorful cover with Wells, Fargo ad Pony Express imprints on a 10-cent stamped envelope. Manuscript with postal clerk's initials and "Per Pony Express June 16/61" There are two different colors of cancels.

Named after its owner, the Patee Hotel (late 1800s view at left) is still in existence today (at right).

Meanwhile, in 1858 the small Quincy & Palmyra R.R. was being constructed to fill this gap, meeting the mainline of the Hannibal & St. Joseph at Palmyra, one station stop west of Hannibal. The Q&P was completed on April 1, 1860 and was acquired shortly thereafter by the Hannibal & St. Joe.

When the first passenger train went from Hannibal to St. Joseph, on February 14, 1859, the Division Headquarters of the Joe was in Thayer, Mo.. The railroad decided to build a new town and relocate its operations there. This town, 6 miles west of Thayer, was named Brookfield. It was situated 104 miles west of Hannibal near the mid-point of the 206-mile Hannibal to St. Joseph run.

The round house moved first in March 1859, followed soon after by the division headquarters and machine shops. Two boarding houses south of the tracks were quickly built to accommodate the railroaders and tracklayers. Meanwhile, the town was laid out and construction of family residences was begun.

Notable among these various new structures was the Brookfield Hotel managed by Capt. E.H. Dennis. This hotel and dining room was built at the Brookfield station stop and offered meals to the crew and travelers. It also sold provisions to townspeople and new settlers. The Hannibal & St. Joe ran one train per day in each direction. The 206-mile trip took a lengthy 14 hours, including a 20-minute meal and rest stop at Brookfield.

The Joe needed a headquarters in St. Joseph and found it in the Patee House Hotel, a building that would figure large in the road's history. John Patee (1794-1868) grew up on a farm in upstate New York and moved west selling and manufacturing farm equipment and amassing enough money to buy 320 acres of marshy land about a mile south of downtown St. Joseph in 1845. He drained the land, constructed the "Patee Town Development," organized a local bank in 1857 and became St. Joseph's wealthiest citizen.

Patee was a railroad enthusiast and sold 40 acres of his land to the Hannibal & St. Joe for its passenger station and terminal facilities. Between 1856 and 1858 at the cost of $180,000, he also built the Patee House Hotel, a 110-room four-story brick luxury hotel with hot and cold running water and flush toilets in the bathrooms, its own gas lights and a cupola for better air circulation and cooling. It was finer and larger than any hotel in St. Louis and was the last outpost of civilization before Sacramento, Calif. 1,900 miles away. In 1859 the Hannibal & St. Joseph R.R. opened its offices in Patee House.

At left, examples of various Pony Express mail handstamps.

The first Pony Express ride began in St. Joseph, Mo. on April 3, 1860 and ended in Sacramento, Calif., on April 14, 1860. At right: Frederick Remington's portrayal of the first ride. It lasted for only eighteen months.

At far right, the original site of Kansas City's Hannibal Bridge over the Missouri River—and below it, the colorized photo of the new bridge in 1870. It was the **first permanent rail crossing of the Missouri River** and helped establish Kansas City, Missouri as a major city and rail hub with the Hannibal & St. Joseph Railway.

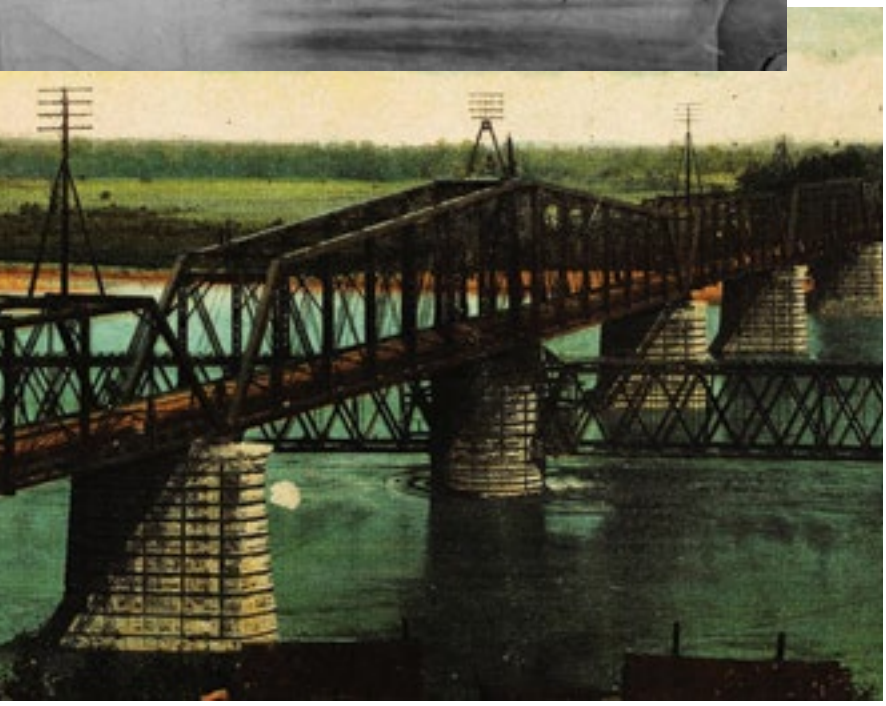
Need for faster Communications with California

The Treaty of Guadalupe Hidalgo was signed on February 2, 1848. It ended the Mexican War and gave California to the United States. Only one week earlier gold was discovered at Sutter's Mill, an event that triggered the California Gold Rush. Thousands of miners and prospectors began to pour into California from all over the world. California was admitted to the Union in 1850, and its population swelled reaching 380,000 by 1860. Communicating with people in California was difficult. The fastest mail route from the east coast was by steamer to Panama, across the Isthmus by train, and then up the west coast by steamer, a trip that normally took two months. So, a letter sent from New York to San Francisco took four months to get a reply. The need for a faster way to get mail and communications to and from California was self-evident.

The obvious solution was an express service delivering messages, newspapers, and mail to the West Coast. In March 1857 Congress authorized the Postmaster General to contract for a mail route to California. Bids were solicited, and the contract was awarded to the Butterfield Overland Mail Company. Starting September 16, 1858 this company provided stage coach service carrying passengers and the United States Mail roughly 2,700 miles from St. Louis and Memphis to San Francisco.

It followed a southern route through Indian Territory, west Texas, largely uninhabited areas along the New Mexico and Arizona border with Mexico, and California, reaching San Francisco via Los Angeles. It was a dangerous and grueling trip that took 25 days in each direction – faster but much less secure than the ocean mail route which remained favored by the government. Letters had to be inscribed: "Via Overland Mail" or the equivalent to travel the Butterfield Route. Otherwise, the default was ocean mail.

Meanwhile, William Russell, Alexander Majors and William Waddell were experienced freight and stage operators in the West who held contracts to deliver army supplies to forts throughout the western frontier. The discovery of gold



The Hannibal Bridge was a Game Changer for Kansas City, the perfectly-situated Hannibal and St. Joseph Railway, and the citizens of America's great Midwest.

The First Hannibal Bridge was the first permanent rail crossing of the Missouri River and helped establish Kansas City, Missouri as a major city and rail center. The increased train traffic resulting from its construction also contributed to the building of Union Depot, the predecessor to the Kansas City Union Station, 2nd largest in America.

Construction started in 1867, shortly after the end of the American Civil War. Construction on the bridge was completed in 1869. The completion of the bridge came after a short battle between Leavenworth, Kansas, and the town of Kansas City for the Hannibal & St. Joseph Railroad bridge.

After construction was completed, the population of Kansas City began to grow.The bridge was designed by Octave Chanute, who designed the Kansas City Stockyards. A swing bridge it could open in under two minutes, and it had an arched truss design. The bridge cost $1 million to build.

The bridge was built for the Hannibal & St. Joseph Railroad by the Keystone Bridge Company. Although the railroad became part of the BNSF Railway, the name "Hannibal" has stuck.

In 1886, the bridge was severely damaged by a tornado collapsing a middle span. It was reconstructed and its truss structure was altered from an arch design to a traditional truss design. It was later replaced by the Second Hannibal Bridge 200 feet (61 m) upstream on the northern bank, but at the same location on the southern bank where it enters into the gooseneck cut into the bluff.

at Pike's Peak in the summer of 1858 raised the prospect of a new gold rush, and these men struck on the idea of using a shorter 1,900-mile central route over the plains, mountains and deserts using relays of horse-mounted riders. They believed they could make a run from St. Joseph to Sacramento in less than half the time of the Butterfield Route. If they demonstrated that ability, they bet that they would secure a lucrative contract to deliver the United States Mail to California.

Gateway to the Pony Express

In early 1860 Russell, Majors and Waddell created the Central Overland California & Pike's Peak Express Co. Like the Hannibal & St. Joseph R.R. they established their headquarters in the first floor of Patee House. There, within two months, they planned the launch of a new express service that would become known as the Pony Express.

On March 26, 1860 the express company placed an ad in the New York Herald and the St. Louis Republic: "To San Francisco in 8 days by the Central Overland California and Pike's Peak Express will leave the Missouri River on Tuesday April 3d at 5 o'clock P.M. and will run regularly weekly hereafter, carrying letter mail only. The point of departure on the Missouri River will be in telegraphic connection with the East and will be announced in due time. Telegraphic messages from all parts of the United States and Canada in connection with the point of departure will be received up to 5 o'clock P.M. of the day of leaving and transmitted over the Placerville and St. Joseph telegraph wire to San Francisco and intermediate points by the connecting express, in 8 days." The ad went on to promise delivery of mail to San Francisco within 10 days, to promise forwarding of mail to British Columbia, Russian possessions, China, Japan and India from San Francisco, and to identify office locations in New York City and Washington D.C. where mailings for the Pony Express would be accepted. Russell promised to do all of this without ever having a contract to deliver the mail from the United States Post Office Department.

Russell's first courier left New York City at 6:30 a.m. on

Covers Carried

Cover carried in the mail car of the Hannibal & St. Joseph RR in October 1858. Franked with America's first perforated stamp, the 3-cent issue of 1857.

Cameo corner card cover from St. Joseph's Patee House hotel, G.W. Alden, Manager, from that city in August 1868.

Note the Patee House hotel of St. Joseph, Missouri's embossed cameo corner card at upper left on this cover originating from the Hannibal RR on Oct. 1, 1861 to Alton, Illinois. L.T. Minor, Prop.

March 31. He took the railroad up the Hudson to Albany, then across New York State and the southern shore of Lake Erie. But the train arrived late in Detroit, and he missed the train for Chicago. He sent a telegraph to Russell back in St. Joseph with this bad news. With the whole country watching and the prospect of a looming public disaster that would doom his enterprise before it ever started, Russell sent a telegram to J.T.R. Haywood, president of the Hannibal & St. Joseph, asking that they run a special train for him in the hope of making up lost time.

Haywood realized that Russell's success might bring a mail contract that could be quite lucrative for both the Pony Express and the Joe Line, and he agreed. He sent the road's newest locomotive, the Missouri, to Quincy where it met the courier arriving from Chicago. The Hannibal & St. Joseph R.R. cleared the track and dispatched the Missouri with a one-car train to make the 192-mile trip from Palmyra to St. Joseph. It arrived in St. Joseph with the Pony Express' first mail pouch containing 48 letters, 5 private telegrams and some papers for San Francisco and intermediate points. And it did so in record time – 4 hours and 51 minutes – averaging a breath-taking 40 miles per hour. A crowd was waiting

Overland Mail via Los Angeles and on to New York City; originating from Sacramento, California on June 19, 1860.

l on the "Joe"

Label at upper left denotes mail from the Central, Overland California and Pike's Peak Express with the company's handstamp of April 4, 1857. To Mountain City, Kan., from St. Joseph.

Overland Mail from Saint Louis, Missouri, on Sept 27, 1859, through St. Joseph and on to Iowa Hill, Calif. Note the 10c *perforated* stamp, issued in 1857.

The Hannibal & St. Joseph Railroad Brookfield Station Markng of May 28, 1860, cancels this 3-cent 1857 stamp on the embossed corner card of the Brookfield Hotel (owned by the Joe Line), E.H. Dennis, Proprietor. Only one other station marking has been recorded for the Joe and it is post-Civil War."

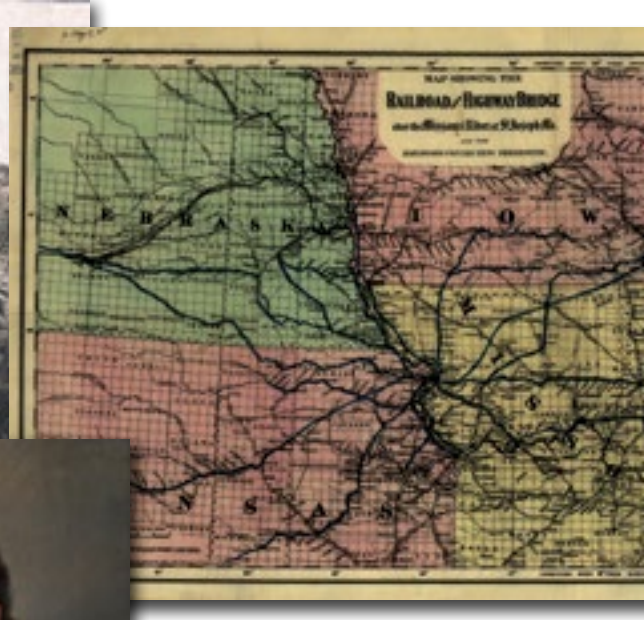
Overland Mail via Panama then to South Hadley, Massachusetts; originating from Sonora, Nevada on July 10, 1860.

to greet the train, and the mayor and other dignitaries made some speeches. On April 3, 1860 at about 7:15 p.m. the bag was handed off to the first rider whose departure from St. Joseph was marked by the firing of a cannon. That bag was delivered in Sacramento at about 1:00 a.m. on April 14.

The Central Overland California & Pike's Peak Express Co.'s office on the first floor of Patee House served as the eastern terminus of the Pony Express route, and the Hannibal & St. Joseph Railroad was established as the gateway to the Pony Express. Mail from the east arrived by train on the Hannibal & St. Joe and was transferred from the train station to the Pony Express at Patee House. Local letters bound for the Pony Express were mailed at the Patee House office for delivery to California.

While campaigning for Abraham Lincoln in September 1860, then Senator William Henry Seward stayed in Patee House and described the scene as follows: "At eight o'clock this morning, the weekly 'Pony Express' started hence for San Francisco. The start was worth seeing. Just before the hour appointed for its departure a horse and rider came galloping up, at full speed, to the office of the company here in the Patee House. The horse was ridden directly into the office,

Mid-Kansas in the days after the U.S. Congress's Kansas-Nebraska Act in 1854 showing Prisoners being led to the early capital of the non-freedom "capital" of Kansas at the eastern part of the state at the town of LeCompton. *Courtesy of the Kansas historical Society.*



A late 19th century railroad and highway bridge map of mid-western states emphasizing how the rails of Kansas and Missouri had influenced the huge commerce taking place in the region. Note the the Joe's key routes straight across Missouri including their tributaries.

Senator Thomas Hart Benton of Missouri.

the saddle-bags, containing letters and telegraphic dispatches, thrown across him; and the next minute, with a loud hurrah, horse and rider were tearing down the street."

Mail arriving from California was put on board the Joe in St. Joseph and taken by rail to Hannibal and points east. The Pony Express riders stayed at Patee House, and the stables were located in a nearby structure.

The Pony Express reduced the time for messages to travel between the Atlantic and Pacific Coasts to about 10 days and staked its claim as the most direct means of east-west communication. During the 18 months of its operation the Pony Express delivered about 35,000 letters between St. Joseph and Sacramento. But it never achieved its dream of receiving a contract from the Post Office Department, and it never made money.

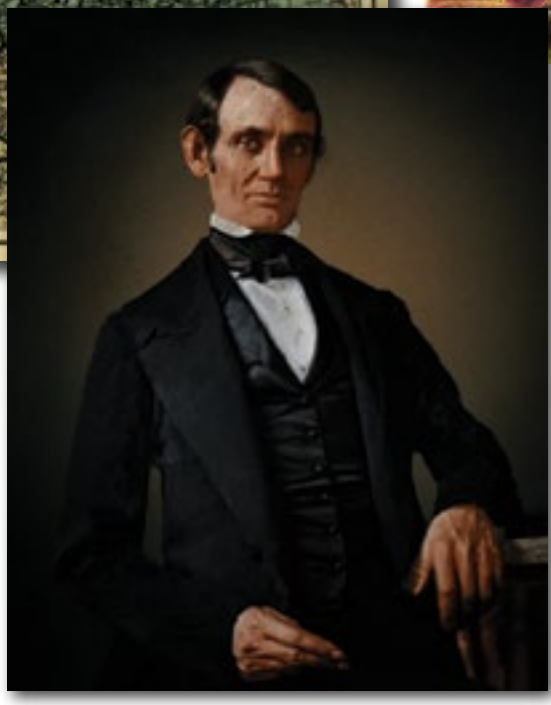
On June 16, 1860 Congress authorized the building of a transcontinental telegraph line to connect the Missouri River with the Pacific Coast. The telegraph was completed on October 24, 1861. Thus, the telegraph replaced the Pony Express as the fastest means of communication between the Pacific Coast and the eastern half of the country. In an instant the Pony Express became obsolete. A triumph of the American imagination but a financial failure, the Pony Express ceased operations two days later on October 26, 1861.

The Ramp-up to the Civil War

As the clouds of war gathered Missouri was a deeply divided state. It had been settled primarily by Southerners traveling up the Mississippi River, many of whom brought slaves with them. It was admitted to the Union in 1821 as a slave state following the Missouri Compromise in which Congress agreed that slavery would be illegal north of 36° 30' latitude with the sole exception of Missouri. Looking at the map, this arrangement left Missouri as a peninsula of slavery extending into a sea of free territory.

The Kansas-Nebraska Act of 1854 completely nullified the Missouri Compromise and allowed the Kansas and Nebraska Territories to Missouri's west to vote on whether to enter the Union as free or slave states. This led to migration rushes of both northern and southern partisans into the territories and produced a brutal de facto war between pro-slavery "Border Ruffians" (mostly from Missouri) and anti-slavery "Free-Staters" or "Jayhawkers" (some from Missouri but many from Illinois, Iowa and New England) who swarmed to Kansas.

It was a guerilla war fought by ill-trained, poorly disciplined militias and other irregular quasi-military bands and gangs. The combatants were armed with whatever personal weapons they owned. They lacked uniforms marking them



In December 1859 Abraham Lincoln came to Kansas campaigning for the presidency. He visited several towns in Missouri and Kansas including St. Joseph, Leavenworth and Atchison during a week-long sojourn. Part of his trip was on the Joe. Note that this colorized actual photo of Lincoln shows him beardless—as he appeared during his western 1859 journey.

Hannibal & St.Joseph Railroad newspaper ads in the 1870s.

as soldiers in identifiable military groups, leaving little to distinguish them from armed vigilante mobs. Their actions featured hit-and-run raids, skirmishes, summary executions and bridge burnings, after which they blended back into the civilian population. Known as "Bleeding Kansas," the 7-year period of conflict (1854 to 1861) continued once the real Civil War began.

Railroad's Impact on the Election of 1860 and Secession

Missouri was fundamentally southern in culture, heritage and politics. The 1860 census counted 1,182,012 Missourians. Of these, 114,931 were slaves, constituting 9% of the population. Foreign-born persons, more than half of whom were recent arrivals from Germany, numbered 160,541, constituting 13%. By far the largest group of Missourians—906,540—were white native-born persons. More than 7 of 10 of them were born in Missouri itself or some other southern slave state. They were raised from birth in places where slavery was legal and also the backbone of an agriculture-based economy. Not surprisingly, among them the institution of slavery was widely accepted as part of the natural order of life, and abolitionists were few and far between. Indeed, opposition to the expansion of slavery into the territories reflected by his votes against the Compromise of 1850 and the Kansas-Nebraska Act ended the storied three-decade long political career of Missouri's legendary senator Thomas Hart Benton.

With sectional differences over the slavery issue threatening to tear apart the Union, the presidential election of 1860 gave Missourians four choices. The Northern Democratic Party was led by Stephen A. Douglas; it wanted to preserve the Union and leave the issue of slavery to popular sovereignty. The Constitutional Union Party (mostly former Whigs) led by John Bell also wanted to preserve the Union and accepted slavery and the Dred Scott decision. The Republican Party's standard-bearer, Abraham Lincoln, also wanted to preserve the Union. Although Lincoln maintained a position of containing slavery while allowing it to remain in states where it was legal, the party harbored prominent abolitionists, and the proponents of slavery saw the Republicans as a mortal threat to slavery. Of the four parties, only the Southern Democrats led by John Breckinridge took the position that states had the legal right to secede from the Union, an option the slave states could take if the Republicans won. Thus, three of the four

Version of actual photograph taken of General Ulysses Simpson Grant in early 1863. From Pinterest.

candidates campaigned on platforms to preserve the Union.

Missouri law limited suffrage to white adult males as was common at the time and 165,563 voters went to the polls. Douglas carried the state with 58,801 votes (35.5%). Bell finished second with 58,372 (35.3%). Breckinridge was third with 31,362 (18.9%). Lincoln, the suspected closet abolitionist, finished dead last with 17,028 (10.3%). Lincoln's weak performance leaves no doubt that Missourians were perfectly happy with slavery. But Breckinridge's weak performance shows that Missouri wanted to remain in the Union. Only 18.9% of the voters opted for the pro-secession candidate, while 81.1% voted for one of the pro-Union candidates.

Pro-slavery, yet pro-Union? This was an anomaly. Slavery was lawful in 15 states. Breckinridge carried 11 of them and finished a strong second in 3 others. Ultimately, 11 of these 14 states would secede. Only in Missouri did Breckinridge finish a distant third. Why? The explanation seems to be rooted in economics. Missouri in 1860 held one significant advantage over all the other 14 slave states – geography. It stood squarely on a likely potential route for the transcontinental railroad.

From 1821 into the early 1850s Missouri's trade was agriculturally based and mainly conducted on a north-south axis along the Mississippi River. It was regional in nature, and its growth potential was rather static. The arrival of the railroad in the 1850s opened tangible opportunities for east-west trade with Chicago, Philadelphia, New York and the other rapidly industrializing centers of the North and Northeast. A transcontinental rail link to California promised to put Missouri in the center of transcontinental trade and offered the vision of a bright future of unlimited prosperity. In contrast, secession would create trade barriers with the North, the Northeast and California and dim the hope of a transcontinental railroad with Missouri at its center. The Hannibal & St. Joseph (or if not the Joe then the Pacific Railroad 100 miles to its south, which ran west from St. Louis and was building westward past Jefferson City) could be that railroad. Missouri could hold a key position in an emerging diversified national economy. Why jeopardize a good thing? The clear majority of Missouri voters realized that they had much to lose with secession and a lot to gain by preserving the Union. Through preservation they could retain the old north-south agricultural trade with the South while cashing in on new east-west opportunities. In the Missouri of 1860, economics trumped culture. If the railroad had not been built, that choice may have been very different.

The Civil War begins in Missouri

Missourians also elected a governor in 1860. Claiborne Fox Jackson, a wealthy slaveholder, ran and was elected as a pro-Douglas Northern Democrat. However, he was a closet secessionist and worked behind the scenes to promote Missouri's secession. In his January 1861 inaugural he declared that Missouri held a common bond with the other slave states and that if the Union was dissolved, Missouri should follow the South. He called for a state convention to decide the issue. Recognizing Missouri's real economic interest, the convention voted 98-1 against secession, Jackson's advocacy, notwithstanding.

When on April 12, 1861 the Confederates fired on Fort Sumter, President Lincoln called for volunteers. Missouri was asked to raise 75,000. Governor Jackson refused and tried to stake out a position of apparent state neutrality. He called up the Missouri State Militia and conducted maneuvers around Camp Jackson just outside of St. Louis in a plot to seize the St. Louis Arsenal and arm state troops in the Confederate cause. On May 10, 1861 Union troops under then Captain Nathaniel Lyon attacked and defeated the militia before it could

strike. Lyon was promoted to brigadier general. Jackson next sent secret envoys to CSA president Jefferson Davis seeking a Confederate invasion of Missouri that he would embrace. But once again Lyon struck first, capturing the state capital at Jefferson City without a fight on June 13. On July 22, the state convention once again voted against secession, and on July 31 it declared the governor's office vacant. A provisional government was established, and Missouri remained in the Union. Jackson fled to southern Missouri where he set up a government-in-exile that no one recognized. He sought refuge in Arkansas where he died in spring 1862.

By the end of the Civil War roughly 110,000 Missourians would fight for the Union, while about 40,000 would fight for the Confederacy. Many others would fight on and off for pro-Confederate partisan groups. One of these was young Samuel L. Clemens. Along with a group of his friends from Hannibal, he briefly joined the Marion Rangers, a small unit of pro-Southern irregulars. The terms and length of their enlistment were unclear, but they took to the woods and attempted to train. They were issued no equipment, so they wore their own clothes and were armed with whatever personal weapons they brought. Some brought their own horses and mules. They elected officers, but no one had real military experience, and since they were all friends, orders were taken more as suggestions.

When threatened by elements of the Union army, they retreated and did their best to avoid engagement. Two or three weeks of this experience were enough for Clemens to realize that he had neither the aptitude nor the appetite for military service. He left the field for St. Louis with his brother Orion, a rare Missouri abolitionist and Lincoln supporter, who had been appointed secretary of the Nevada Territory. On July 18, 1861 the two left Missouri for Nevada, where Samuel would begin his literary career in earnest and become Mark Twain.

Protecting the Joe

The Union fully grasped the importance of preserving and holding the Hannibal & St. Joseph R.R. Beyond supporting civilian commerce including the mails, the railroad facilitated the rapid movement of troops and supplies from one end of Missouri to the other. St. Joseph at its western terminus was critical to maintaining timely communications with California and the rest of the West. Union troops were assigned to guard the Joe Line's bridges and as early as May 1861 began to be garrisoned at various important stations and maintenance facilities including Hannibal, Brookfield, Chillicothe and St. Joseph.

The need to garrison St. Joseph, a hotbed of Confederate sympathy, quickly became glaringly apparent. On May 22, 1861 a mob, led by a former mayor, pulled down the United States flag from the post office. Then in early June the City Council passed an ordinance making it a misdemeanor to fly the American flag within city limits. The Union Army responded by dispatching a full garrison of troops to take over the town and control the railroad terminus and Missouri River. They took substantial control of the Patee House Hotel, raised the flag from its cupola on June 11, established the Provost Marshal's office in its fourth floor and began conducting war trials in its second floor ballroom.

Col. Ulysses S. Grant's first mission during the Civil War was guarding the Hannibal & St. Joseph and its trains. In fact, it was one of his units that threatened Clemens' Marion Rangers. On August 5, 1861 Grant was promoted to brigadier general and given a new assignment in southeastern Missouri. No sooner did he leave the job than Confederate partisans perpetrated one of the most audacious and spectacular bushwhacker attacks in Civil War Missouri.

Platte Bridge Railroad Tragedy

On September 3, 1861 bushwhackers burned the lower timbers of the 160-foot railroad bridge that crossed the Platte River, leaving the top of the bridge looking intact. At 11:45 p.m. on a moonless night, the westbound passenger train from Hannibal to St. Joseph started to cross the bridge. The supports cracked and gave way. The locomotive flipped and tumbled 30 feet into the shallow river below, bringing with

A journalist from *Harper's Weekly* drew this pencil sketch of the destroyed Platte River Bridge in 1861

it the freight cars, the baggage car, mail car and two passenger cars with 100 men, women and children. Seventeen were killed outright and three more died of their injuries. All of the surviving passengers were injured. Many were crippled or maimed. Included among the dead were the engineer, the conductor, the fireman, the brakeman and a mail agent, Martin Field.

A second mail agent, Phillip Mans, survived. Abe Hager, the baggage-master, survived and heroically set out to walk 9 miles to St. Joseph to get medical help. Half-way there he found a handcar that brought him the last 4 miles to town. Although it was 1:00 a.m. the town was aroused, and all the physicians and 75 townspeople rushed to the disaster scene. St. Joseph had no hospital, so the injured were taken to Patee House for recovery.

The St. Louis newspapers published detailed accounts of what has gone down in history as the "Platte Bridge Railroad Tragedy," characterizing the attack as an "inhuman outrage."

The Union responded with predictable fury. Union soldiers were ordered to track down the bushwhackers and execute them. CSA Major General Sterling Price protested to the Union Commanding General Henry Halleck saying that sabotage was "lawful and proper" according to the rules of war and that any captured bushwhackers should be treated as prisoners of war. Halleck rebuffed him saying that the bushwhackers were "spies, marauders, robbers, incendiaries, guerrilla bands... in the garb of peaceful citizens." One of the most prominent bushwhackers and the presumed master-mind was Silas M. Gordon of Platte City, Missouri. Union troops twice burned that town to the ground in unsuccessful attempts to force the townspeople to surrender him.

Union and Confederate troops fought only two major conventional battles in Missouri. In terms of the day-to-day lives of Missourians, however, the real war in Missouri was the neighbor-against-neighbor bushwhacking and guerrilla war that saw more than 1,200 minor battles and skirmishes. Pro-Confederate partisans continued to attack the railroad, burning bridges, blocking tracks and vandalizing property in sporadic hit-and-run raids. That said, the Union Army maintained control of the Hannibal & St. Joseph R.R., as well as Hannibal and St. Joseph and all the other towns along its right-of-way throughout the Civil War.

The First Railroad Post Office

Until 1861 the handling of mail on railroads was for the railroad route agent to be given a compartment for storage of locked bags of mail and a table in the baggage car where he could sort the way mail. When the train reached destinations the route agent would give the mail to the local post office.

William A. Davis, the head clerk in the St. Joseph Post Office, suggested adoption of a system known as the Travelling Post Office that had been used in England since 1838. This system gave the route agent his own car to act as a railway sorting office. Davis argued that this system would speed the mails arriving from the train through the St. Joseph Post Office and onto the overland stage coaches leaving for Kansas, California and all points in all directions. The car would be fitted with a table and pigeon holes similar to the arrangement in a postal sorting office, but without bag racks. On July 7, 1862, Postmaster General Montgomery Blair approved the experiment and directed that it be put into practice on the Hannibal & St. Joseph R.R. A baggage car was converted for this use in the Joe Line's Hannibal shops, and on July 28, 1862, the first postal car in the history of the United States Mail went into use. The mail agent was given the authority to open the bags and letter packages addressed to the St. Joseph Distribution Office, remove all California letters, and make up and sort the mail in the same manner as would have been done in the St. Joseph Post Office. The experiment was a success, and after the Civil War ended the Railroad Post Office (RPO) became a fixture on all United States railroads. Just look at the photograph of a 20th century mail car interior—state of the art 60 years ago.

Epilogue

Samuel L. Clemens became the popular author, lecturer and humorist Mark Twain. Ulysses S. Grant became Commanding General of the Union Army, led it to victory in the Civil War and was elected President of the United States. Twain and Grant became fast friends after a November 1879 dinner to honor Grant that featured Twain as the final speaker. After a series of obsequious speeches and toasts, Twain concluded by mildly roasting Grant much to Grant's amusement.

Grant lost everything he had in 1884 when a business partner turned out to be a swindler. Worse still, he was dying of throat cancer and feared his wife would be left destitute, so he began writing his memoirs. Twain learned of this and helped him negotiate a favorable publication contract that netted Julia Dent Grant $450,000 in royalties, the equivalent of $11,000,000 in today's money.

John Patee had been a slaveholder and Southern sympathizer. The Civil War left him beleaguered and in debt. His property was neglected and had declined in value, and his slaves had been emancipated. He decided to raise money by selling Patee House through a lottery. Seventy thousand lottery tickets were printed and sold throughout the West for $2.00 each. There were 40 prizes with the grand prize being the hotel itself. The lottery was to be drawn as soon as 60,000 tickets were sold. April 26, 1865 was set as the date of the drawing, but that morning an agent in Illinois returned 100 unsold tickets. Patee bought them to allow the drawing to proceed the next day. Ironically, when the drawing was held Patee himself held the winning ticket. The lottery was carefully supervised and no charges of irregularity were ever made.The lottery allowed Patee to pay off some of his debts before he died in February 1868.

MISSOURI IS FREE!

FARMS AND HOMES IN NORTHERN MISSOURI!

Hannibal AND St. Joseph R.R.

OFFERS FOR SALE NEARLY

500,000 ACRES

OF THE BEST

PRAIRIE, TIMBER AND COAL

LANDS

IN THE WEST!

Land is sold in 40 Acre Lots or more FOR CASH, LAND BONDS AT PAR OR PREFERRED STOCK.

ON 2 OR 10 YEARS CREDIT!

At Prices ranging from $2.40 to $3, $4, $5, $6, $9, $12, &c., averaging under $10 per Acre.

DEDUCTIONS.

20 PER CENT. is deducted from TEN YEARS credit price if fully paid in two years, and ANOTHER DEDUCTION is secured as per Market Margin on Bonds, if paid in full at date of purchase.

BONDS IN SUMS TO SUIT ARE FURNISHED AT CURRENT DISCOUNT.

COLONIES.

EMIGRANTS settling in Colonies will contribute greatly to each member's advantage. The large and choice bodies of Land offered, furnish them every facility.

CIRCULARS GIVING FULL PARTICULARS ARE FURNISHED GRATIS!

SECTIONAL MAPS, SHOWING EXACT LOCATION OF THE LANDS, ARE SOLD AT 30 CTS. EACH.

APPLY BY LETTER, OR OTHERWISE, TO GEORGE S. HARRIS, Land Commissioner H. & St. Jo. R. R. Hannibal, Mo.

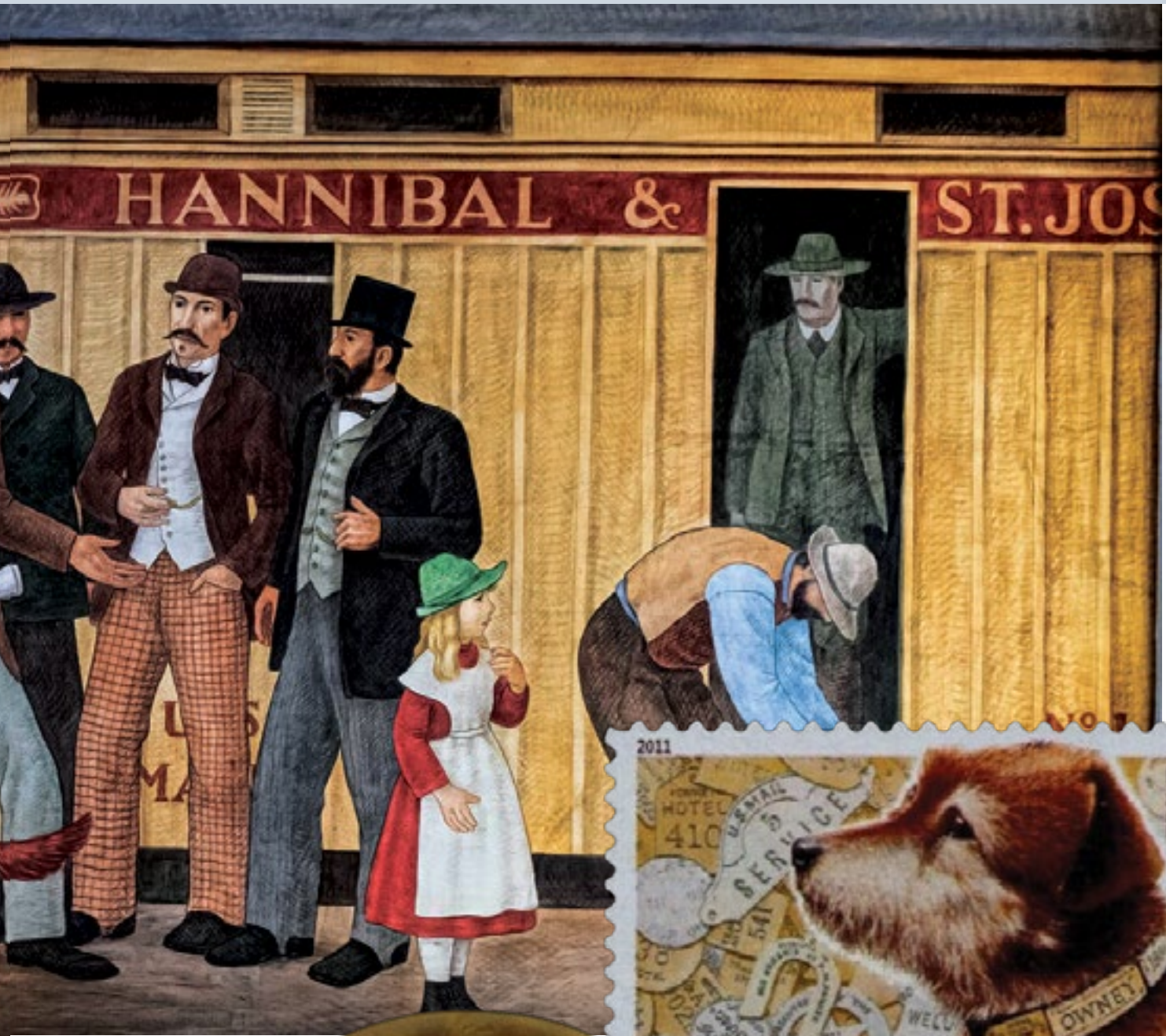
Many walks of life are portrayed in this colorful mural painted by an artist in the WPA program to employ destitute artists during America's Great Depression in the 1930s-40s. Originally on the wall of the St. Joseph, Missouri Railroad Station.

This replica of the impressive interior of a 19th century railway mail car shows the respect the U.S. Post Office Department paid to their responsibilities to the communications of the American people and their commerce.

Patee House declined as a hotel due to wear in the war and the growth of downtown St. Joseph, which left it in a disadvantaged location. It was used for a while as a female college and later for light industrial purposes until 1963 when it became a museum. It still stands and has enjoyed a renaissance as the Patee House Museum.

In 1867 the Hannibal & St. Joseph Railroad built a cut-off at Cameron, Missouri, southwest to Kansas City. There, the railroad built the large 1,371-foot Hannibal Bridge across the Missouri River. Completed in 1869, this swing bridge was the first bridge to cross the Missouri west of St. Louis. It allowed the Joe to be the first railroad to carry mail, passengers and freight westward across the Missouri River—though not used, it still stands today in Kansas City alongside its contemporary replacement.

The Hannibal & St. Joseph Railroad lost its renowned and unique identity in 1883 when it was acquired by, and



absorbed into, the Chicago, Burlington & Quincy Railroad. The rail connection between Hannibal and St. Joseph remained in place for about 125 years. Finally, in 1970 the railroad became the property of the Burlington Northern R.R., now the BNSF, a railroad that has a proud history.

Above, the U.S. Postal Service paid tribute with a 2011 U.S. stamp honoring the little dog Owney who became the official mascot for the U.S. Post Office Department's railway mail service in the late 1880s.

ACROSS THE TOP: The Gustaf Dahlstrom mural entitled "First Railway Post Office". Painted in 1941 at the St. Joseph, Mo. Post Office and Courthouse under WPA sponsorship.

Kelleher & Rogers, Ltd

Fine Asian Auctions

Some examples of the quality of lots coming in our next sale.

1980 "Year of the Monkey" 8 fen, a complete "post office" fresh mint sheet of eighty.

This was the first "New Year" stamp issued by the People's Republic. With a print run of less than 5,000,000, most examples were sold on a limited basis by the post offices in China and to new issue collectors overseas. Therefore, the number of surviving complete sheets is relatively low.

1968 "Whole Country is Red" 8 fen Workers, Peasants, Soldier and Map of China, a pristine mint never hinged example of the iconic stamp of the Cultural Revolution.

During the first day that this stamp was issued in Beijing on 25 November 1968, it immediately came to light that there were geographical anomalies in the map of China, such as the Archipelagos of Xisha and Nanshi having been omitted. The entire issue was withdrawn. However, a few post offices had been selling the stamps before the official date of issue.

1968 "Great Victory of the Cultural Revolution" prepared for use but not issued 8 fen Chairman Mao and Lin Bin Piao appearing before a Victory celebration in the countryside, a magnificent mint never hinged example from the top right corner of the sheet.

One of the rarest stamps of the Cultural Revolution, this issue is known to have been released early by the post office in Hebei, which sold the stamp before the officially anticipated date of issue. Therefore, prior to the cancellation of the issue, a few examples actually came on the market before the entire supply of of stamps was returned to Beijing.

Patricia A. Kaufmann
With the vast resources of the Smithsonian
National Postal Museum and Arago

The French Family of Soulé and Their War with *the* War

Roughly 20 years ago, fellow CSA Catalog editor Jerry Palazolo and I were recruited by the Smithsonian National Postal Museum (NPM) to write up the Confederate States section of Arago, the name of the online portion of NPM scheduled to be unveiled at the Washington D.C. 2006 World Philatelic Exhibition.

The Confederate section of Arago was one of the first to be added to that online resource. This is because the National Stamp Collection originated in 1886 with the donation of a partial pane of 10¢ Confederate postage stamps by M.W. Robertson. The collection grew slowly until 1911, when the Post Office Department began to transfer more than 200,000 stamps and postal operations artifacts. To organize this acquisition, the Smithsonian hired Joseph

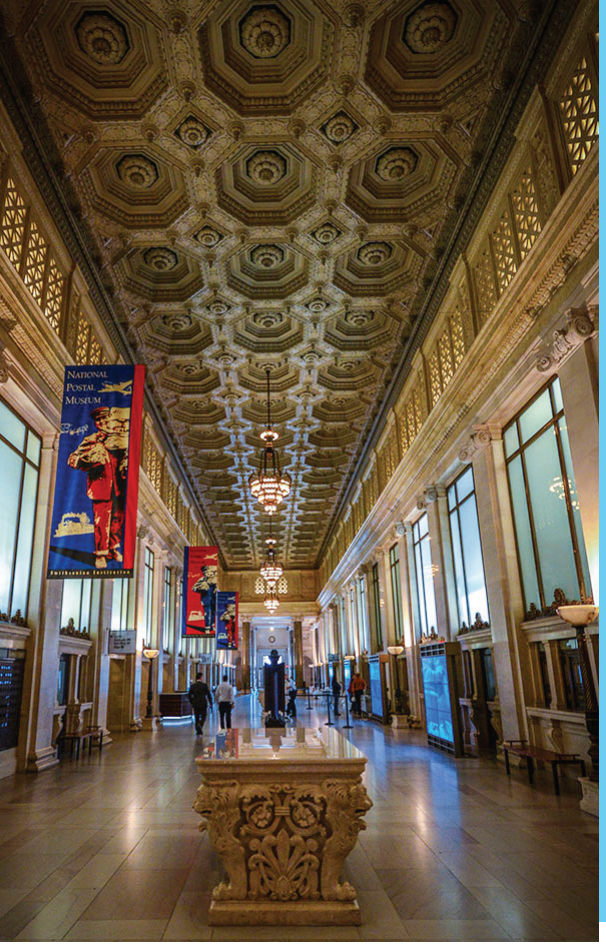
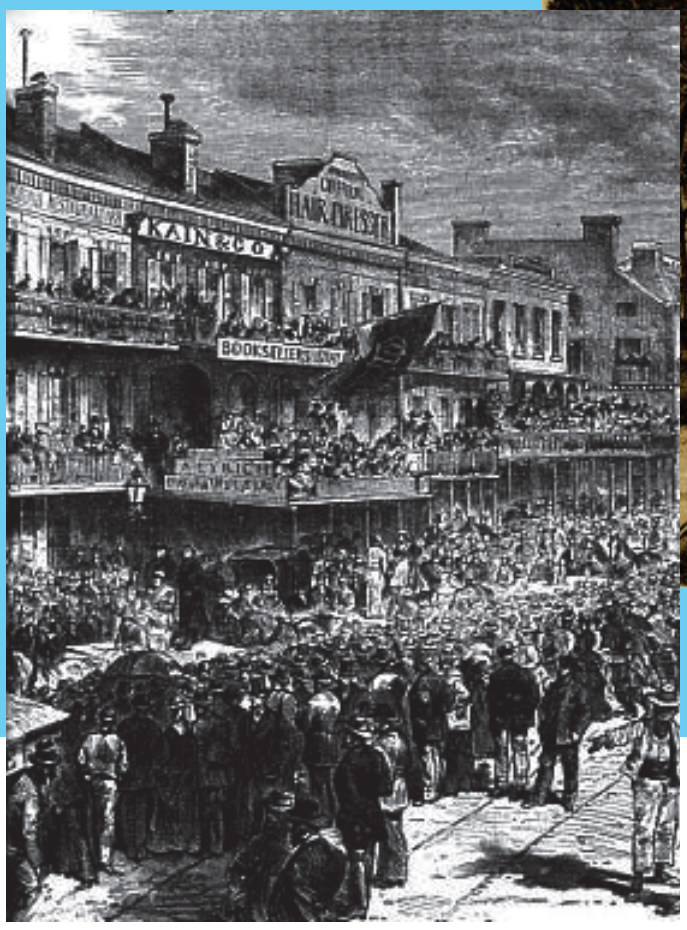


Figure 2. The author remarks that she, *"... gets twinges of nostalgia every time I enter the historic lobby, shown in Figure 2, with its imposing rosette ceiling and marble floors where now elegant dinners and galas are held."*



Downtown Philadelphia on Election Night in 1862—in a pencil sketch for *Harper's Weekly*. The detail work is simply amazing.

Large enough by the ti urbs, the view at left i where the wealthy class photographs of other s

Leavy as the first curator. By 1914, Leavy had placed more than 14,000 stamps on display. Today, that number has grown to roughly six million.

The Smithsonian's National Postal Museum is dedicated to the preservation, study and presentation of postal history and philately. The NPM houses one of the largest and most significant philatelic and postal history collections in the world and one of the world's most comprehensive library resources on philately and postal history.

From 1908 until 1963, the collection was housed in the Smithsonian's Arts and Industries Building on the National Mall. In 1964, the collection was relocated to the National Museum of History and Technology (now the Smithsonian's National Museum of American History), and its scope expanded to include a vast holding of postal history and artifacts from well over 150 years of stamp production.

The Smithsonian National Postal Museum was urged into existence by Gordon Morison, the late Third Assistant Postmaster General, when the U.S. Postal System established as a separate entity on November 6, 1990. Its location near Union Station in Northeast Washington opened to the public in July 1993.

That historic City Post Office building, Figure 1, personally holds many memories for me. As a young woman, I lugged countless armloads of registered mail from Kaufmann auctions to that very building in the 1970s and 1980s after hours when it was still a working post office. It was the only post office in the city that was open 24 hours a day. I was often there into the wee hours of the night after a big sale. Initially, all those registered receipt books were handwritten – something I do not remember fondly. No one wanted to be behind me in line. They still don't.

I get twinges of nostalgia every time I enter the historic lobby, shown in Figure 2, with its imposing rosette ceiling and marble floors where now

me of the Civil War to begin to have beautiful sub-
s New Orleans' Esplanade Avenue, at mid-century,
ses were taking up residence. Also shown are actual
cenes in the city in the early 1860s.

Photos above and at left: A street scene in downtown New Orleans in the early 1870s. Left: An overloaded steamboat holds tens of thousands of dollars in cotton bales on the New Orleans dock in the early 1860s.

elegant dinners and galas are catered. I was privileged to be on the NPM Council of Philatelists during the construction and lead-up to the opening of the spectacular William H. Gross Gallery, one of the highlights of my philatelic life.

J. W. Hincks Correspondence

But I'm straying off-topic with reminiscences. When Jerry Palazolo and I undertook the daunting task of writing online descriptions for Arago to represent the National Stamp Collection, we understandably tackled the assignment by dividing the work in half. We each wrote our half, then read and commented on the descriptions of the other as needed, checking for accuracy and clarity for the reader. It fell to Jerry to research and do the initial write-up of a small and fascinating correspondence addressed to the J.W. Hincks family of New Orleans.

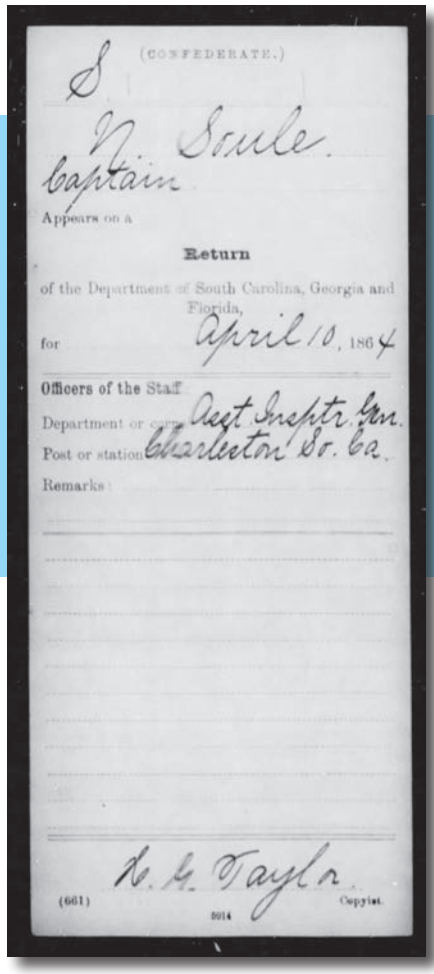
John W. Hincks was the Secretary of the New Orleans Mutual Insurance Company. The Hincks family was relatively well-off at the outbreak of the Civil War.

In early 1863, U.S. General Nathaniel P. Banks ordered the death penalty for persons convicted of supplying arms to the enemy and the deportation for all registered enemies who refused to take

Figure 1. The National Postal Museum holds millions of historic items such as the images of New Orleans you see here in this article that relate to the city's large wellspring of postal history. They are now held in the former Washington, D.C. Main Post Office, now the NPM, at 2nd and Massachusetts Avenue -shown here.

the oath of allegiance of the United States in the formerly-held Confederate territory.

Presumably, John Hincks signed the Oath since he and his daughters remained in New Orleans. Two of his sons were Confederate soldiers. Henry Anatole is listed in military records as Sgt. A. Hincks, Louisiana Militia, Orleans Guards Regiment, Company D, Army of the Mississippi. Joseph A. Hincks is listed as J.A. Hincks, South Carolina Artillery, Manigault's Battalion, Company D.


(CONFEDERATE.)

N. Soule.

Captain

Appears on a

Return

of the Department of South Carolina, Georgia and Florida,

for April 10, 1864

Officers of the Staff

Department or corps Asst Inspr Gen.

Post or station Charleston So. Ca.

Remarks:

N. A. Taylor

(661) 8014 Copyist.

Figure 3. Military record showing N. Soule as Assistant Inspector General of the Department of South Carolina, Georgia, and Florida, posted at Charleston, S.C.

Figure 5. The Soulé family tomb in Saint Louis Cemetery Number 2 in New Orleans.


Honorable PIERRE SOULE

ARMANTINE MERCIER

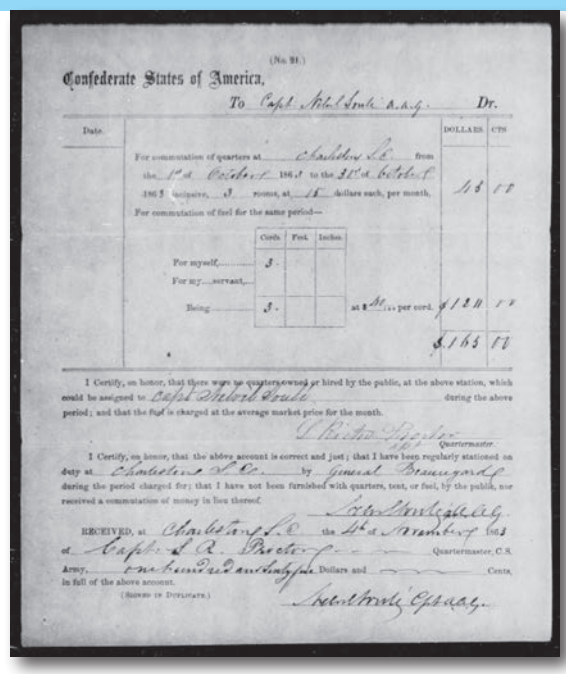
ANNA ODILE SOULE

NELVIL SOULE

PIERRE SOULE

MARGUERITE SOULE

Figure 6. Close-up of names listed on the Soulé family tomb.


(No. 21.)

Confederate States of America,

To Capt. Nelvil Soule A.A.G. Dr.

Date. DOLLARS CTS

For commutation of quarters at Charleston S.C. from the 1st of October 1863 to the 31st of October 1863 inclusive, 3 rooms, at 15 dollars each, per month, 15 00

For commutation of fuel for the same period—

	Cords	Feet	Inches		
For myself,	3				
For my servant,					
Being	3			at $ 50 per cord.	150 00

$165 00

I Certify, on honor, that there were no quarters owned or hired by the public, at the above station, which could be assigned to Capt Nelvil Soule during the above period; and that the fuel is charged at the average market price for the month.

L. Pinckney Proctor Quartermaster.

I Certify, on honor, that the above account is correct and just; that I have been regularly stationed on duty at Charleston S.C. by General Beauregard during the period charged for; that I have not been furnished with quarters, tent, or fuel, by the public, nor received a commutation of money in lieu thereof.

Capt Nelvil Soule A.A.G.

RECEIVED, at Charleston S.C. the 4th of November 1863 of Capt. L. P. Proctor Quartermaster, C.S. Army, one hundred and sixty five Dollars and —— Cents, in full of the above account.

(SIGNED IN DUPLICATE.) Nelvil Soule A.A.G.

Figure 7. Nelvil Soulé's signature on the bottom of a commutation of quarters.

Joseph Hincks enlisted on May 7, 1864, and was detailed to Confederate Major General Samuel Jones at the army's headquarters as a First Class Clerk. In this particular capacity, Hincks was sometimes able to censor his own outbound flag-of-truce mail, as well as take advantage of his contacts at the Federal command posts.

Port Royal Sound is located along the South Carolina coast line between the Sea Islands of Port Royal (to the north) and Hatteras (to the south). The Battle of Port Royal was one of the earliest amphibious operations of the war November 3-7, 1861. They remained under Union control during the remainder of the war.

Hincks' knowledge of the constantly changing military developments along the Atlantic coast allowed him to alter his mailing methods, thus ensuring a substantial number of his letters to family in New Orleans got through successfully. The NPM holds 35 covers, as well as individual letters, to his father and sisters, Léda and Lucille. Some of the covers, all viewable online through Arago at NPM, are blockade-run uses and some went through Mobile.

Captain Nelvil Alfred Soulé and the Honorable Pierre Soulé

One of Hincks' contacts was Captain Nelvil Soulé (1821-1878), Assistant Adjutant General, Department of South Carolina, Georgia, and Florida (CSA). He was stationed at Charleston where he examined and forwarded several Hincks letters.

Although I was familiar with the Hincks correspondence because of Arago, it was Soulé, one of the examining officers, and his esteemed father, who captured my attention when one of the Hincks covers found its way to me recently.

Nelvil is shown in military records both as Assistant Inspector General and Assistant Adjutant General; he signed documents in both capacities. Figure 3 shows his position as Assistant Inspec-

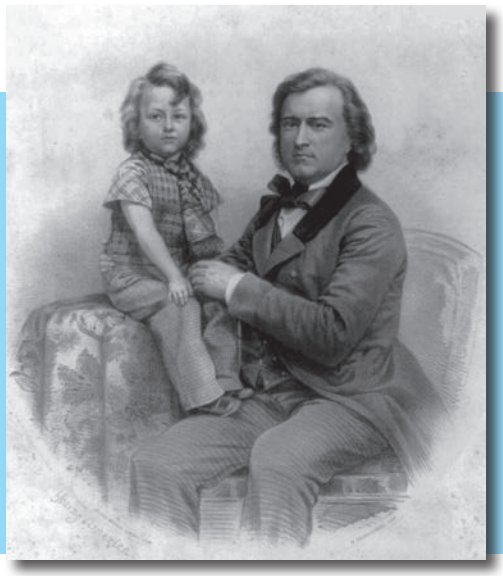


Figure 8. Portrait of Pierre Soulé with his young son, Nelvil.

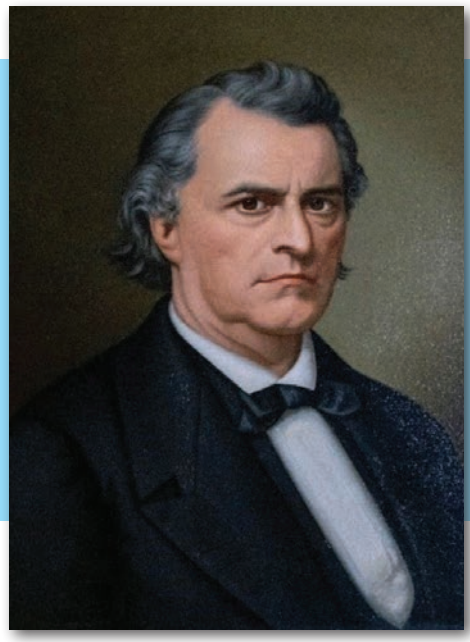


Figure 9. Oil painting of Pierre Soulé.

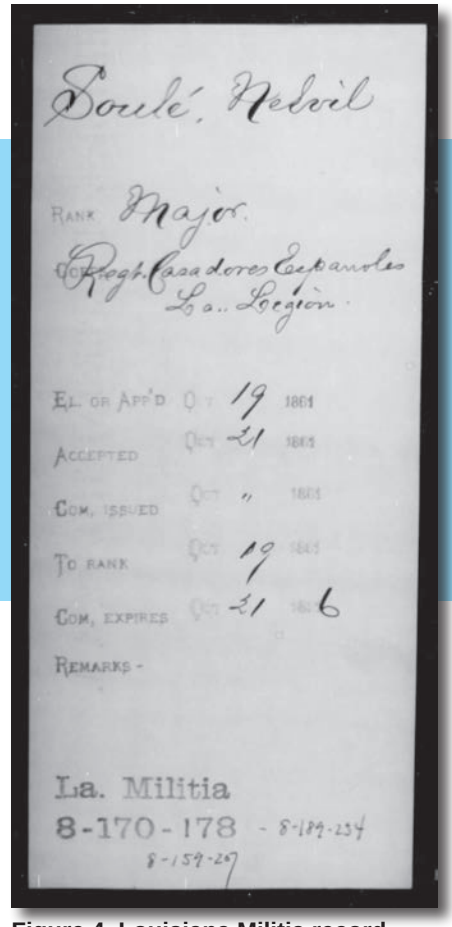


Figure 4. Louisiana Militia record showing Nelvil Soulé with the rank of Major in the Regiment Casadores Espanoles, Louisiana Legion.

General Pierre Gustave Toutant-Beauregard, CSA

tor General at Charleston April 10, 1864. The mostly handwritten record in Figure 4 reveals a (brief) rank of Major in an early 1861 Louisiana Militia record in the Regiment of Casadores Espanoles. All regular Confederate military records show him as captain.

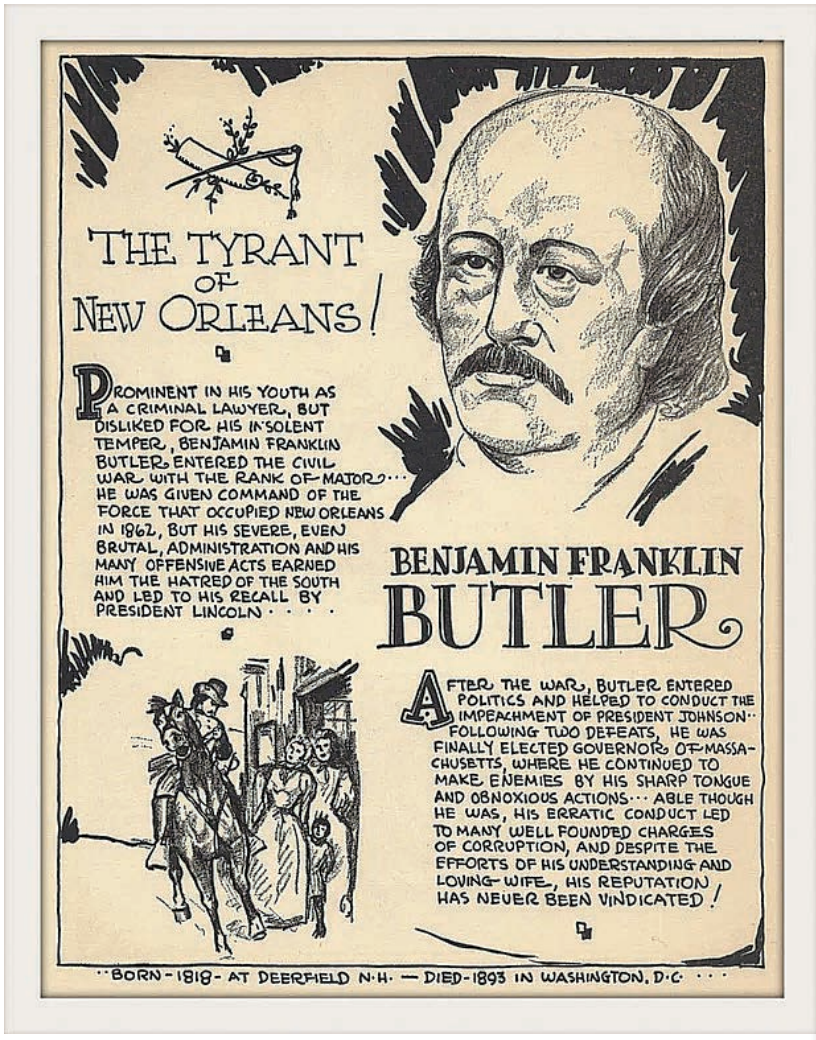
The name in contemporary newspapers and on the family tombstone clearly show Soulé as Nelvil, but his name is also incorrectly noted as Neville, Nelville, and Nebril. This misspelling is the often-seen victim of both misinterpreted handwriting and phonetics, coupled with a name unfamiliar to most native English-language speakers.

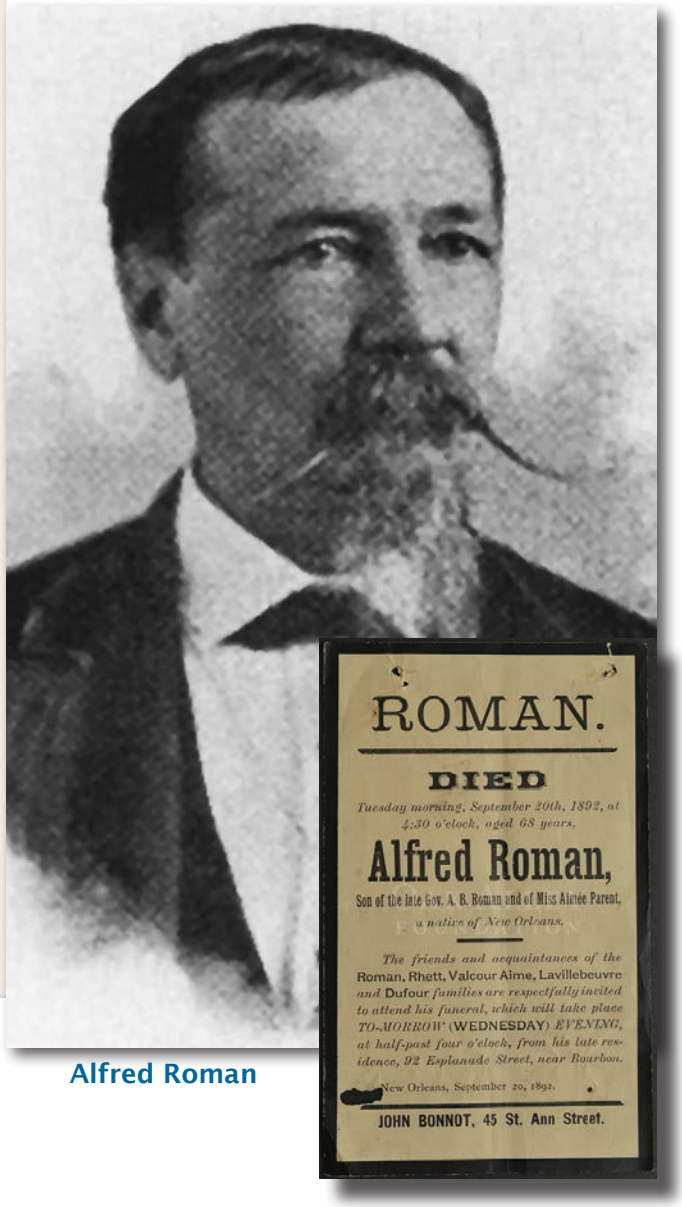
Figure 5 shows the family tomb in Saint Louis Cemetery Number 2 in New Orleans (SOC plat Square 2 St Patrick Aisle [Alley 3-R] M32), while Figure 6 shows a close-up of the family names. Nelvil is listed about three-quarters of the way down from his father, the Honorable Pierre Soulé.

That is also the way Nelvil's name is recorded on official papers in military records, and the way he signed documents, as clearly shown on the bottom of the commutation of quarters document in Figure 7.

Nelvil's father, Pierre Soulé (1801-1870), was born in Castillon-en-Couserans, France. He is pictured in Figure 8 with his young son, Nelvil and in a contemporary oil painting in Figure 9. He studied law in Paris but was forced to flee to Haiti in 1826 as a troublemaking political dissident, exiled for revolutionary activities. Finding no appropriate opening in Haiti, he sailed for Baltimore or New York (conflicting sources) and from there to New Orleans, where he made his new home. After studying English and American law, he rose rapidly and was associated with most of the celebrated civil and criminal cases in Louisiana courts.

It is said Soulé was more notable for his origi-





Alfred Roman

nality, power, and brilliance as an advocate than for his wisdom as a jurist. He was a Democratic Senator from Louisiana in the U.S. Senate in 1847 and from 1849-1853. A folded letter of the period sent with his congressional free frank is shown in Figure 10. From 1853-1855, he also served as U.S. Minister to Spain.

Pierre Soulé was author of the Ostend Manifesto, a document written in 1854 that described the rationale for the United States to purchase Cuba from Spain while implying the U.S. should declare war if Spain refused. This stemmed from fear of a slave revolt in Cuba like that in Haiti, as well as a desire to expand U.S. slave territory.

The Ostend Manifesto proposed a shift in foreign policy, justifying the use of force to seize Cuba in the name of national security. It resulted from debates over slavery in the United States, manifest destiny, and the Monroe Doctrine.

Manifest destiny was the belief that American settlers were entitled to conquer and control North America. It was a 19th century ideology used to justify dispossession and genocide against Native Americans.

The Monroe Doctrine was a U.S. foreign policy position that opposed European colonialism in the Western Hemisphere. It held that any intervention in the political affairs of the Americas by foreign powers was a potentially hostile act against the United States.

Surprisingly, Pierre Soulé opposed secession. He predicted the calamities secession would bring, as well as the defeat of the South, although he declared he would abide by the decision of his state. He was one of the few from the Deep South who campaigned for Stephen Douglas against secessionist delegates.

Pierre tendered his services to the Confederate government but, in failing health, he soon returned to New Orleans and remained there until the city fell to the Union in April 1862. He was arrested and taken to Fort Lafayette, New York Harbor, where he was imprisoned for several months. Upon release, he went to Nassau, Bahamas. In autumn 1862, he ran the blockade at Charleston and tendered his services to General P.G.T. Beauregard. After serving on Gen. Beauregard's staff for a time, Soulé went to Richmond in 1863 and was commissioned Brigadier General to raise a foreign legion, but that plan was not implemented.

Dated at Richmond September 15, 1863, Figure 11 shows the signature of Pierre Soulé signing for receipt of 1 English saddle and other equestrian equipment for his son, Capt. N. Soulé. This is during the period both men served on the staff of Gen. Beauregard. Figure 12 (next page) shows Nevil's appointment on September 2, 1863, and that it was delivered to his father, Hon. P. Soulé, who was acting as volunteer aide-de-camp.

Soulé's eloquence was acknowledged by statesmen Henry Clay and Daniel Webster, political giants of the day. After the war ended in 1865, Soulé went into exile in Havana, Cuba, later returning; he died in New Orleans in 1870.

The Civil War Postal History

The J.W. Hincks covers at NPM are a fascinat-

Union Flag Officer David G. Farragut ran his fleet past Forts Jackson and St. Philip on April 24, 1862, before capturing New Orleans the following day.

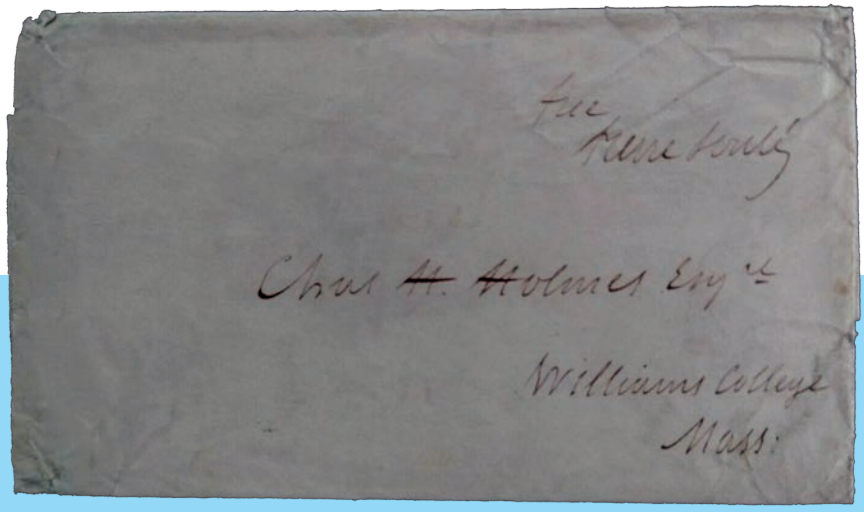


Figure 10. Congressional free frank of Pierre Soulé circa 1850.

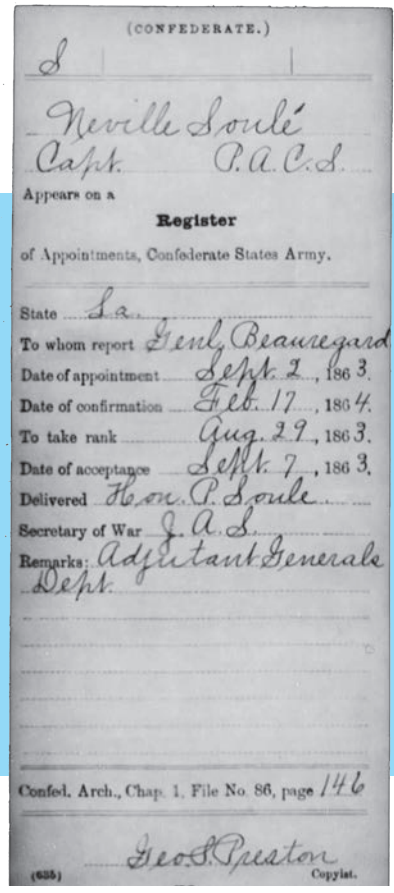


Figure 12. The appointment of Capt. Nelvil Soulé to the staff of Gen. Beauregard delivered to his father, Hon. Pierre Soulé.

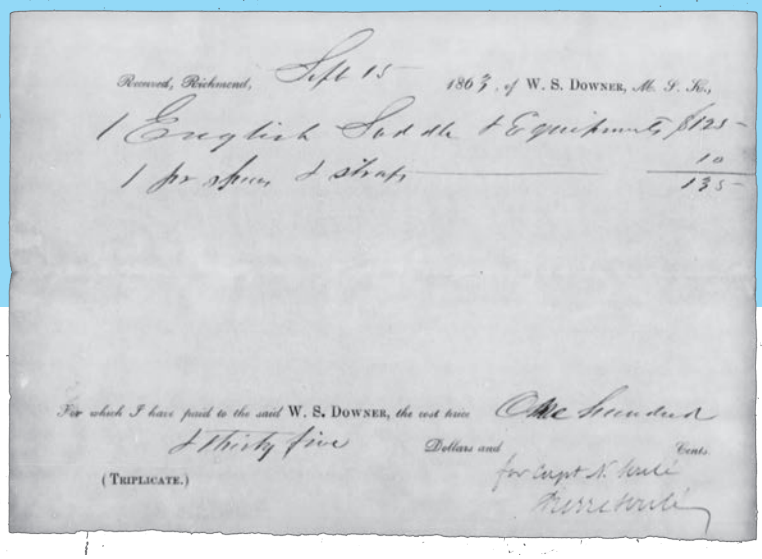


Figure 11. Pierre Soulé signing for receipt of one English saddle and other equestrian equipment for his son, Capt. N. Soulé while both were serving on the staff of Gen. P.G.T. Beauregard.

ing mix of blockade-run and flag-of-truce mail. Only four of the Hincks envelopes have the examined markings of Capt. Nelvil Soulé. I had never seen a Hincks cover outside the NPM collection until the one shown in Figure 13, nor had Jerry Palazolo. Yet between us, we have more than a century of Confederate postal history experience. I am unaware of any other Civil War Hincks covers in private hands.

The cover is addressed to "Miss Lucile Hincks, Care Jno. W. Hincks, Esq., Secty New Orleans Mut. Ins. Co., New Orleans, Louisiana." Contents docketing indicates the letter, from one of the two brothers, was written "28 Aout / 64" (Août=August in French). It is numbered "No 51" in pencil in the Hincks letter sequence. Covers in the museum collection show similar numbering. Letter numbering is a typical wartime practice by correspondents as letters are often delayed or lost in the confusion of troops movements and battle.

The envelope was signed in magenta ink "Appd N. Soulé, Cpt AAG" showing it was examined and approved. This is Nelvil Soulé's signature. At far left, a second "Apprd, N.S., Capt & AAG" is noted in a different hand and ink.

The cover is franked with a U.S. 1861 3¢ rose (Scott US 65) and postmarked by a duplex of Port Royal, S.C., Sep 1 '64. It appears to have been handled as a favor through the lines at Port Royal where it entered the U.S. mail system and remained there all the way to New Orleans. The well-connected people in Charleston called in favors through the local Confederate censor (Soulé) who evidently had connections in or near Port Royal. This is supposition and there is virtually no way to prove this was done in an unofficial capacity.

The use in Figure 14 is shown courtesy of NPM. The envelope is from one of the Hincks brothers to their father. It shows the same magen-

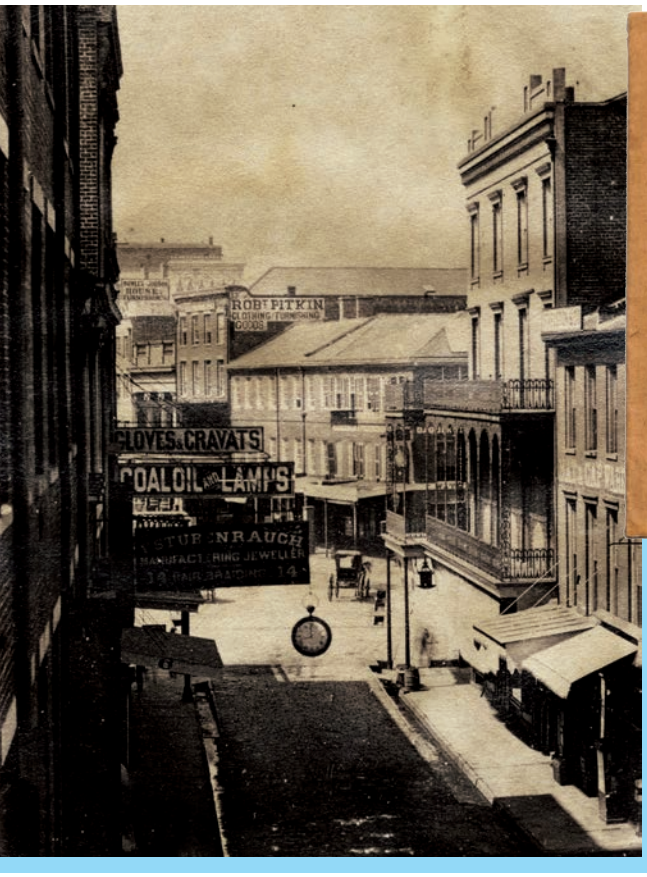


Figure 13a. Interesting street scene in New Orleans circa 1861.

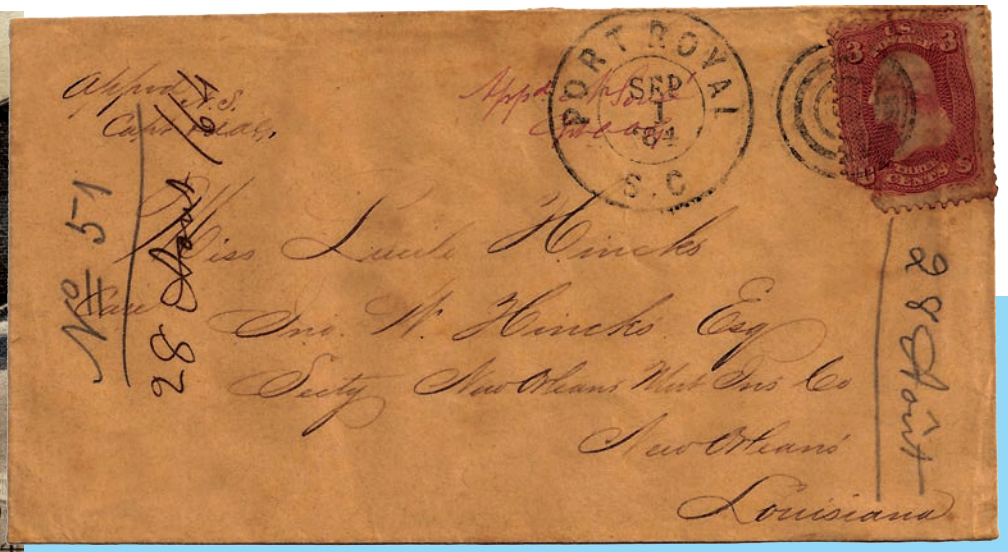


Figure 13. The only recorded Hincks Civil War use in private hands; it was examined by Capt. Nelvil Soulé and entered the U.S. mail stream at Union-occupied Port Royal S.C.

ta examining ink "ex N. Soulé, Capt. AAG." The cover is dated a month earlier than the first-described use, July 25, 1865.

Figure 15 is another cover shown courtesy of NPM. This use is from one of the Hincks brothers to his sister, Léda. The October 1, 1864, letter was examined in Charleston by Capt. Nevil Soulé and his approval penned to the left of the stamp. It was then transferred to Port Royal by some means of which we are not totally sure and put aboard a U.S. naval ship bound for New York, where it was marked with a New York Oct 7 (1864) duplex cancel and entered the U.S. mail. The 1861 3¢ stamp (Scott US 65) carried it to occupied New Orleans. It is "No. 62" in the letter sequence.

Old Charleston Jail and Capt. Nelvil Soulé

One of the many historically significant buildings within the Charleston Old and Historical District is the Old Charleston Jail, constructed in 1802 and operating until 1939. Prisoners held there ranged from high-seas pirates to the first alleged female serial killer in the United States (Lavinia Fisher). Most importantly to postal historians, it also housed Union prisoners of war as well as Confederate prisoners.

Shown in Figure 16-18 in photos dating from 1870 to today, the Old Jail is today a travel destination with opportunities such as the "Charleston Haunted Jail Tour." I saw the Old Jail a decade ago by horse-drawn carriage tour. One of Capt. Nelvil Soulé's duties as Assistant Inspector General was to inspect the Charleston Jail. Figure 19 shows filing notations on the outside of a letter signed by him and dated December 14, 1863. His name and title are directly under the strike of the bold Rebel Archives double oval.

The one-page content shown in Figure 20 was directed to Lieut. Col. Alfred Roman (1824-1892), Inspector General's Office, pictured in Figure 21. Roman served on the staff of Gen. Beauregard as both Aide-de-Camp and Inspector General. He was the son of Andre Bienvenu Roman who served as the 9th, and again as the 11th, governor of Louisiana.

In Capt. Soulé's impassioned letter, he indicates he is reporting on the state of the clothing of the (Confederate) military prisoners confined in said jail, the duration of their imprisonment, and the cause of their incarceration. As far as cleanliness, there was no cause for complaint, but...

"Military prisoners have no blankets, no shoes, no clothing; they seem to be entirely forgotten by their

company commanders. So much so, that some of them have been confined for months without trial. According to the laws of the country, every man has a right to a speedy trial. One could hardly believe that he is under the control of a liberal government were he to cast a glance on the list of men incarcerated for the last four months without charges, waiting for a trial, for a sentence.

"The condition of things, as it will more fully appear by the statement hereto annexed & made part of this report, baffles all description.

"Respectfully submitted,
Nevil Soulé
Cpt Asst In General"

Capt. Soulé writes a similar much longer letter on January 3, 1864, citing the commissary in charge neglected his duty. The distribution of rations was entrusted to two prisoners who stole the government rations and offered them for sale in the jail. He goes on to relate many other indignities such as no blankets and the lack of wood for fire in the dead of winter.

Figure 22 shows the first of many pages from Exhibit D annexed to his letter. It details the needs of individual soldiers awaiting sentencing, trial, or any charges at all. Virtually all men needed clothing and blankets.

He also reports many of the men are confined on charges of which they may be innocent. He recommends discharge from jail in specific cases. The letter is lengthy, and the complaints are many. They have severely impacted the morale of the men.

Capt. Nelvil Soulé was a man on a mission. His reports appear heartfelt, like someone who cares. Soulé's examined markings are also known on mail out of the Old Jail and other important flag-of-truce mail from the "Confederate 50" aboard the USS Dragoon off Hilton Head, predecessors of the well-known "Immortal 600." The so-called Immortal 600 were held as "human shields" on Morris Island in Charleston Harbor under direct shelling of their own forces in retaliation for Union prisoners being held in Charleston under shelling from U.S. forces.

Epitaph

According to the *Quachita Telegraph* (Monroe, Louisiana), Nelvil died at age 46 of "an incurable malady of many years duration." One source identified the malady as softening of the brain. Known as encephalomalacia, the brain's tissue softens due to hemorrhage or inflammation after cerebral infarction, cerebral ischemia, infection, craniocerebral trauma, or other injury.

Nelvil's only son, Pierre, predeceased him by only two months at the age of nineteen. To worsen the sting of Nelvil's last days, his daughter, Margarite, died at the tender age of six years, from the "prevailing scourge," two weeks after her brother. Yellow fever was likely the cause of death for young Pierre as well, although the newspaper accounts did not specify.

Yellow fever killed 4,000 in New Orleans. The deadly scourge was largely attributed to the drinking water. New Orleans in the years after the Civil War was one of the largest, smelliest, and most illness-ridden cities in the United States. Streets were littered with waste of every description and stagnant water was everywhere. It became a city of epidemics.

The deadly epidemic of 1878 spread as far as Memphis, killing almost 20,000 people across the Mississippi River valley. At the turn of the century, mosquitos were discovered to be transmitters, as they found a perfect breeding ground in the poor drainage system of New Orleans and elsewhere.

It was a wretched end for Nelvil Soulé, who took up the gauntlet as an advocate for those incarcerated at the Charleston Jail during "the late unpleasantness."

References

Patricia A. Kaufmann, Francis J. Crown Jr., and Jerry S. Palazolo, *Confederate States of America Catalog and Handbook of Stamps and Postal History* (Sumter, S.C.: Confederate Stamp Alliance, 2012).

Pierre Soule, *Virtual American Biographies*, http://famousamericans.net/pierresoule/ (Accessed March 26, 2022).

Nelvil Soule, *Quachita Telegraph (Monroe, Louisiana), Friday, December 20, 1878*, p. 1, Nelvil Alfred Soule, Find A Grave, https://www.findagrave.com/memorial/154332078/nelvil-alfred-soule/ (Accessed March 26, 2022).

Jnanamay Das and Shailly Yadav, "Psychosis in a case of encephalomalacia," National Library of Medicine, https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6592203/ (Accessed March 26, 2022).

Emily Perkins and John Magill, "Quarantine," First Draft, https://www.hnoc.org/publications/first-draft/late-1800s-devastating-yellow-fever-epidemics-forced-new-orleans-confront/ (Accessed March 26, 2022).

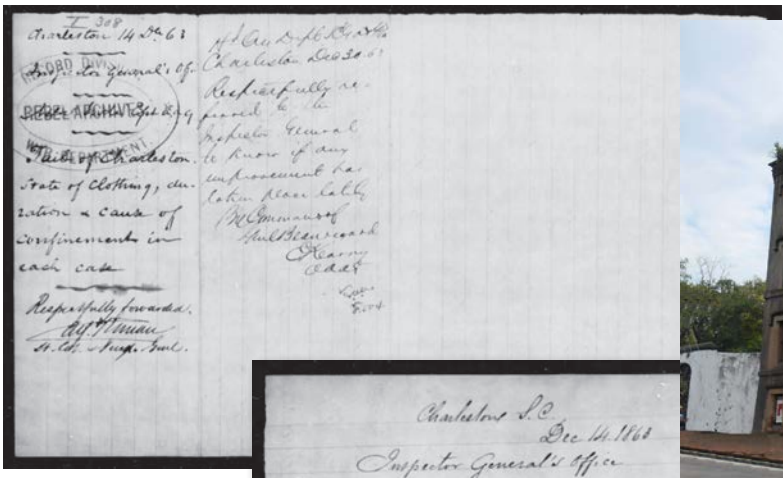


Figure 19. Filing notations on the December 14, 1863, letter signed by Capt. Nelvil Soulé.

Figure 16. The Old Charleston Jail as it appears

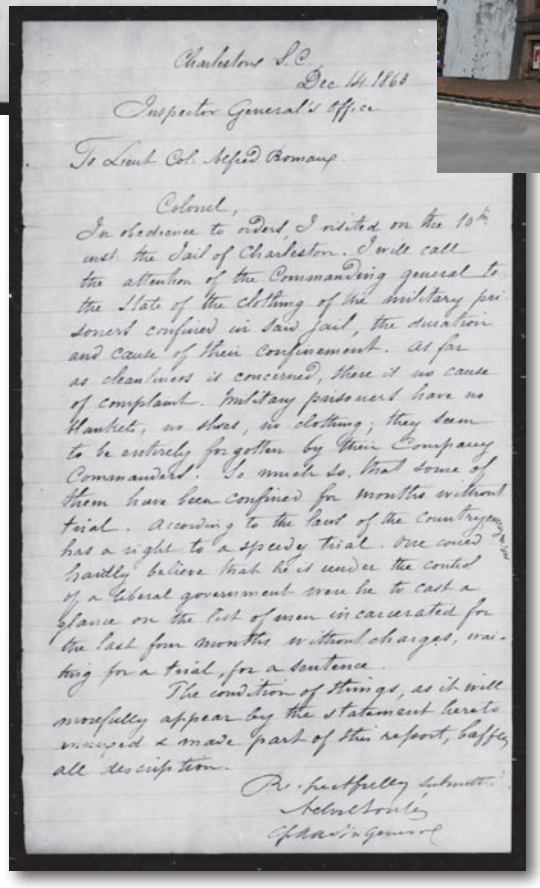


Figure 20. Capt. Soulé's impassioned letter to Inspector General Alfred Roman in which he describes the conditions wherein prisoners are being held in the Charleston Jail.

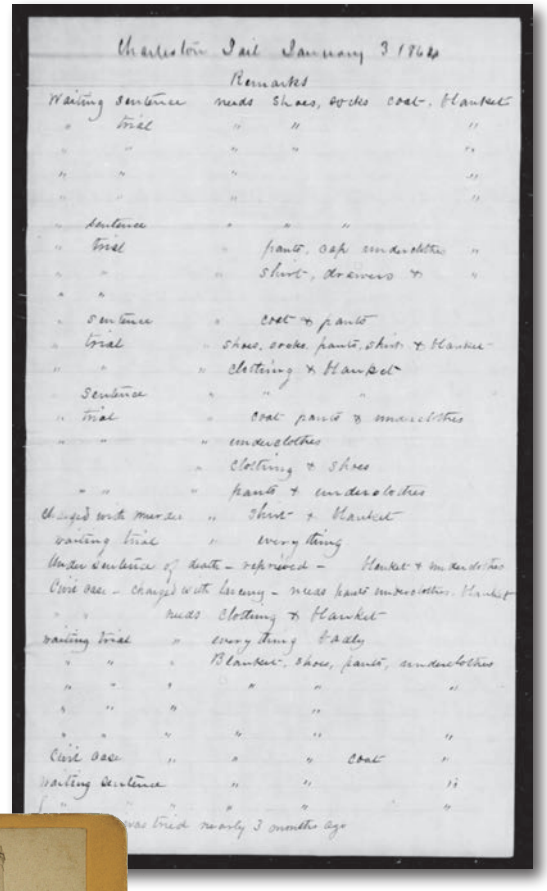


Figure 22. The first of many pages from Exhibit D annexed to Capt. Soulé's letter; it details the needs of soldiers awaiting sentencing, trial, or any charges at all.

Figure 18. Stereograph of the Charleston Jail circa 1870-1890. (Courtesy Library of Congress)

Figure 17. The back of the Old Charleston Jail. (Courtesy Library of Congress)

The Sea Islands of Port Royal Sound along the coast of South Carolina.

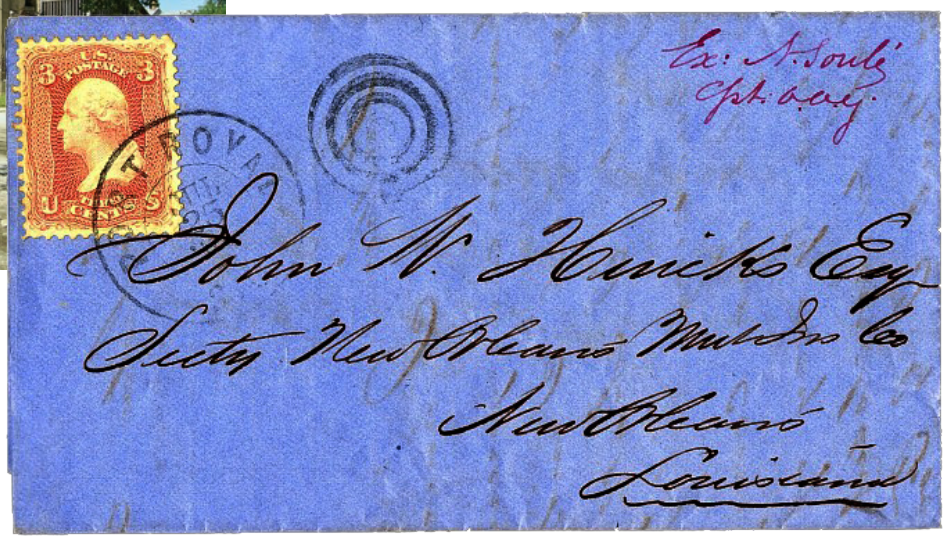


Figure 14. A use from one of the Hincks brothers in Charleston, S.C., to their father in Union-occupied New Orleans. It bears the censor markings of Capt. Nelvil Soulé. (Courtesy Smithsonian National Postal Museum)

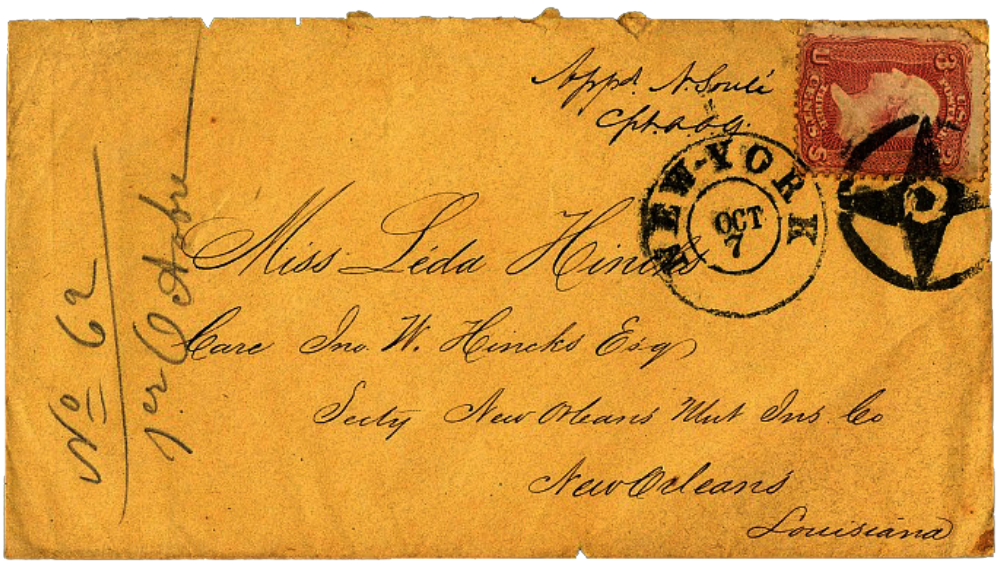


Figure 15. This October 1, 1864, letter was examined at Charleston by Capt. Nelvil Soulé then transferred by unknown means to Hilton Head or Port Royal where it was put aboard a U.S. naval ship bound for New York where it entered the U.S. Mail, (Courtesy **Smithsonian National Postal Museum)**

We all know a philatelic cover when we see one. Or do we? Anyone with a bent for postal history probably has covers in his or her collection which looked innocently non-philatelic when acquired. Then, through study or accident, they discovered the covers' philatelic genesis.

I have such covers. Most appeared, to be examples of normal postal use. Until, that is, their back stories emerged through a combination of research, serendipity and intuition.

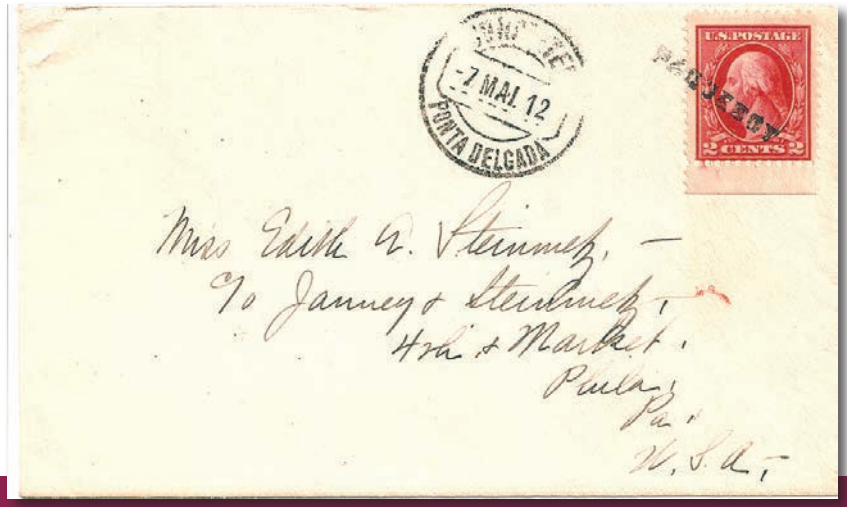


Figure 1

The Secret Lives of Philatelic Covers

By Kevin Lowther/klowther5@gmail.com

The Steinmetz Connection

Joseph A. Steinmetz, a prominent Philadelphia industrialist, was among the first philatelists to use covers to illustrate his collections. They featured in his exhibit at New York's International Philatelic Exhibition in 1913.

What attracted me to the cover in Figure 1 was the "PAQUEBOT" cancellation and the Azorean date stamp for May 7, 1912. Only later did I focus on the addressee—Edith Steinmetz. Edith was Joseph's sister and business associate.

The more I studied this cover, the more I thought it was at least quasi-philatelic. It is unusually attractive—perhaps sent to Edith by someone who thought she would appreciate its exotic origin. More significantly, it has been handled with care. Neatly opened, there is no sign that it spent years stuffed in a drawer of moldering correspondence.

Edith had to be aware of her brother's collecting interests. It is no stretch to surmise that she eventually gave him this handsome item. It might have been in Joseph's voluminous holdings when they were auctioned posthumously by Eugene Klein in 1929-31.

Joseph operated the family iron and steel company. Edith's firm specialized in making cylinders to transport high-pressure gases. Toward the end of World War One, her company was producing a single item, for the military: a seamless portable container for poison gas.

The Odd Couple

Instinct told me that there must be a tale behind the cover in Figure 2, addressed to J. C. Hunt, Esq., in Mount Kisco, N. Y. It is franked with an ordinary two-cent stamp (Scott No. 332) and, to its right, a two-cent stamp on blue paper (Scott No. 358).[1] The letter was postmarked in early 1909 when the experimental blue paper varieties caused a stir among philatelists.

Was this cover a random occurrence? It was certainly possible that the sender, having affixed the blue paper stamp, had to add a second, ordinary one to pay the double letter rate. That was my working theory until coincidental discoveries revealed the truth.

First was an auction lot—Siegel Sale 1016 in November 2011—which offered a similar cover, addressed in April 1909 in the same hand to J. C. Hunt in Mount Kisco. The cover was franked with two one-cent stamps. One was an ordinary Scott No. 331, the other its blue paper sibling (Scott No. 357).

Then, while researching another subject in Mekeel's Weekly Stamp News, I stumbled across a letter from Hunt, published in 1917, in which he claimed credit for discovering stamps from the 1879 Bank Note issue on hard paper. He said John Luff and John Klemann had confirmed his finding. (Scott lists only soft porous paper for this issue.)

Mystery solved: Hunt not only was a collector, but appears to have been a student of stamp papers. He has left us at least two covers with odd-couple frankings to illustrate the contrast between ordinary stamps and the blue paper varieties.

The Botanist Preferred Blocks

There is no mistaking the philatelic genesis of the Economist Stamp Company corner card (Figure 3) addressed in care of the Washington, D. C., dealer, H. F. Colman. The well-centered block of four 20-cent stamps (Scott No. 419), precisely placed and crisply cancelled, grossly overpaid any conceiv-

able postage on the registered cover mailed on September 16, 1914.

But why this particular franking?

Figure 2

The Economist Stamp Co. could have chosen from any number of high value stamps. Was this a special request?

Let's recall that the Post Office

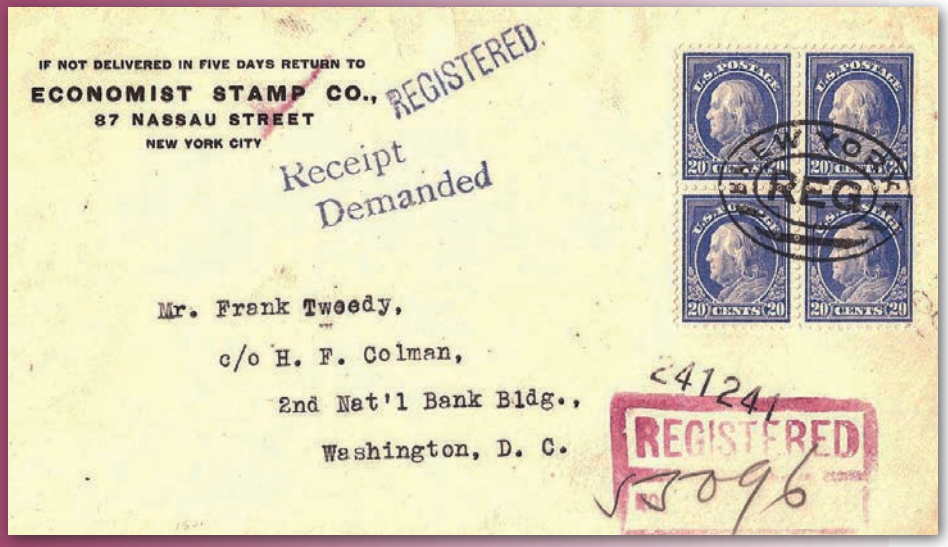


Figure 3

Department had abandoned its short-lived use of Parcel Post stamps

Figure 4

on July 1, 1913. Scott No. 419—the first 20-cent stamp issued among the Washington-Franklins—appeared the following April to help fill the need for high-value stamps for Parcel Post packages.

Many collectors missed this stamp, which was quickly supplanted in September 1914 by Scott No. 438 in the new perf 10 guage. Did this prompt Frank Tweedy, a collector in the nation's capital, to ask Colman to obtain a block of four on cover that same month? Or did he have a standing order with Colman to obtain select blocks on cover?

Tweedy (1854-1937) was a botanist with the U.S. Geological Survey and had written on the flora of Yellowstone National Park. A serious philatelist, he relished blocks. How do I know this? An Internet inquiry revealed that, in late 1913, Tweedy had advertised the sale of his specialized collection of British colonies—entirely in blocks!

All in the Family

Meet Mr. and Mrs. Burfeind. I met Mrs. Burfeind first when I spotted the cover in Figure 4. She must have been a collector, I thought. Why else would someone send her a letter franked with a purposely wide-margined, plate number single of Scott No. 482?

I became acquainted with Blanch's husband George a year later when I obtained a large registered cover, addressed to him and bearing a 30-cent stamp (Scott No. 439, not shown). An Internet search disclosed only that George was a numismatist, so I theorized—and still believe—that the manila envelope had been heavy with coins. That would explain the multiple letter rate and the 30-cent stamp.

Because I had mounted these covers in different albums, I did not immediately recognize the family connection. Then one day I was browsing the 1989 auction catalog for Pat and Ed Sisken's Washington-Franklin postal history collection. And there was George Burfeind again—recipient of a manifestly philatelic 1919 cover—franked with a block of six Rosback-perforated one-cent stamps (Scott No. 536).

The Burfeinds were both philatelists, after all. Judging from federal census records, they also were childless. Their home, however, appears to have been filled with their philatelic progeny.

A Trans-Atlantic Provenance

Ernest Malinow, an American collector living in England, once owned the cover in Figure 5. I obtained it from Stephen Taylor, the American dealer based across the pond, who purchased Malinow's Washington-Franklin postal history collection.

The cover also is franked with the experimental Rosback stamps, which were perforated 12 and a half. The stamps were available briefly, but only in Washington, D. C., starting in August 1919. The Brooklyn, N. Y., postmark thus was a red flag.

Philip H. Ward, Jr., predicted in the Sept. 6 edition of *Mekeel's* that the Rosbacks "are likely to be quite scarce." The Moffat clan in Brooklyn were probably aware of this. Fifteen-year-old Huntington Moffat, the addressee, was a collector. His uncle had been a member of the American Philatelic Society since 1893. They must have had a dealer or other contact in Washington who sent them some of the limited supply of Rosbacks, from which they fashioned this cover, and perhaps a number of others, soon after Ward sounded the alert.

The young Huntington would sustain his interest in philately. In 1934, then working in a bank, he self-published a thoroughly unreadable pamphlet entitled "Profits in Stamps: A Comprehensive Guide to the Philatelic Market for Stamps Issued by the United States Since 1908."

Military Madness Averted

On the morning of November 11, 1918, a few hours before the Armistice was to take effect, Colonel Robert H. Peck was in a church steeple, ready to assault a well-defended position. His aide, Captain Edward P. Lukert was desperately trying to find him to convey an order suspending combat. But the English-speaking German commander had already stepped into no-man's land to plead with Americans not to attack. His courage saved dozens of men on both sides who would have died needlessly.

By Googling *Mekeel's Weekly Stamp News*, I discovered that Colonel Peck was a philatelist, which explains the cover in Figure 6. Captain Lukert, maybe as a favor, posted it to his commander in Coblenz, where both were serving in the occupation force. June 28, 1919, was the long-awaited day when Germany signed the peace agreement at Versailles.

The cover is franked with a tete-beche pair of German stamps (Scott Nos. 98 and 100) from the Germania issue. They were taken from a booklet pane which included two 7½ pfennig stamps and four of the 15pf value. The mixed-denomination booklet pane stamps must have struck Colonel Peck's fancy. They are scarce on cover.

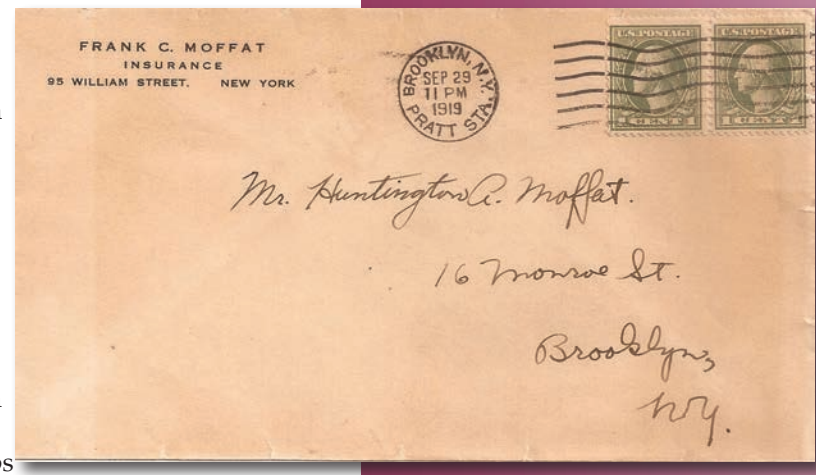


Figure 5

Philatelic as it clearly was, Colonel Peck must have treasured this beautiful cover for the rest of his life.

Some covers are patently philatelic and make no attempt to hide their identity. Some are teasingly veiled. I may be entirely mistaken in connecting the lovely cover addressed to Edith Steinmetz with her brother's collecting interests. I may have read too much into the philatelic marriage of Blanch and George Burfeind. I may have exaggerated J. C. Hunt's specialization in stamp papers. But that's what makes the covers here, and others like them nesting innocently in our collections, so fascinating. Each has a story to tell—eventually.

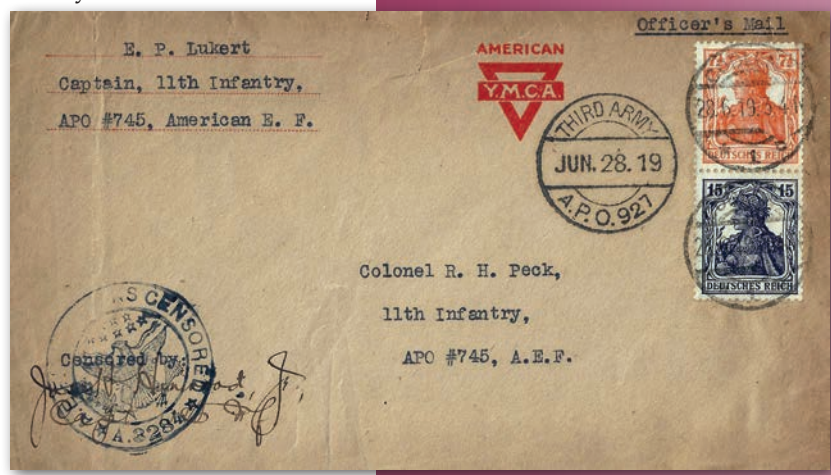
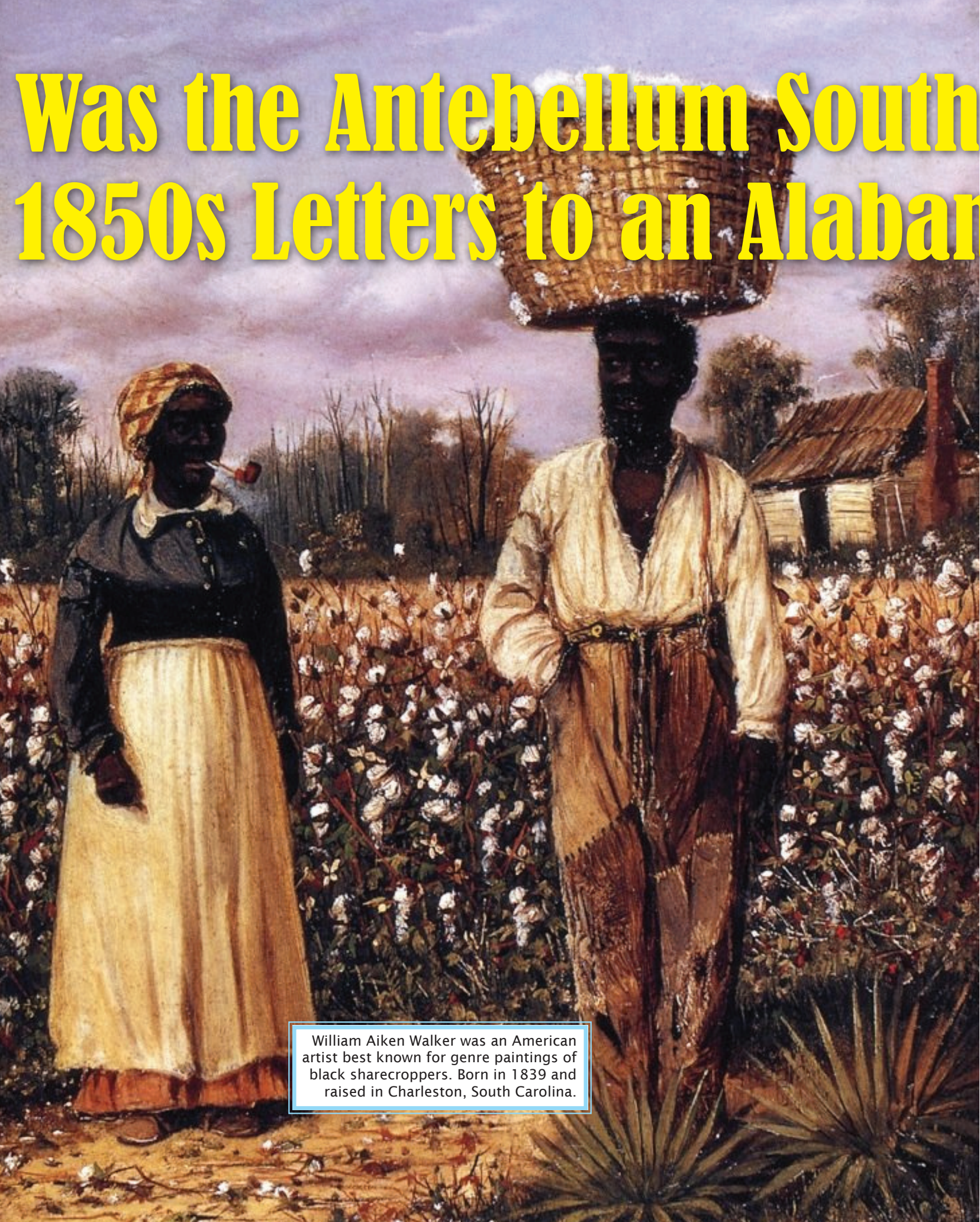


Figure 6

Endnote

1. The tandem use of Scott Nos. 332 and 358 (the latter on blue paper) was certified genuine by the Philatelic Foundation (certificate 437759 dated July 12, 2006).

Was the Antebellum South
1850s Letters to an Alaban



William Aiken Walker was an American artist best known for genre paintings of black sharecroppers. Born in 1839 and raised in Charleston, South Carolina.

Seduced by King Cotton?
na Planter Suggest It Was

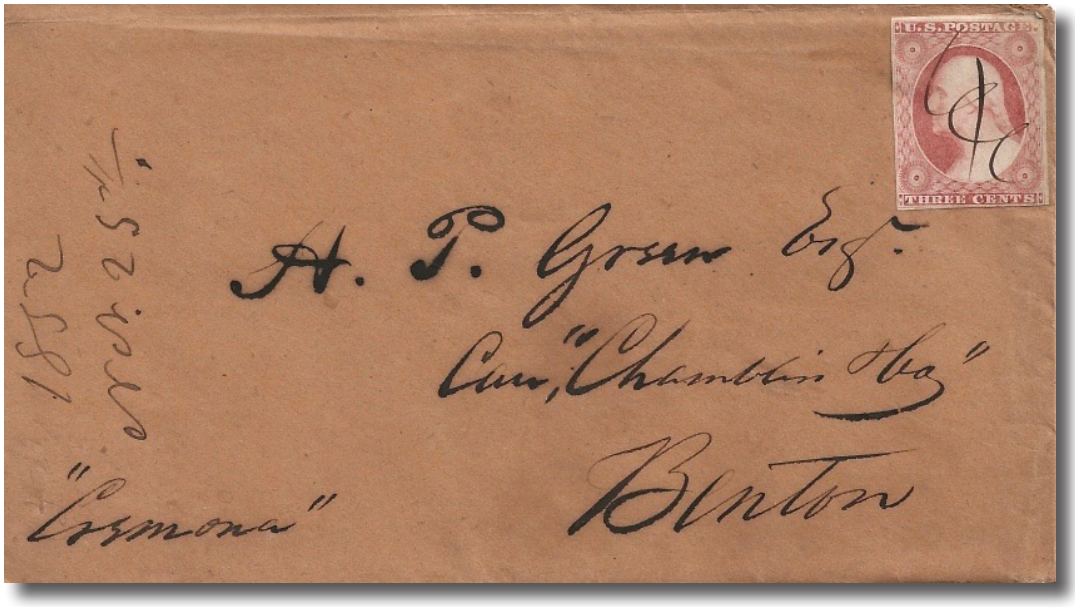


Figure 3. McDowell, Withers wrote to cotton planter Halcott Green on November 25, 1852, reporting the sale of five bales of cotton. The cover is franked with a 3c stamp (Scott 10).

By Kevin Lowther

The weather in Alabama in the early 1850s had not been favorable.[1] Which may explain why Halcott Pride Green was receiving in the mail discouraging news about sales of his cotton crop. The letters were from his "factor," or agent, in Mobile. They are part of a cache of about 100 covers, several with contents, posted to Green between 1852 and 1857.

Green owned a plantation in Benton, in Lowndes County, 35 miles west of Montgomery. It was on the Alabama River, which enabled him to ship his cotton to Mobile. Green enslaved 76 black people. Three had been born before the Declaration of Independence and probably had been property of the Green family for decades. The rest, including many of the children under 10, raised, picked and baled the cotton.[2]

Green's factor was Jones Mitchell Withers (Figure 1), a West Point graduate who had volunteered in the Creek War in 1836, then served as an Army lieutenant colonel in the Mexican War. Between the two conflicts, he had become an

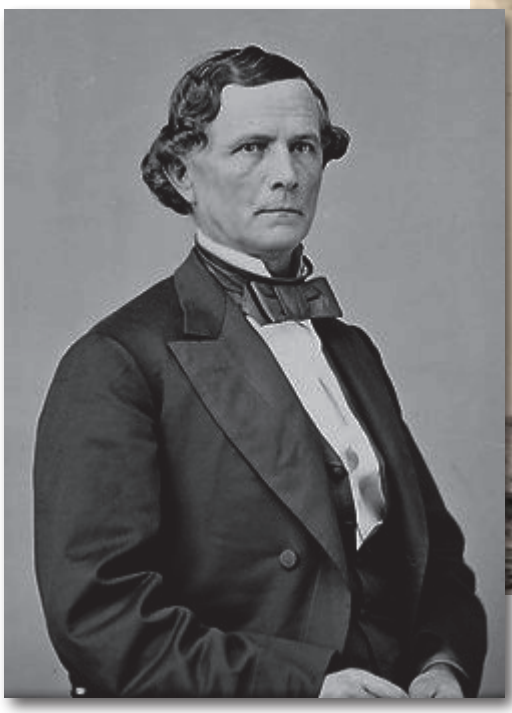


Figure 1. Jones Mitchell Withers (1814-1890), as he appeared probably in the early 1850s when he was a cotton "factor" based in Mobile, Alabama.

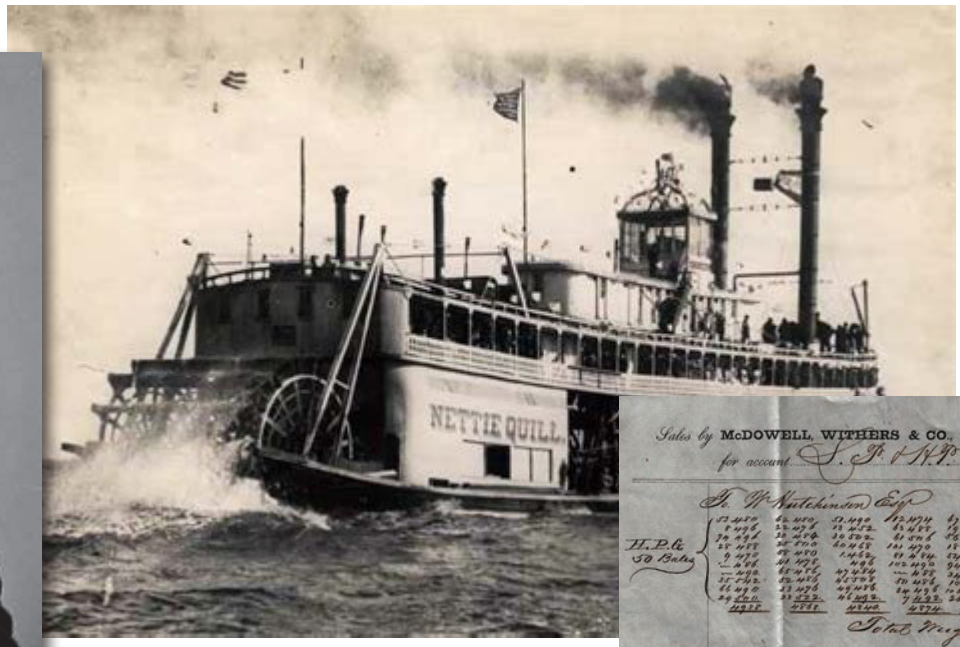


Figure 4. Sternwheel steamers were the workhorses of river transport on the Alabama River, which connected Halcott Green in Benton to his factor in Mobile. His cotton and mail moved on these riverboats.

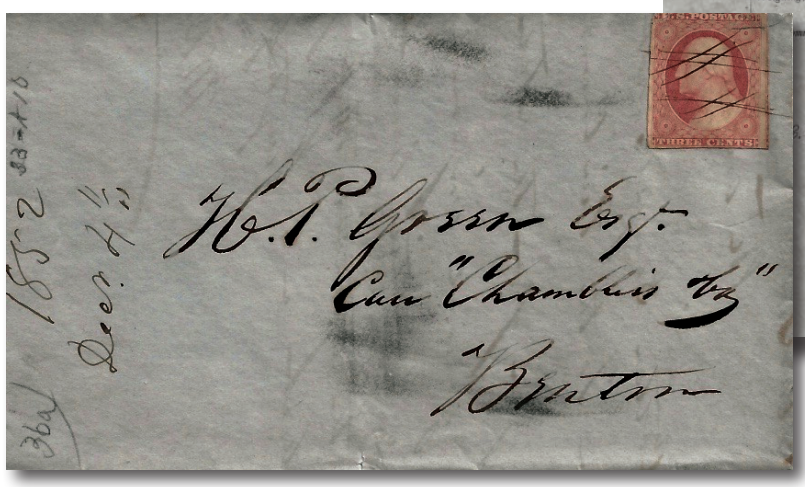


Figure 5. In a folded letter postmarked in Mobile on December 4, 1852, McDowell, Withers warned Halcott Green that cotton prices might continue to decline.

attorney and a cotton merchant.[3] After Mexico, he returned to Mobile in 1848 and resumed his role in the cotton trade.

Factors had long been considered the power behind King Cotton. Howard D. Woodman, in a study first published in 1967, argued instead that factors were the king's "chief retainers."[4] Woodman underscored the importance "of a close relationship between the antebellum planters and their factors," which he also related "to the nature of the operation of the slave system." The "economic and political system [was] grounded in master-slave relations."[5]

Reading Woodman's accounts of the cotton trade, it becomes clear that planters before the Civil War would have been unable to function without one of more factors conducting their business. He quotes this passage from a history of South Carolina: "The factor was the factotum of our business life, our commission merchant, our banker, our bookkeeper, our adviser, our collector and disburser, who honored our checks and paid our bills. Many of the planters did not really always know what money they possessed. One year's accounts would overlap another's and sometimes years would pass before the accounts were balanced and settlements made."[6]

Keeping a planter's accounts was intensive. In late December 1850, Halcott Green received a report (Figure 2) from McDowell, Withers & Co. on 50 bales—24,404 pounds of cotton—the factor had sold for the decent price of 12 cents per pound.

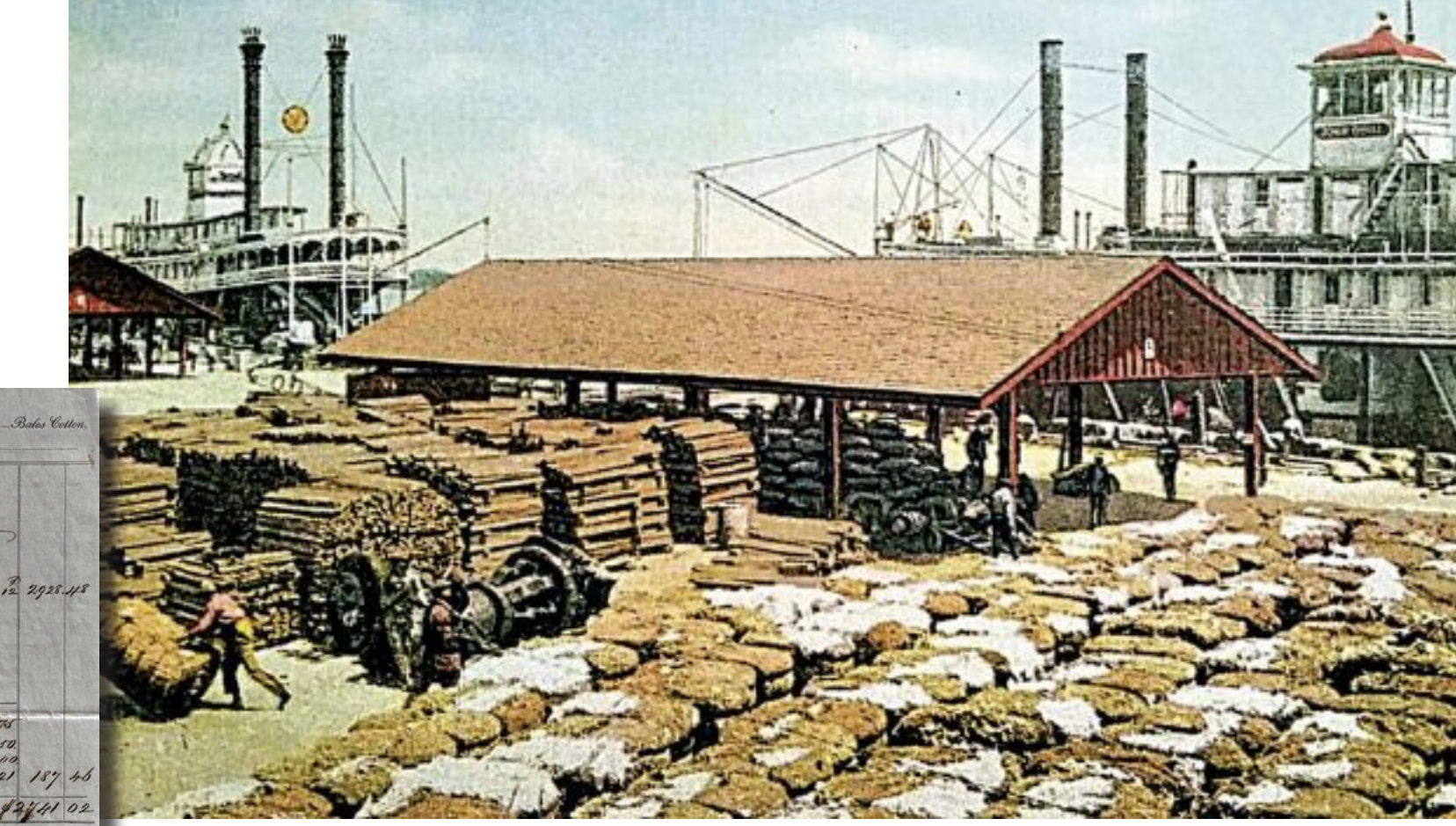


Figure 2. Cotton factor McDowell, Withers & Co. provided this detailed report on the sale of 50 bales of cotton consigned by Halcott P. Green, a planter in Benton, Alabama, in December 1850. Various charges were recorded for mending, wharfage, insurance and other expenses.

In the spring of 1861, this photograph (now colorized) was taken of the cotton docks in Mobile, Alabama.

The detail of the handwritten report is exquisite. Labeled "No. 30" on the back, it must have taken a clerk extended concentration to produce the document. The printed form itemizes charges for the bill of lading, weighing, drayage, wharfage, storage and river and fire insurance. There was a minor expense of $1.25 for "mending," because bales often needed repair. Most, if not all, of these tasks were performed by enslaved workers. Withers owned 19 black people in 1850.

Green apparently shared an interest in the cotton produced with his mother Lucy, although she lived in Columbia, South Carolina. Green (1821-1891) had been raised there. He returned to live with his mother shortly before the state's secession triggered the Civil War. He may, in fact, have given up on cotton. According to the Federal census for 1860, he now owned just one human being, a 72-year-old man. We can only ponder what had become of his Benton workforce and whether families had been sundered and scattered, as so often happened when a slaveowner died or was forced into bankruptcy.

Green was part of the westward migration of cotton growers who left behind tired soils in South Carolina and Georgia to exploit virgin land in the "black belt" of Alabama, Mississippi and Louisiana. As they secured more land, they had to buy more black people to cultivate their expanding domain. Some of Halcott Green's enslaved may have been bought from traffickers who traded in slaves purchased in Virginia and Maryland. Thousands were marched, chained in coffles, to Southern buyers in the three decades preceding the Civil War.

In Alabama, according to the author of a new book on the domestic slave trade, "white people brought in over ninety-six thousand slaves [in the

Figure 6. This February 19, 1855, cover mailed in Collerine, Alabama, contained a bill for supplies and bacon ordered by cotton planter Halcott Green, who was visiting Columbia, S. C.. The stamp is the 3c 1851.

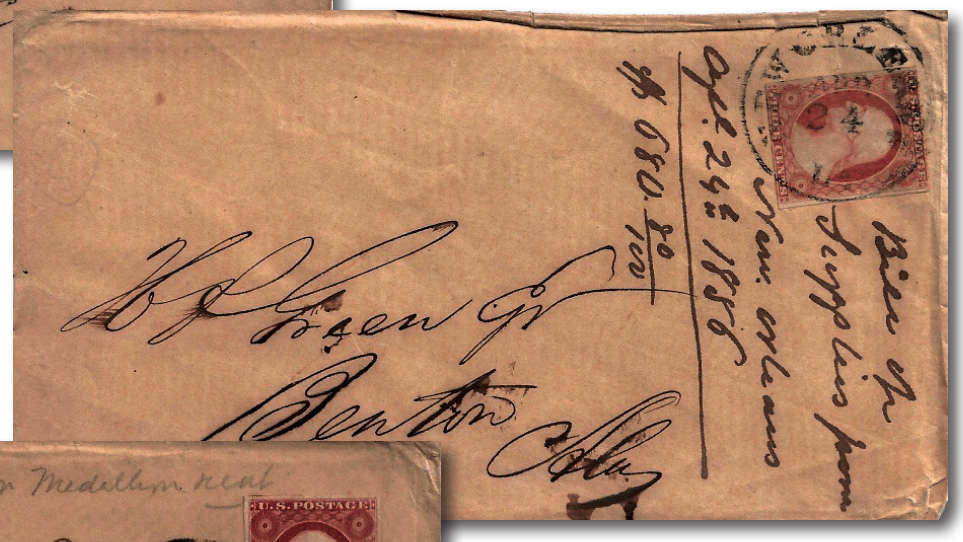


Figure 7. Alabama cotton planter Halcott Green received a bill for supplies ordered in New Orleans in a cover with the 3c 1851 stamp mailed on April 24, 1856.

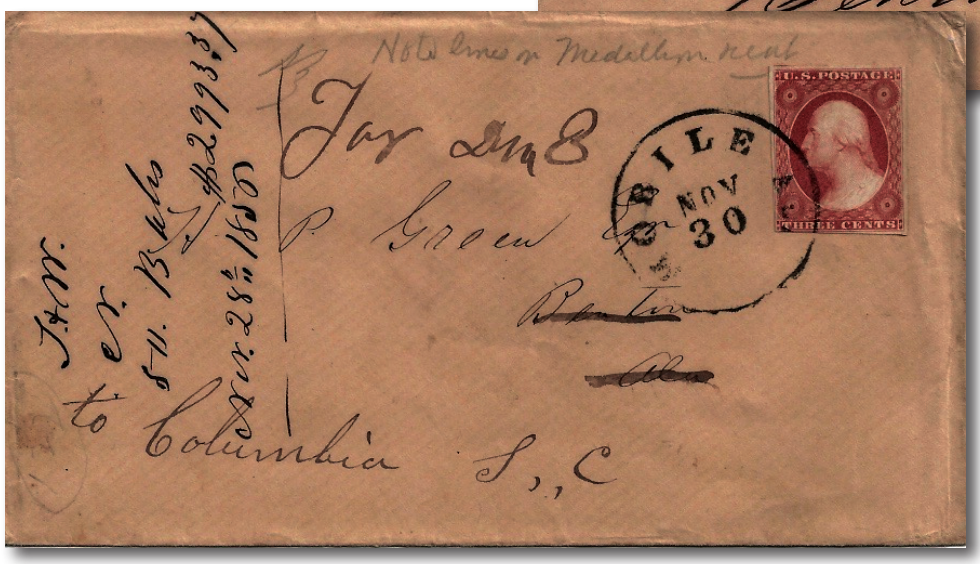


Figure 8. Late in 1856, McDowell, Withers sent Halcott Green a credit note for $2,995.37, which was forwarded from Benton, Alabama to Columbia, S. C. The stamp is Scott 11A.

1830s], almost twice as many as they had in the 1820s. The total enslaved population of Alabama more than doubled over the course of the decade," Joshua D. Rothman writes, "and cotton production from 1826 to 1834 increased there by almost 90 percent." By 1834, Alabama and Mississippi were the largest cotton producers in the South.[7]

By the 1850s, Rothman writes, "the slave-trading business . . . was more robust than it had been in a generation. . . . While cotton prices stabilized and then teetered between about eight and eleven cents a pound for most of the 1850s, prices for the enslaved became completely delinked from cotton and skyrocketed upward."[8]

Some factors may have bought slaves for their clients, but Rothman does not believe this was common.[9] There is no indication in their correspondence that Withers supplied slave labor to Green.

* * *

Mobile was one of four Southern ports serving the cotton market. New Orleans, Savannah and Charleston also were busy shipping cotton to the North, mainly New York City, and directly to Liv-

This is an original black and white photograph taken in the cotton fields of Mississippi around the time of the Civil War. Modern digital photo manipulation has allowed today's technicians to add colors that lend authenticity to depiction of a cotton field with slaves.

erpool to fuel England's textile industry. Withers, like all factors, spent considerable time monitoring market conditions. These could change quickly, often for the worse in the 1850s.

Withers's surviving letters to Green in the early 1850s are brief, but convey market information which provided a basis for the factor's decisions when to sell a client's cotton and for what price. Without telegraphic communication, Green had to trust McDowell, Withers to make quick choices. Following are a few letters which Green received in 1852 and 1853, when cotton prices had plunged well below those of 1850.

"The unfavorable Liverpool advice have (sic) still further depressed our market," the factor wrote on November 25, 1852, acknowledging receipt of five bales, "but whether buyers succeed in depressing prices below 9 for 'middling' will much depend on the next foreign [ship?]."

The letter (Figure 3) was carried north to Green aboard the new stern wheel steamer Cremona, which had been built in early 1852 in New Albany, Indiana. Figure 4 shows a typical stern wheeler of the time. The factor used on all of his letters the new 3c stamp (Scott 10) which had been introduced the year before.

In the meantime, Green had sent another 15 bales. The factor responded on December 4 that samples had not yet been taken. "We beg to inform you," McDowell, Withers wrote, "from the state of our market is the general impression . . . that prices will go lower. We are thus inclined to the opinion that prompt sales will [be?] the best."

As I draft this article, I am holding a folded letter (Figure 5) just as Green held it after breaking the wax seal. What was his mood as he absorbed the gloomy news from Mobile? There was nothing to do but trust his factor.

The news continued to be unsettling. Green's factor—in all probability, Withers himself—wrote on December 11 that another 25 bales of Green's cotton had been sold at 8c per pound, "but each

Some of the most stunning photographs from the great slave era of the plantation South are the examples showing the children working in the cotton fields.

Beautifully cared for and physically maintained, the Victorian Savannah, Georgia, Cotton Exchange is preserved today in its original form.

steamer from Liverpool brings a decline in cotton. And we think it best to realize . . . we cannot tell where the market will stop." Withers ended by wishing Green and his family well.

The price was down to seven and three quarters when Withers wrote three days later. He was not sanguine: "We fear that cotton will still go lower." His advice was not to hold back in the hope for a higher price. "We do not feel free to hold for it might be worse."

Several months later Green's mother Lucy had her own problems back in Columbia. In a lengthy folded letter addressed to Green at the Collerine post office, near Benton, she lamented that a drought had prevented her cotton seeds coming up. The gardens "are entirely destroyed." The vegetables and strawberries "have dried up."

Lucy actually was writing about money. "I am glad to hear you say I can get some money after you have settled with your Factor. . . ." She had several accounts to pay and wanted to help a doctor with transport to visit Green's father. In a largely cashless economy, Lucy expected Halcott to send "paper" which she could present to a bank or, possibly, to her own factor. She would then pay her bills with notes negotiable within a given period.

* * *

Cotton was cash. Planters routinely borrowed from their factors, using future crops as collateral.

"Living, as he often did, far from the commercial centers," Woodman writes, "the planter was enabled to buy and sell, contract and pay his debts, and in general have his affairs cared for without being required to travel to towns or to concern himself with problems of exchange, transfer of funds, discounts and the like."[10]

Two covers in the cache reflect this arrangement. Although their contents are missing, Green, as he often did, docketed the transactions which had been enclosed. Green was in Columbia when he received the cover in Figure 6. It had been

The usual photograph of a southern plantation is first that of a giant mansion, then vast cotton fields and, of course, various outbuildings. This successful plantation shown here was in Mississippi in the 1860s, compact in size but notably and beautifully maintained and livingly cared for.

Waiting. **Richmo**

Nine enslaved African Americans, including three children and await the moment they will be put on an auction bloc painting, titled ***Slaves Waiting for Sale***, after witnessing s with another titled After the Sale: ***Slaves Going S***

mailed on February 19, 1855 in Collerine—the Benton post office may have ceased functioning temporarily—by someone managing the plantation in his absence. Green noted on the envelope that it included a bill for $1,905.90 from McDowell, Withers, probably for supplies, and a second bill for bacon.

Green was back in Benton when he received, probably in May, a "Bill of Supplies from New Orleans," which had been postmarked in there on April 24, 1856 (Figure 7). Although a planter normally dealt with his factor in the Crescent City, it was not uncommon to deal directly with commercial firms.

Late in 1856, Green was again in Columbia when a report from his factor was forwarded from Benton (Figure 8), containing a credit for $2,995.37. It was one of several letters in 1856 and 1857 addressed to Green, in Columbia, suggesting that he was becoming an absentee landlord. He may have been assisting his elderly mother to manage her land and slaves.

In the 1860 Federal census, Green—and his 72-year-old servant—were listed in Lowndes County. His mother Lucy was still in Columbia, but gave no occupation. Yet her real estate was valued at $20,000 and personal property at $60,000, an enormous amount which could only have been vested in slaves. Green would soon remove permanently to Columbia to oversee the family's wealth.

On the eve of secession and war, those in the South who had visited the North and seen the industrializing juggernaut firsthand could be excused for wondering whether they had been seduced by King Cotton. The crop and the enslaved forced to produce it were the South's sole source of wealth. The economy functioned not through investment in development of infrastructure and non-agricultural enterprises, but through a matrix of debt linking planters, factors and suppliers. It was a deadly embrace.

ond, Virginia

n, sit on benches in a slave sales room in Richmond
k and sold. Eyre Crowe, an English artist, made this
such a scene on March 3, 1853. This painting, along
South, were later exhibited in Great Britain.

Slaves and cotton, a traveler wrote in 1857, "are the land and the prophets of the men of the South. Not one in fifteen, I am assured, is free of debt."[11]

A Southern informant added that most planters "would always run in debt to the extent of their credit for negroes, whatever was asked for them, without making any calculation of the prospects of their being able to pay their debts."

The South, by spurning agricultural diversification, failing to invest in manufacturing and not trading directly with England and Europe was economically anemic compared with the robust North. The Gulf states, an English observer wrote in 1856, " have...a very wild appearance." He continued: "Every step one takes in the South, one is struck with the rough look...The country is nowhere well-cleared; towns and villages are few and far between, and even those which you see have an unfinished look."[13] He could have been describing Benton and Lowndes County.

Jones Mitchell Withers had been elected mayor of Mobile in 1858, but the Southern secession soon led to his commanding the Third Alabama Infantry. After action at Shiloh and Stones River in 1862, he was promoted to major general and later served in charge of the older men and boys who formed Alabama's reserves.

Withers returned to King Cotton's domain after the war as a cotton broker and not as a factor. He later served again briefly as mayor, then became editor of the Mobile Tribune. In the 1880 census he described himself as a "retired journalist." He worked as a "claims agent" in Washington, D. C., during the 1880s. and died in Mobile on March 13, 1890.

Green did not serve in the Confederate military. Presumably he managed his mother's estate during the war, which reached them in 1864. General Sherman's army used the Green home as a hospital during its occupation of Columbia.

In 1877, following the end of Reconstruction, Governor Wade Hampton appointed Green as secretary-treasurer of the state hospital for the insane. He resided at the facility until his death from typhoid pneumonia on March 19, 1891.

Withers and Green had abandoned cotton, as did many after the war. The industry never recovered its antebellum cachet. Much of the state's capital—people held in bondage by Lucy and Halcott Green, among so many others—had evanesced. So had the Kingdom of Cotton.

Endnotes

1. Harold D. Woodman, *King Cotton and His Retainers*, Washington, D. C.: Beard Books, 2000, p. 184.
2. 1850 Federal Slave Census.
3. "Jones Mitchell Withers," *Find-a-Grave*, Accessed February 14, 2022.
4. Ref 1, p. xix.
5. Ref 1, p. xxiv.
6. Ref 1, p. 4.
7. Joshua D. Rothman, *The Ledger and the Chain, How Domestic Slave Traders Shaped America*, New York: Basic Books, 2021, pp. 104-5.
8. Ref 7, pp 312 and 314.
9. Email to author, February 22, 2022.
10. Ref 1, p. 43.

About Stamps

The Inside Straight

By Caj Breitfus

[**Editor's Note**: ***Caj Brejtfus*** *is an economist and CFO of Professional Stamp Experts as well as the President of the National Stamp Dealers Association. Mr. Brejtfus hosts a Podcast called* **Stamp Show Here Today** *which speaks about inflation in the stamp market. The podcast is available on all major podcast sites.*]

If you have been around the stamp market buying and/or selling philatelic material for any length of time you will have heard someone, say that stamps are a terrible investment. Most of these comments are based on what happened in the 1980s.

In the distant past, the weekly *Linn's Stamp News* recognized the "investment" aspect in the philatelic market and generated a market index. The "Linn's Stamp Market Index" was printed in *Linn's Stamp News* for many years and showed the change in stamp values of a "basket of stamps" meant to represent the marketplace, much like the federal government does with the Consumer Price Index.

The index started during the inflationary period of the 1970s and continued into the 2000s. As can be seen in the chart shown here, the value of stamps from 1972 to 1986 increased by 400% verses an inflation rate of 255% - a very good hedge against inflation indeed. This is only half the story though as the market went up 900% at its highest in 1981 and as such, if you mistimed your purchase then your stamps dropped in value by 60%.

Linn's discontinued their Market Index many years ago, however if it was to continue, the index would show approximately a level of 675, up a good bit from last year.

This is not a prediction of which stamps will make good investments. It is a discussion of what TYPE of stamps are good buys and which are not. The following 6 stamp issues illustrate the rise and fall stamp values over the 1972 to 1982 inflation period.

The information shown uses the ***Scott Catalogue*** prices for stamps as an indicator of where the stamp market was/is.

United States #1
1972 Scott catalogue value: $ 67.50
1982 Scott catalogue value: $900.00
2022 Scott catalogue value: $350.00

The iconic stamp of United States stamp collecting, every collector wants a nice U.S. #1, the 5-cent Franklin. The first stamp issued by the United States Post Office in 1847, the stamp has always been in high demand as was seen in the LOT #5 of the March 15th, 2022, Richard M. Levy Collection. This stamp sold for $1,000 (plus commission) verses an estimated value of $400-$600 and a Scott Catalog Value of $325.00. This is not the only #1 to sell strong. All the #1s sold strong and all in the $1,000 range—the condition of the U.S. #1s in this sale were significantly better thn average.

It is a fact of economics that bad money chases out good money. This is why you see no SILVER COINS in your change. In the stamp market this saying can be changed to "bad stamps chase out good stamps". In this case the above average quality made these stamps well worth double catalogue, however, they went for triple.

The other "Iconic Stamps", the Great Britain

Penny Black and 2p Blue also sold in the March 15th auction for $600 and $1,400 respectively which was also far above estimated value. Very fine or better Mid-19th century British stamps usually bring in the bidders.

Expect to see this as a recurring theme in the stamp market if we are repeating the 1970s. The stamps which can be considered "icons" of stamp collecting will see prices rise to levels which will surprise those who are unaware of what to expect in these times of inflation.

The Zeppelin issues of the United Stated have always been in high demand and condition is always important. In the 1980s Coin Collecting began to accept Grading to get an unbiased opinion on condition. Over the last 2 decades,

United States #C13 (Grade 90 Extra Fine)
1972 Scott catalogue value: $125.00
1982 Scott catalogue value: $800
2022 Scott catalogue value: $250 (ungraded)

every collectable has adopted Grading. From Comics to Currency to Baseball Cards and stamps, Grading has become a means of insuring value.

The #C13, LOT #400 of the March 15th, 2022, Richard M Levy Collection sold for $400 (plus commission) against a catalog value of $240.00 due in large part to its graded certificate giving it an EXTRA FINE condition. As was seen with the US #1s described above, increasing prices due to condition is a significant aspect of what we are seeing in auction realizations.

At the height of the market in 1983, a lot described as the "FINEST KNOWN" zeppelin set sold for $10,000. Many point to this as a huge loser however given the stamp market of the last 10 years, if the 3 stamps graded 98 Superb (not 100 gem – the actual highest grade) they would sell in the $10,000 range which is far better than many "investments" of the 1980s. If the descriptions were correct and all the stamps would have received a Grade 100 GEM condition, the set would be selling today in the $22,000 range.

If we are repeating the trends of the 1970s and 1980s then expect condition to drive prices far more than what has been seen over the last few years.

So those are some winners.

Investors in the 1980's receive stern criticism for the poor return on purchases made and the hype that caused many stamps to be worth far less today than they were 40 years ago.

As stated above, "bad stamps chase out good stamps", yet money will keep flowing into the stamp market. If we are seeing the beginning of a 1970s style stamp market, then what "bad stamps" could be coming?

It is impossible to know what the "bad stamps" will be. They may be discount postage or press sheets or something that has not been issued yet but here are a few examples of "bad stamps" from the 1970s period which might be able to be used as indicators for what is coming.

United Nations #38
1972 Scotts catalogue value: $110.00
1982 Scotts catalogue value: $550.00
2022 Scotts catalogue value: $50.00

The United Nations Postal Administration was dramatically different than it is today. The UN Offices were in the United States and as such it followed the US Stamp Market. Every United Nations Collection needed the Key Item: the 1955 souvenir sheet (Scotts #38) which had a catalog value at the height of the market of over $350.00.

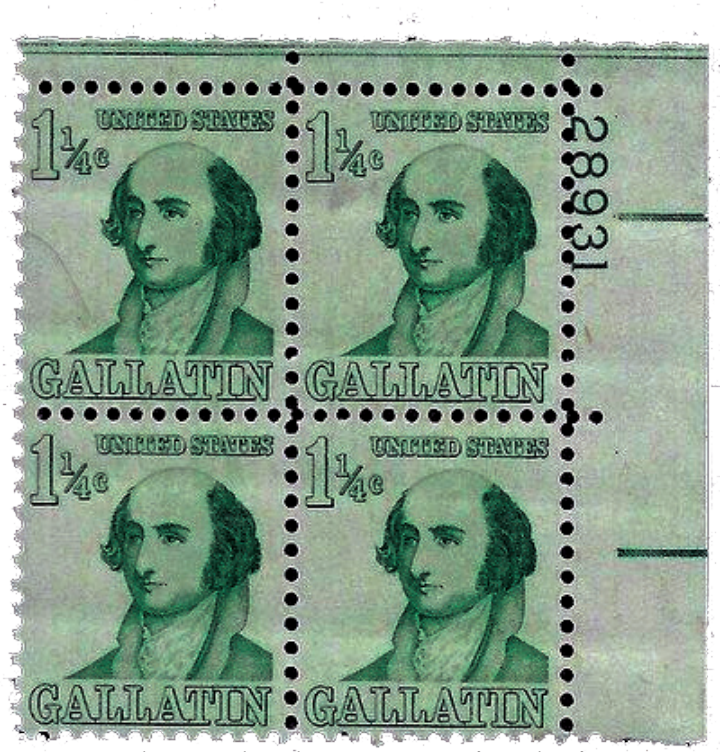
The aftermath of 1982:

This sheet is still the "key item" to a UN collection, but its sale price is less than $50 and in some cases much less.

The sheet today can be purchased for about $35 which is a 90% loss in value if you purchased the sheet in 1980. Just a note that inflation since 1980 has been about 230% so the actual loss of the sheet is closer to 97% so it is no wonder that we hear many people say that the items that were pur-

United States in Switzerland and Austria which reduces the "US Market". The UN is still listed in the *Scott US Specialized Catalogue*, but it is easy to see that this may one day end.

United States #1279
1972 Scott catalog value: $7.50
1980 H.E. Harris catalog value: $42.50
1982 Scott catalogue value: $22.50
2022 Scott catalogue value: $3.50



As the market began to notice the increase in stamp values, "investor money" entered the market. The greater amount of money in the marketplace chased out the actual rarities by pricing them far beyond what an average person could afford. The market seeking inventory found current issues that were printed in lower quantities as highly desirable. The Gallatin Plate Block was not regularly used as the 1 ¼c postal rate was not a common one and was rarely actually paid with stamps. Today these plate blocks, while still far better than face value have suffered the most in the drop.

United States #1341
1972 Scott catalogue value: $13.00
1980 HE Harris catalog value: $45.00
1982 Scott catalogue value: $32.50
2022 Scott catalogue value: $8.25

Of the 1970s "scarce current issues" the **$1 Airlift (next page)** plate block holds a special place. As discussed on the **Gallatin Plate Block**, recent issues that were issued in lower-than-normal levels came into high demand despite their scarcity not being very significant.

The $1 Airlift Plate block became currency with people transacting these as literal cash. The value of the Plate Block was regularly traded at a level of $$$$ against a Scott Catalog Value of $$$$.

Aftermath of 1982:

Today, while not actually discount postage, it is close and plate blocks with small flaws will wind up on an envelope, far short of the $25 value it had in the 1980s. The stamp value has stabilized and today is $4 to $5 and has been so for the last several decades.

United States#1448-1451
1980 HE Harris listed at $5.50
1982 Scotts catalogue value: $2.50
2022 Scotts catalogue value: 60c

In the inflation period many people wanted to "invest" but only small amounts. The **1972 8c Cape Hatteras Plate Block** (next page) is an example of several other issues (the Christmas issues and precancelled Christmas issues of 1973) which increased greatly in value as money entered the stamp market.

These plate blocks were in the $5 range and as such could be purchased by many collector investors. As the price increased it caused a feedback loop in that the price went up drawing more attention to the stamps which caused the prices to increase increasing attention further and further increasing the prices.

And in Today's Aftermath:

Today these stamps are generally available at face value or a small premium over face value. These issues probably resulted in the greatest profits before 1982 and the greatest losses after 1982. The stamp is readily available for a small premium over face value.

Are we in a 1970s type of market today?

Over the past 6 months, if you have been looking at the prices of food, car prices, rents etc., you may have seen a substantial jump in prices. The news has been reporting the CPI numbers which, at the time of this writing, is 7.5%.

Predicting the future is always difficult as there are always many things that might occur but are we seeing inflation like was seen in the 1970s? What do we as stamp collectors need to know and will the stamp market of the 1970s recur? Are we at the start of a new 1970s type stamp market boom? Will inflation drive up stamp prices? Can we avoid the "overpayment" part of the cycle?

If there is inflation, then there are three scenarios that could occur.

First, there has been a great deal on news coverage that the inflation we are seeing is "Transitory". Inflation spiked up and then will be gone as "supply chains" reopen. With the shutdown of the US economy due to the Covid-19 pandemic, it was seen that the reopening will cause inflation as it will take time to restock and satisfy everyone's needs. At this point it is pretty clear that the inflation is more of a long-term event.

The second thing that could happen is that the government raises interest rates above the 7.5% CPI Inflation number and people start saving money instead of spending it. This will lower inflation and is how the inflation cycle was broken in the 1980s. Be aware that in the late 1980s, interest rates had to hit almost 20% to end the inflation cycle. A high interest rate will cause recessionary pressure that brings up a totally different effect on the stamp market. In recessionary markets, stamps do not do well as money for discretionary spending, like stamp collecting, dries up.

The third possibility is that the government will decide to fight the inflation in small incremental interest rate changes and Treasury Bonds. This is what we have seen over the past 6 months which probably means that we have an increase in the stamp market as we saw in the early 1970s.

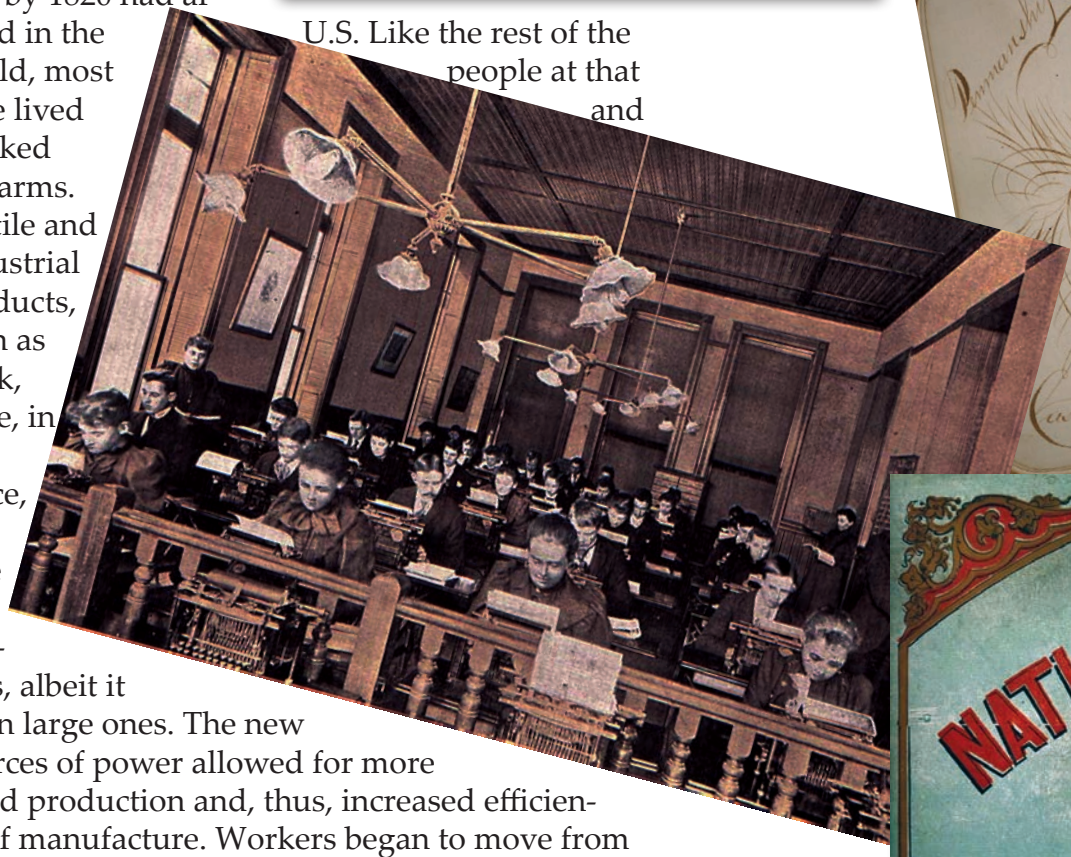
If the economy is becoming another 1970s inflation cycle, then learning about it will help you in planning for what may come.

How to Lick
Or Employin
a Business C
Start One Of

Why the need for the business college?

In the late 1700s, in Great Britain, the use of coal, a more efficient source of power than wood, spurred the search for ways to increase the productivity, initially in the textile and agricultural sectors. The development of the steam-powered engine greatly facilitated this transition.

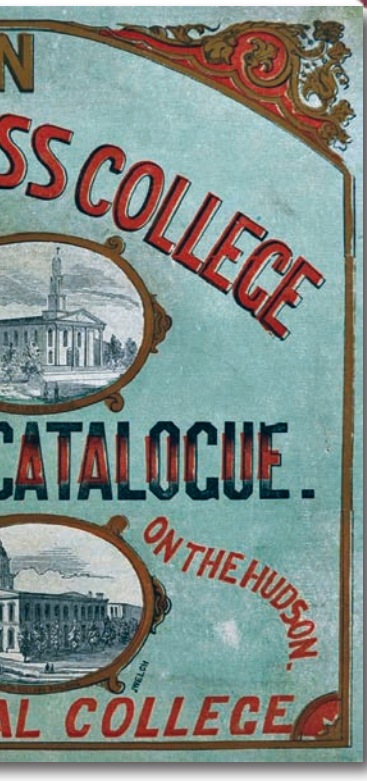
This new technology spread around the Eurocentric world and by 1820 had arrived in the U.S. Like the rest of the world, most people at that time lived and worked on farms. Textile and industrial products, such as brick, were, in essence, cottage industries, albeit it often large ones. The new sources of power allowed for more rapid production and, thus, increased efficiency of manufacture. Workers began to move from farms into more urban areas where these factories were located, primarily for the increased wages despite much worse working conditions.



To service the rapidly expanding need for all developments in all forms of communication, banking, accounting and commercial correspondence, among others, it was necessary to train many more people—initially only men—in these activities. Enter the business college, designed

a Stamp...
ng
College to
if in Life

Figure 10: 1866 with Type I postage stamp and Type I revenue stamp, discussed on p. 58.



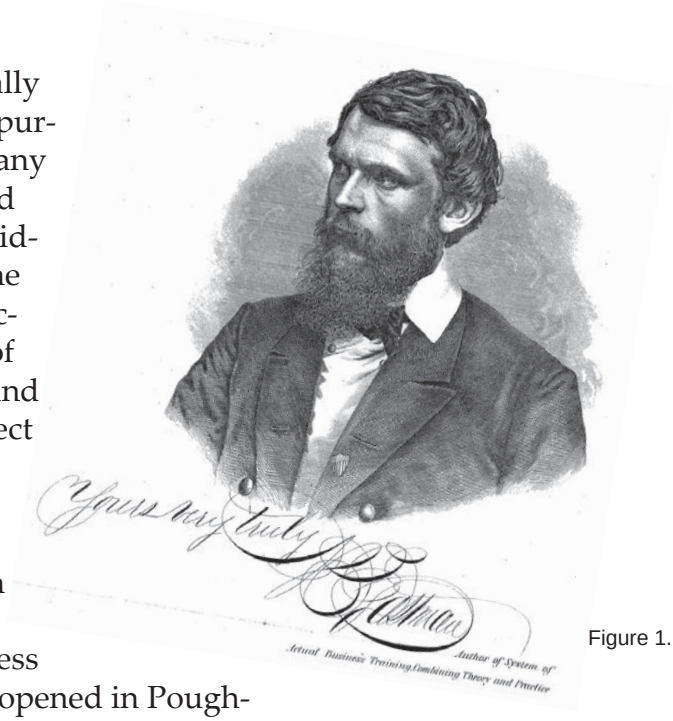


Figure 1.

specifically for that purpose. Many appeared in the mid-1800s, the most successful of which, and the subject of this article, was the Eastman National Business College opened in Poughkeepsie, New york, by Harvey Gridley Eastman in 1859. (Figure 1 above) His image appears on a lot of the ephemera prior to his death in 1878. (Figure 2 below) Incidentally, he was an uncle of the more famous George Eastman who founded Kodak.

Initially, these were small local schools such as one maintained by Eastman's uncle in Rochester, where the younger Eastman received his education. This spurred him to open a commercial school in St. Louis, Mo. in 1853 and another in Oswego, N.Y. Both were successful. He studied the demographic and geographic options for a larger establishment and chose Poughkeepsie because of its proximity to New York and the readily-available river transportation. This school, established in 1859, became the most well-known in the country. Enrollment in 1862 was 391 students; by 1864 there were 3,107, an indication of the school's success. He started with a single building on Cannon Street (Figure 3) and by 1864 had six buildings at various locations around central

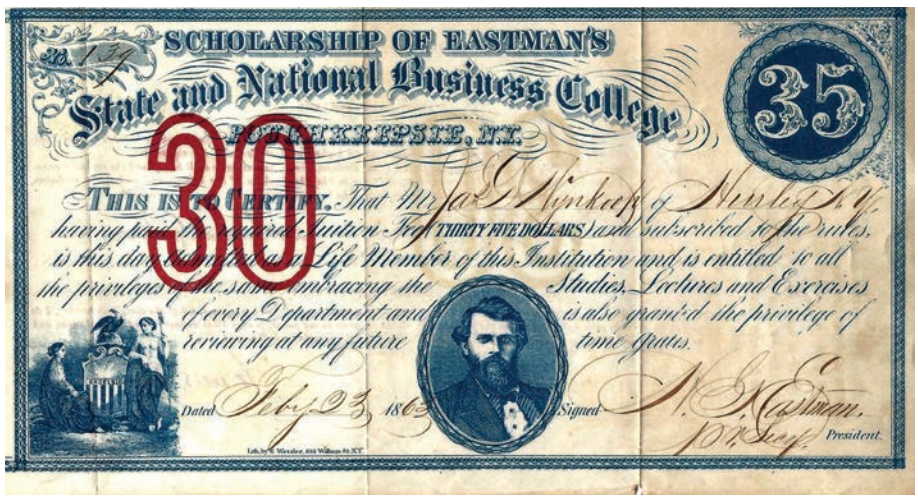
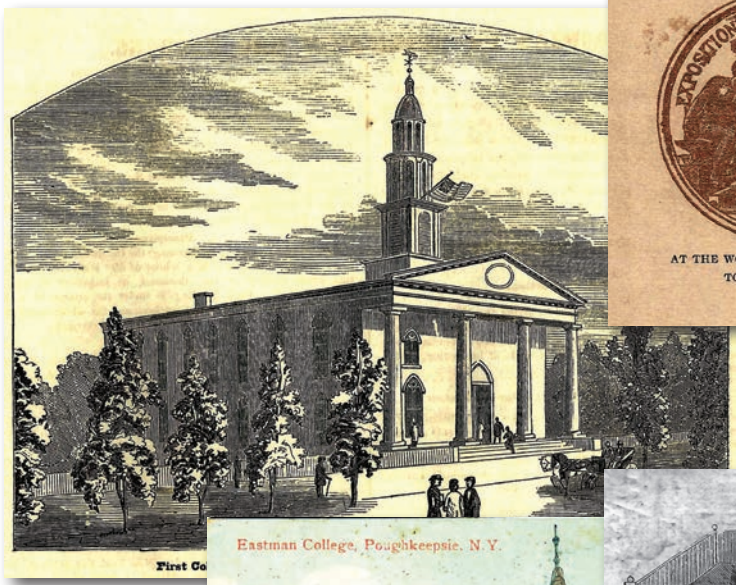


Figure 2.

Poughkeepsie, each specializing in a particular subject. In 1883, he built a single large building at Mill and Washington Streets to consolidate the various disciplines. (Figure 4) His was the only recipient of a Gold Medal for an institution of business education at the Paris International Exposition of 1889. (Figure 5)

Figure 3: First Eastman School building, 1859.



Later he expanded to New York City. By 1911 more than 50,000 men and women, who were accepted at the turn of the century, graduated from his schools. The Great Depression forced them to close, 1930 in Poughkeepsie and 1933 in New York City. The Poughkeepsie building itself was demolished in 1932.

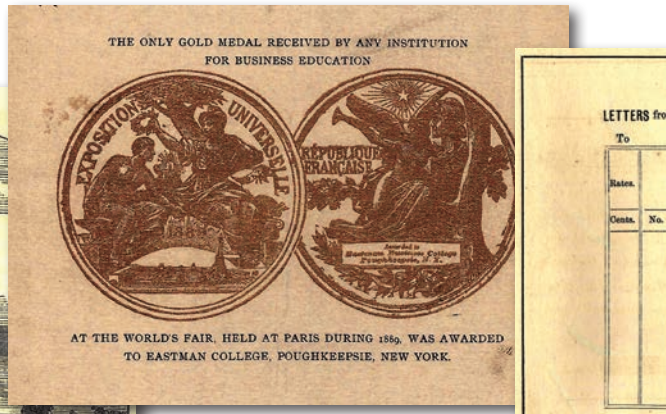


Figure 5: Award from the 1889 Paris international Exposition.

Figure 6: Practice Post Office counter.

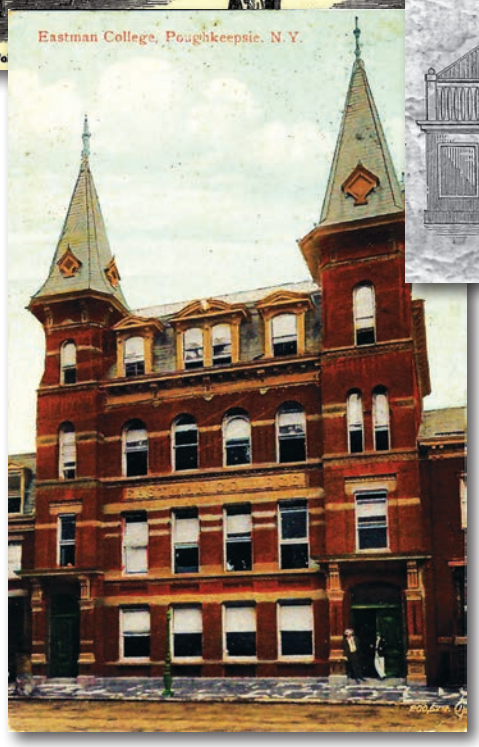


Figure 4: Final Eastman building, 1883.

The Eastman College taught all the requisite skills needed for success in the commercial world. To develop these skills, he, more than anyone else, introduced a vast array of forms and documents (such as leases, mortgages, etc.) which would prepare his students for those they would encounter in the real world. This, of course, resulted in the creation of more ephemera than any other school, but we will look at only his "stamps" and related paraphilatelic material.

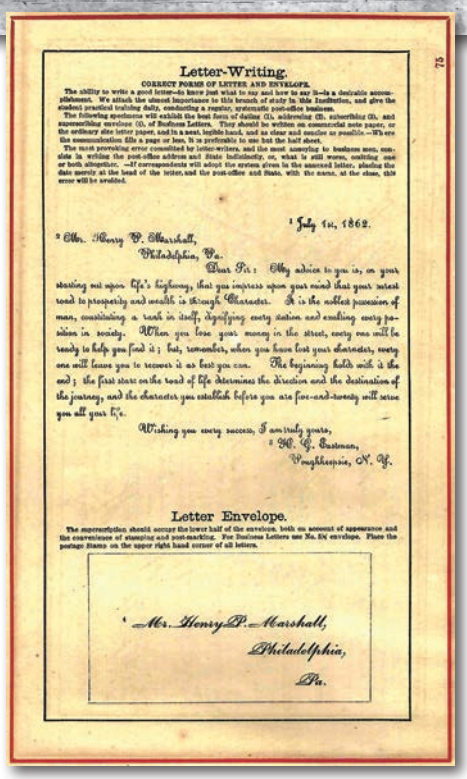


Figure 9: Description of the proper way to write and address a letter.

The "stamps" of the Eastman National Business College (ENBC)

Of particular interest to us is his introduction of "stamps," both "postage" and "revenue", to teach their proper use. [I will no longer put quotation marks around the words "stamp", "postage" or "revenue."] Other phila-

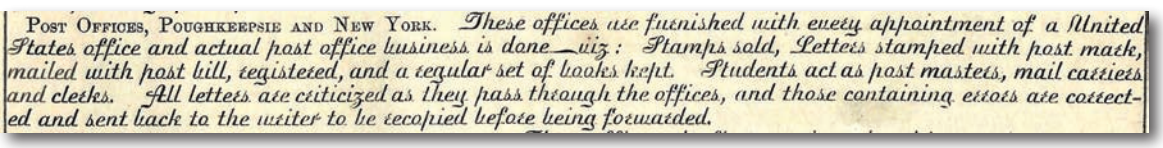


Figure 7: These few lines in the 1862 catalogue specify what postal activities will be taught.

Figure 11: Piece with both Eastman Type I postage stamp and contemporary 3¢ U.S. stamp, tied by Poughkeepsie December 3, 1862 handstamp.

Figure 8: 1862 catalogue page

telic-related ephemera includes a large array of advertising covers, some quite spectacular, and various business forms on which the placement of revenue stamps was required. We will not look at the many pieces of college currency, a specialty unto itself, or the abundant practice forms and documents.

In the third edition of his catalogue (1862) there is a woodcut of the post office window in his first building. (Figure 6) There is also a description of the postal activities taught (Figure 7) with, on a different page, an image of the first stamp issued, in color, as well as a form for listing post office services rendered. (Figure 8) In addition, there is a page outlining the proper format for a letter and its envelope. (Figure 9)

Just when these stamps were issued is unclear. We have no records of when they were ordered or printed. Dating depends on finding them on cover, document or in Eastman's promotional booklets, particularly his catalogues for prospective students. Much of the information in this article derives from James N. Drummond's excellent book *College and School Stamps, 2007*. I present the material in some detail with examples from the author's collection which has been more than 20 years in the making.

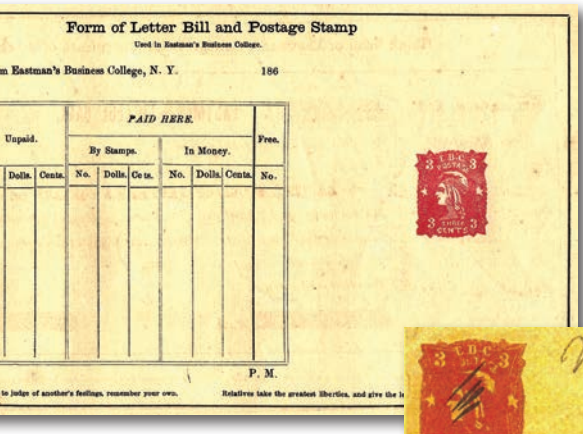


Figure 12: This stamp was a cut-out, placed on the left side, pen-canceled. There are two manuscript inscriptions: at top, "What do you call this/1863?"and, at the bottom, "This was sent from/Va in the war time/not in it [i.e. from Virginia] /Please return/to me." There is a "North Mountain/Va/ Jay 5 [?]/B. & O.R.R.Co." dated handstamp.

Figure 13: Imperforate stamp used on cover. Is it a cut-out or was it issued this way? See description of the handstamp

Figure 14: The use of stamps as revenues is very uncommon. Teachers were fastidious and one can only conclude that there was a paucity of revenue stamps at this time.

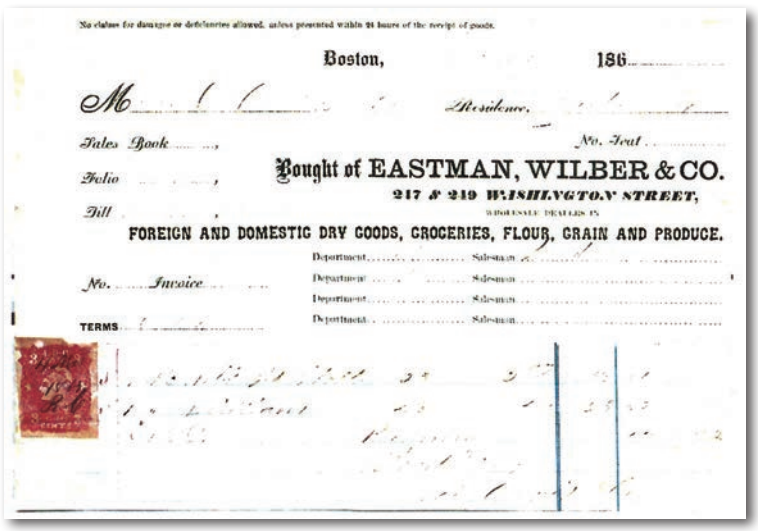


Figure 15: Large margin copy of Type II 2¢ green postage stamp.

The Postage Stamps

Drummond lists two types of postage stamps but in the wrong chronological order. Catalogues from 1862 and 1864 show Drummond Type II (see Figure 8 above) whereas an

1866 Eastman promotional newspaper has an image of Drummond Type I, but no Type II. (Figure 10, see page 55 above) I will, therefore, refer to the 1862 as Type I and the latter as Type II, issued sometime between 1864 and 1866.

The design for Type I clearly references the contemporary U.S. 3¢ (Scott 65). (Figure 11) The very large margins of Type I suggests that it was issued as postal stationery. We have no multiples to help. The stamp color varies from dark to pale red and come on many color papers, mostly from yellow to yellow-orange but also known on white paper. Drummond's earliest recorded use is January 5; But is it real? It is an odd piece described in the caption. (Figure 12)

What appear to be imperforate stamps are also known on cover. The Eastman School had its own handstamp which underwent various iterations over time. The earliest example, unfortunately not dated, cancels a cut-out on white paper (?); it reads "Eastman Business School" within a single circle. (Figure 13) Drummond illustrates is an apparently unique example of this Type I postage stamp used as a revenue on a receipt. (Figure 14)

As noted above, Type II (Drummond's Type I) appeared between 1864 and 1866. The image from the 1866 College newspaper includes this second postage stamp along with the first revenue stamp, (see Figure 10) Initially, Type II was imperforate in either blue, green (Figure 15) or red, the latter on white or orange paper.

There are those who say that the red and green stamps, all with very close margins and none known used, were either color trials or Taylor fakes. Later blue stamps were perforated 16 (EKU Jan. 28, 1878). (Figure 16) The cover shows another version of the College handstamp; contents date it as 1883. (Figure 17) Later, there was another College handstamp. This example was found impressed in an 1891 autograph album. (Figure 18)

The Revenue Stamps: Type I

The 1866 newspaper showed both a postage stamps and a revenue stamp, printed in black. (see Figure 10 page 55 above) It has been said that they are both Taylor forgeries but that now seems unlikely given their appearance in an Eastman publication. This Type I revenue stamp, known only in red, with none used, is quite rare. (Figure 19)

Figure 16: Lovely copy of 2¢ blue perforated 16.

Figure 19: The rare Type I revenue stamp, the only Eastman stamp that is not denominated.

Figure 20: All denominations of this stamp are rare. I have only seen this 10¢ red.

Figure 25: Two-cent red with period (Figure 24a) on 1873 check.

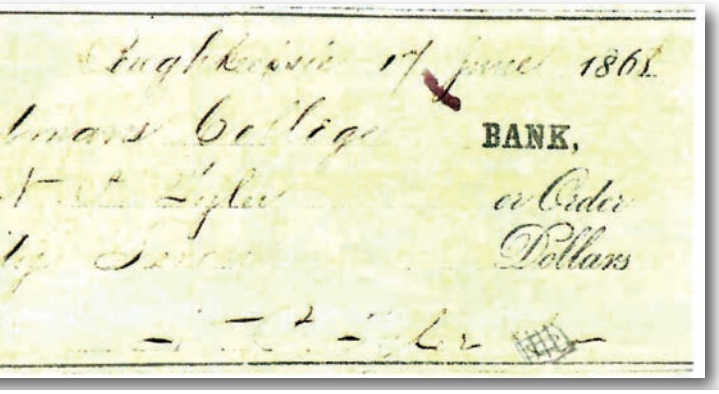
Figure 24: The 13 known types of revenue Type III, Figures 24a-m.

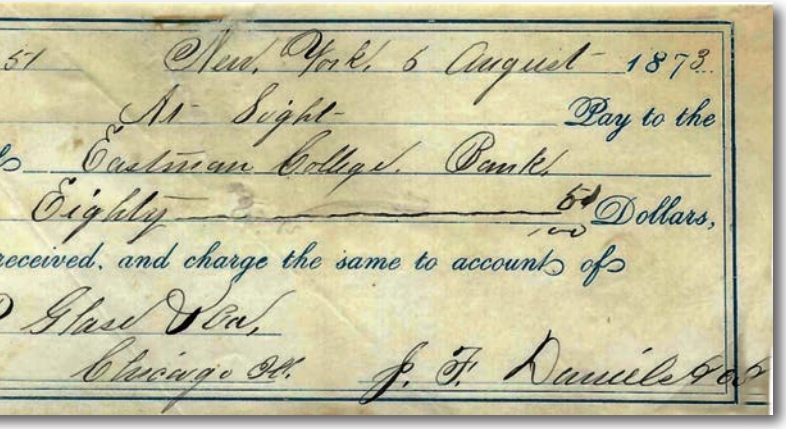
Figure 22: Rare pair with both postage and revenue stamps. I consider it genuine.

Figure 21: Its appearance on a check confirms it as a genuine issue. I know of no other usage.

Figure 17: A second Eastman handstamp, in blue, reading "Eastman School

Figure 18: Above, A third handstamp type.





The Revenue Stamps: Type II

A second revenue issue, Type II, (Figure 20) had for years been considered a Taylor creation but the discovery of one on an 1868 College check seems to refute that. (Figure 21) The stamps are known in red (2¢ and 10¢) and green (5¢ and 50¢); all are imperforate. They, like the first revenue, are very rare.

The Revenue Stamps: Type III

The format of the sheet is hinted at in a rare pair in blue with both the Type III revenue stamp and the Type II postage stamps. This is the only example I know of to combine printed images of both postage and revenue stamps on the same piece. (Figure 22)

Type III is the most complex of the Eastman revenue stamps. Drummond lists eight varieties of the 2¢ and two each of the 5¢ and 10¢. [There is no Figure 23.] Figure 24 shows the basic stamp as Figure 24a and its many varieties as Figures 24b-m).

The 2¢ red comes with and without the period after "cents", both imperforate. Drummond reports the EKD as Dec. 27, 1872, dated Aug. 6, 1873. Its use on a bank check is the most common; this is true of all these stamps. (Figures 24a & b)

Drummond lists all 2¢ blue stamps as having a period after "cents." (Figure 24c) To that I can add a variety, with large letters but without the period "2 cents". (Figure 24d) Both are imperforate. The large-lettered stamps are earlier, by several months in 1877, than those with small letters. The small letters "2 cents." is known imperforate (Figure 24e) as well as perforated 12.5 (Figure 24f) and 15.5 Figure 24g), both appearing in 1881.

The third color, green, is the scarcest of the series. My earliest date is Mar. 3, 1882. Drummond shows only a single used example on check dated 1883. This, too, comes in two letter settings: "2 cents.", in green, perf. 16 (Figure 24h), and "2 Cts.", yellow-green, perf. 12.5. (Figure 24i)

The pair mentioned to above, combining the Type II postage stamp with the Type III revenue stamp indicates the availability of both blue issues in 1866 although the EKD of the blue revenue stamp is Jan. 17, 1877.

The 5¢ imperforate red spells out "5 cents" without a period. (Figure 24j) The much scarcer "5 Cts.", also in red, is perforated 12 (Figure 24k); I have no copy; the hazy illustration is from Drummond and shows a double transfer which perhaps accounts for the unsharpness. This and the 10¢ are unknown to me used on document.

There are two settings of the 10¢ red: "10 cts." (Figure 24l) and, in somewhat smaller letters, "10 Cts." Both are imperforate. (Figure 24m)

Figures 25 and 26 are examples of the 2¢ red with period and the 2¢ blue used on checks.

The great rarity of these revenue stamps is a mint block of 12, the largest multiple known (ex-Dale-Lichtenstein). (Figure 27) It shows that various values were printed on the same sheet apparently at random. A second block of 8 confirms the unpredictable layout; it does not repeat the layout in the block of 12. From the large margins on the block of 12 it appears that they were, in fact, printed in this size format.

One of the more interesting revenue stamps is a hand-made one on receipt from 1866. It may well be unique. (Figures 28a & b)

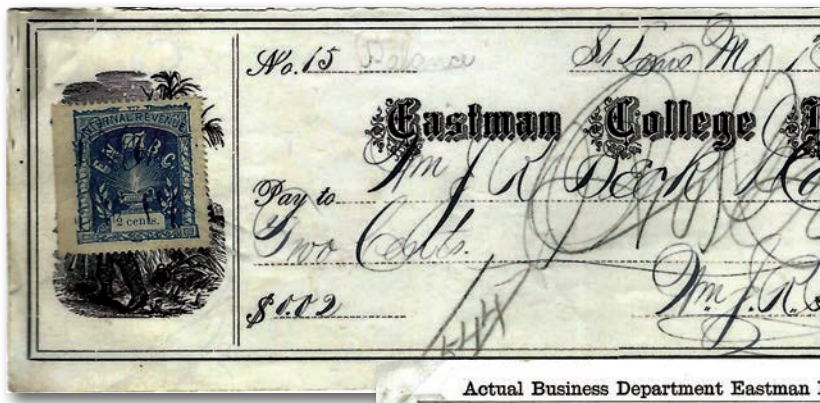


Figure 26: Two-cent blue with small letters (Figure 24G) on 1878 check.

Figures 28a (right) & 28b (below): Hand-made revenue on document, perhaps unique.

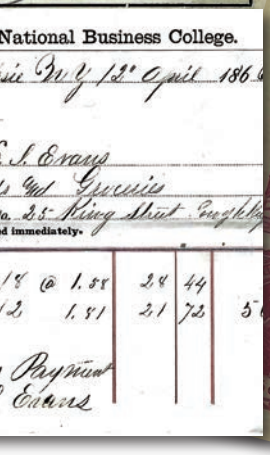
The advertising covers

Among the most spectacular advertising covers of the 1860s were two used by the Eastman School. They are also the rarest of the Eastman ad covers. One, with a pair of 3¢ 1861 stamps, has a full color image of a $5 college currency on the face. (Figure 29a) Eastman currency is known in 100s of styles. This is one of the earlier bills rendered in different colors for the cover. (Figure 29b) Currency is rarely dated. Without a hand-docket, it is difficult to assign one to a particular year. That can only be suggested by printing style and, if present, the printer's imprint.

The second rare cover, franked with a 3¢ 1869 stamp, promotes a device, the penman's assistant, invented by Eastman to help students improve their handwriting. (Figure 30a) Ephemera helps us understand how it was used. (Figures 30b & c)

[*Below this point the images self-explanatory and not captioned*.]

During the 1860s, there was a plethora of different covers with black and white images, many dated 1862. There were several basic designs and many sub-categories depending on various im-



Figures 29a (above) & b (left): The rarest of the Eastman ad covers, two recorded. The $5 banknote, from which the design was taken, is one of Eastman's earlier types of College currency.

Figures 30a (left), 30b (o te right) & (30c, upper left on next page): (At left and right) Eastman's Penman's Assistant with a leaflet and newspaper ad explaining its use.

Figure 27: The largest block of these stamps recorded (ex Dale-Lichtenstein).

prints and other details. I don't know how many exist as I find new ones all the time. Most are #6 size although occasionally one finds a #10. A few examples are shown on the next two pages without captions.

In the 1880s, a new style appeared, most often seen with a blue ribbon but rarely with a red one.

Later covers are usually variants of rather pedestrian ones with printed words only; there are many.

Printed matter

Almost all the extant philatelic covers from the School are first class. Finding items with printed matter rates is most unusual since outer wrappings for books or catalogues are rarely kept. I can show three examples after 20 years of collecting.

The 9¢ rate on an 1892 large piece, at 1¢ per 2 oz., pays for a parcel of 1lb. 2 oz., no doubt books. The single wrapper from 1895 is correctly rated 1¢ for up to 2 oz. The 1904 envelope for a catalogue, still within, franked 7¢ coincides with the 14 oz. weight of the mailing.

Other para-philatelic materials

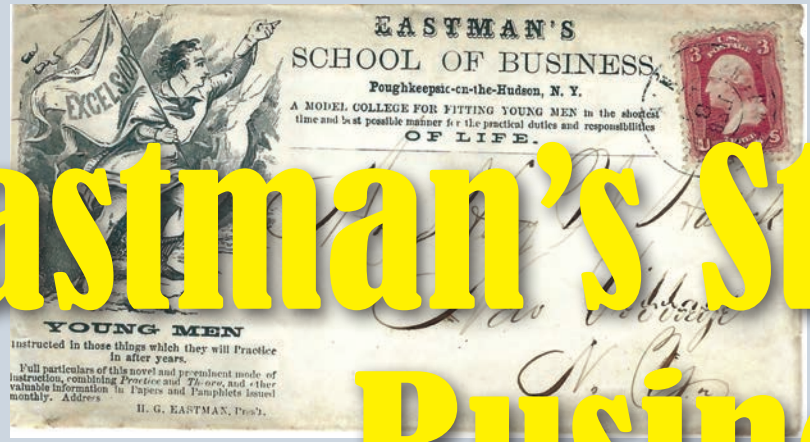
The use of photo stamps became very popular within the advent of the multi-image lens in the 1860s, allowing quick production of multiple finished photographs. They were first used for carte-de-visite and soon found their way into the stamp-sized images so popular after the late 1870s. There were numerous studios across the country. C.H. Gallup was the most prominent in Poughkeepsie, producing many stamps for students at the School. These photo stamps are most often found in autograph books, such as this 1879 example. A particularly striking example, on two facing pages, has multiple stamps, attractively arranged, mostly images of the school faculty.

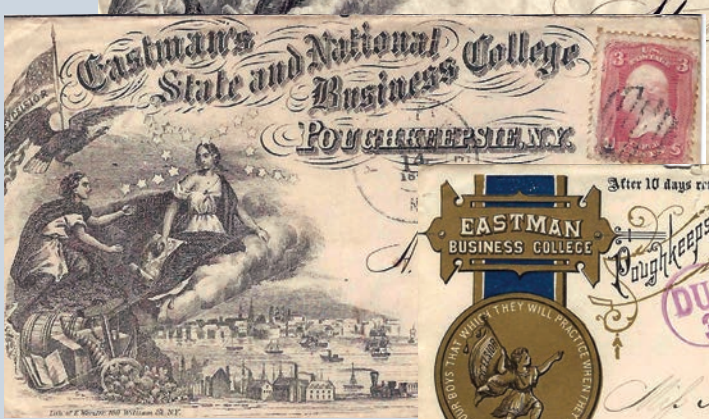
Conclusion

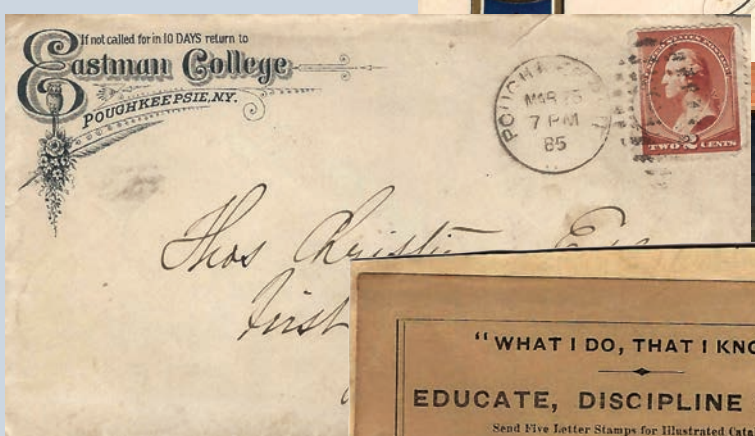
Of the many institutions that utilized stamps in their curricula, it is the Eastman National Business School, with its long history of the use of a number of types of stamps, that most satisfies the serious philatelist. I hope this journey has proved interesting….there ARE other challenges!

[*Correspondence welcome at PO Box 3366, Poughkeepsie, NY 12603 or agroten43@icloud.com.*]

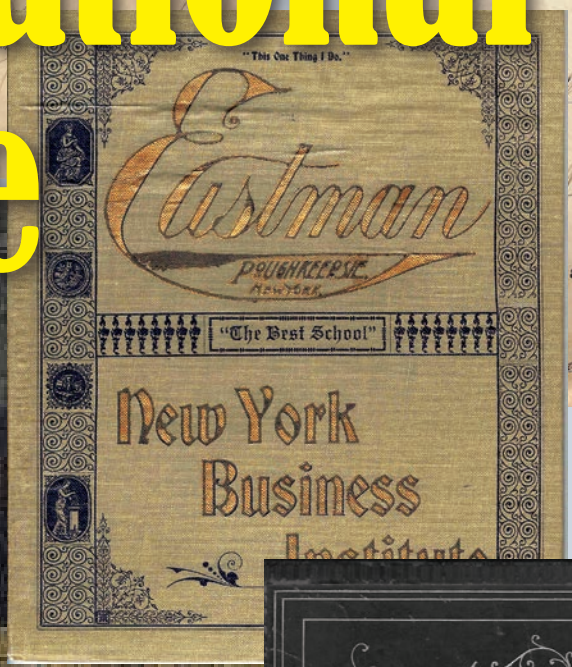
Eastman's State Business

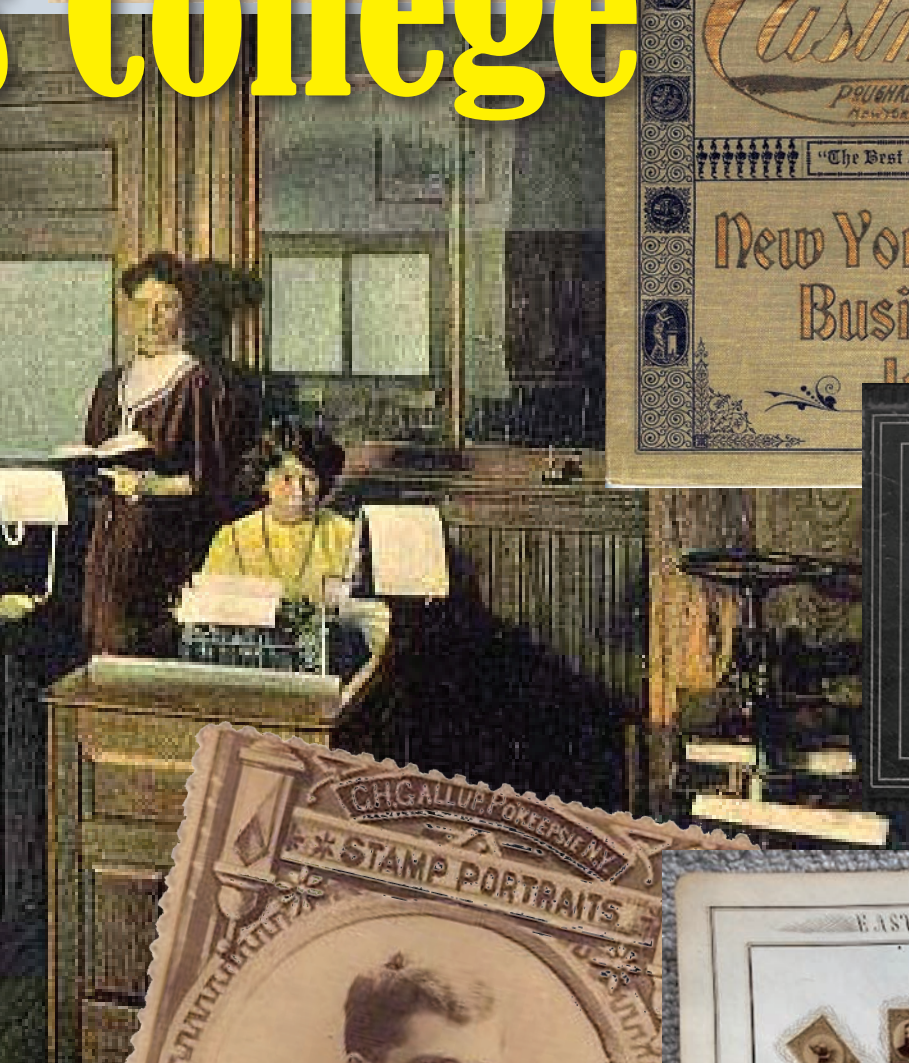






e and National
College





(From David Coogle—Continued from page 3)

Is NOW *Really* the Time?

stamp collectors moved to share their lifelong passion and knowledge.

But, of course, no ship can sail without a captain. As a young man, when not hanging out with Kansas City Chief future Hall of Fame running back **Abner Haynes** at high school football games or between pro AFL games or being dazzled by the sidearm magic and glove work of little **Bobby Shantz,** 1950s star pitcher of the Kansas City Athletics, **Randy Neil** became a stamp fiend. A dear friend and very special human being, he *"has done it all"* in our hobby: from APS president; to Luff Award recipient; to a signer of the Roll of Distinguished Philatelists; to countless other achievements, WOW. We are fortunate for his lifelong commitment of giving of himself, providing countless hours, as well as access to formidable resources within his philatelic library and huge stock of photos and images. We cannot imagine how we could have come this far without his presence.

Another sincere thank you from us and our readership is in order. Please let us hear from you on your favorite article or author. The pleasure of serving our hobby and being allowed the opportunity to provide this to all of philately is a blessing, indeed.

We are also so fortunate that the hobby is growing again, and the time is now! The market continues to expand as evidenced by the superlative results from the Levy, Krupnick and Neil auction sales, as well as our Flagship and Collection sales.

It truly reminds us of the heady days of the 1970s and 1980s. And not just the prices realized, but the depth of bidding and the range of competition is so strong that we think that each sale has reached the absolute pinnacle and top of the market—only to be surprised and outdone by the next series of realizations. It's always been best to sell in a rising market and who knows where the very top is. Let's hope it's far away. Look for our new selling venues coming this summer, including already established weekly online sales (which will be expanded), and a brand-new public auction sale tailored for the collector.

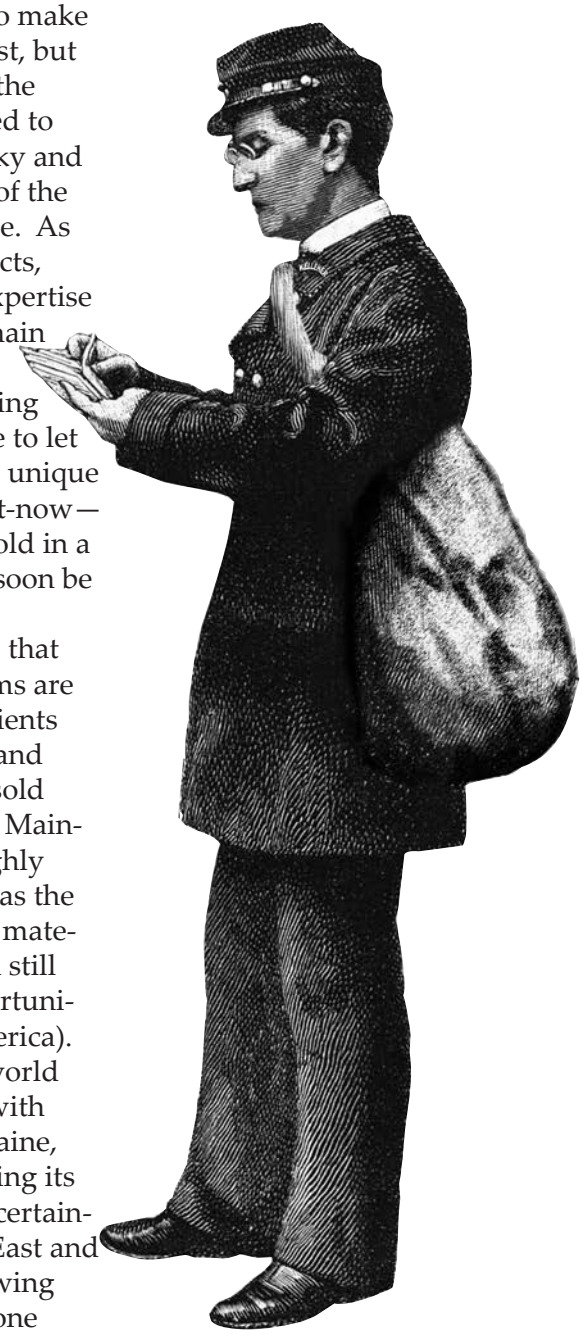
The Kelleher & Rogers Asian Sales also continue to reach peaks within the market, with deep inroads reaching the many collectors in the interior of China who seem never to tire of their avid competition for both stamps and postal history. Our long presence and reputation in Hong Kong has afforded us this most-cherished status in this extensive and ever expanding marketplace. New startups and other firms have tried to make a go in the Far East, but none with ties to the US have succeeded to navigate the murky and turbulent waters of the Asian marketplace. As always, our contacts, experience and expertise in these areas remain dominant.

We are contacting clients worldwide to let them know of the unique opportunity, right-now—of getting a foothold in a market that may soon be shuttered again.

We have heard that some Chinese firms are unable to settle clients outside of China and cannot return unsold items within new Mainland laws. We highly recommend now as the time to sell Asian material while one can still access these opportunities (through America). Now—with the world poised on-edge, with Russia in the Ukraine, North Korea rattling its nuclear saber, uncertainty in the Middle East and with China's growing isolation again—one should take note.

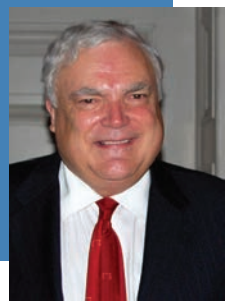
Furthermore, we have two of the most respected Asian Philatelists, **Laurence Gibson** and **Jeffrey Schneider**, on call to assist your needs and to provide the avid China-Asian specialist with the very best presentation and results when it comes time to sell. .

NOW is the time!



Daniel F. Kelleher Auctions
-1885-

Greg Manning's Reminiscences



The author may be contacted at gm@gregmanning.net

A Plethora of Personalities-Part 1

After five years as a collector my lifetime endeavors as a dealer began at age twelve in 1958. I was fortunate to have the privilege of meeting and often becoming friends with many of the well-known and often not so well-known dealers and collectors of the 20th century.

By the age of fifteen I had begun advertising in *Linns Weekly Stamp News* and soon after *STAMPS Magazine*. In addition, my frequent stamp show bourse attendance with a sales booth had become an important part of my growing new enterprise. Stamp clubs were also fertile ground for both selling and buying material.

Despite my youth I was welcomed into the trade without any issues due to my age. In fact, the opposite occurred with encouragement from many more senior dealers and collectors often caring more about price and quality than my age.

In those early days in business, I used mass transit often as I was too young to drive. I also had a friend, **Lee Lozowick**, who was dealing in stamps and was three years my senior so he drove to shows and clubs when I could not. At age 17 after obtaining my driver's license I would drive to Chicago, Memphis, New Orleans, Kansas City, Denver, Miami, Boston, Milwaukee and countless other cities to attend stamp shows and buy collections. As business improved flying soon became a way of life and opened the West Coast to my busy schedule.

New York was the hub of the stamp world at that time and its famed Nassau Street was the epicenter through the 1960s. At age 15 I decided that in addition to my retail and wholesale businesses the stamp auction field was a potential future path to take. However, first I had to learn the auction business. The nearest auctioneer to me was **William A. Fox** of Short Hills, New Jersey. Bill ran a one-person operation and needed help. Frequently employees of stamp dealers or auctioneers are not allowed to keep their own stamp business as it was a perceived conflict of interest. Bill didn't mind me keeping my business active and he allowed me to also attend stamp shows.

Bill often conducted his auctions in New York City and I would be present to assist. Bill had worked for Robert A. Siegel Auctions and learned the nuances of auctioneering from **Bob Siegel**. Therefore, I also learned the "Siegel" method from Bill of the hand written "bid book" and the myriad of other stamp auction nuances that every beginner must master. Of course today with the computer running the show it is a different world.

One of the first dealers I met in New York was **Bert Taub** of Stampazine. Bert loved stamps and had a great knowledge of worldwide philately. He was a veteran auction buyer and attended or bid in virtually every public auction held in Manhattan. Bert was like a vacuum cleaner for any lot that was selling at what he perceived to be a "cheap" price. If Bert was in the auction room or had marked up a sale catalogue with his bids for an agent to exercise it was very difficult to buy an inexpensive lot in that auction. Bert had a wry sense of humor and was always fun to engage with in conversation whether about stamps or anything else.

Bert's brother **Jack Taub** was in and out of the stamp scene depending on what outside project he was working on and he had many over the years. Bert and Jack together with **Richard Gordon,** and with additional financial backing from **Duane Hilmer** of Omaha, Nebraska acquired Scott Publishing in the 1970s. The headquarters building for Stampazine, Harmer Rooke Auctions and Scott Publishing was 3 East 57th Street in Manhattan. The most beautiful stamp store ground floor that I have ever seen was Stampazine's location at 3 East 57th. Richard Gordon had previously operated Equitable Stamp Company and was a well-known stamp dealer in Manhattan. Today Richard is retired and resides in Las Vegas, Nevada.

Public auction sales in the 1960s and the 1970s drew many out of town buyers to New York City including **Stanley J. Richmond** of Boston. I met Stanley at one of Bill's auctions and later I purchased the Brookman Price Guide from Stanley and **Andy Levitt**. In the 1970s Stanley acquired Kelleher Auctions and later sold it to **David Coogle** and **Larry Gibson**. Stanley is quite active today and is President Emeritus of Kelleher Auctions.

Other prominent New England dealers of the 1960s included **Simmy Jacobs** who conducted high quality auction sales in Boston, **Jack E. Molesworth** of Boston one of the preeminent retail dealers in USA and Confederate stamps

and covers, **Jack Nalbandian** of Rhode Island and **Bill Bogg** who owned the New England Stamp Company and had a vast knowledge of postal history of the World. If any auction had material of interest to these dealers, you would often see them in person at the auction.

Lambert Gerber of Tamaqua, Pennsylvania often attended auctions in New York and was always an active buyer for his 12 yearly auction sales. Lambert therefore held at least one auction per month and had an enormous appetite for stamp collections which I helped to feed him in the 1960s and 1970s. Lambert had an unusual way of buying. He would never haggle at all, he simply asked your price and paid it on the spot. If the collection turned out to be overpriced, he would not buy from you ever again. I know several dealers who had once sold to him but no more. I never made that mistake, and we did business for many years.

The dealers mentioned above were more or less of the same generation, all about 15 to 20 plus years older than me. I also had the opportunity to meet several of the then more senior generation of stamp professionals. **Raymond and Roger Weill,** the preeminent dealers of the 20th century were true gentlemen and besides their superb business acumen they were wonderful hosts from their home base of New Orleans. **Ezra Cole** was another individual who like the Weill brothers had a great clientele including **Josiah K. Lilly**, **John R. Boker**, **Jr.**, **Alfred H. Caspary**. Ezra was active well into his 80s and I recall buying an important collection of the United States 1847 issue from him in that timeframe.

Jacque Minkus built one of the great stamp and publishing companies of any generation. At one time Mr. Minkus had 40 outlets in major department stores throughout the nation. He was a marketing genius whose reference catalogues were second only to Scott. I was honored to have Mr. Minkus attend the grand opening of our new New Jersey headquarters building in 1981. **Robson Lowe** was another Legend in Philately with whom I had the pleasure to meet on multiple occasions. On a visit to London Robbie invited me to his club for dinner when he was in his 80s. I was thinking this might be an early evening, but I was mistaken. Robbie was a world class storyteller and at close to midnight the stories were still flowing. It was an evening that I will never forget.

Harry L. Lindquist was the founder of *STAMPS* magazine in 1932 in which I advertised for many years. I only met Mr. Lindquist on two occasions, but I still recall how nice he was to me as a young dealer. **Lester G. Brookman** was another of philately's greats. Mr. Brookman would always stop by my booth at stamp shows and buy quality USA issues. His multi-volume work *The United States Postage Stamps of the 19th Century* published by Harry l. Lindquist is certainly one of the most important books ever written regarding United States stamps. I also recall in the 1980s buying the store in Minneapolis from **Ray Hamernick** that Lester Brookman had founded.

Of all the many personalities that I had the pleasure to meet in Philately probably the most unusual was **Harry E. Graetz**. Harry had an unparalleled zest for life, born in Berlin, together with his family he spent 9 years at an internment camp in Shanghai, China beginning in 1936. When I started attending stamp shows in the 1960's Harry was already a fixture on the show circuit, and we quickly became friends. Despite having been in the United States since 1945 Harry still maintained a distinctive accent. In the early days at the stamp shows we often played poker well into the night or even into the early morning. Harry loved to play and also enjoyed a few libations while playing. He wasn't a very good poker player, but a few drinks certainly didn't help. We played small stakes in those days usually winning or losing $100 to $200 a night. Harry had an unprecedented losing streak until one night in Chicago when the cards ran in his favor, and it seemed that he could not lose a hand. His winnings of $700 or $800 didn't cover the losing streak but it certainly made him happy!

Another longtime friend on the show circuit was **Marden Ross** and his wife **Imogene**. Marden had worked for the railroad in Oregon if memory serves, but besides Imogene his second love was dealing in stamps and probably even more in postal history of the West. Marden was an old school dealer who always kept his word and expected the same from you. After meeting at a few shows across the country Marden knew that I was a serious buyer of USA, and Worldwide stamps. From that point on Marden would put together a package of goodies for me at every show we attended together. There was to be no haggling simply to write him a check and never once was I not happy with the contents of each package. I never asked Marden why he did this, but my guess was that purchase paid for his show expenses and the other sales were gravy.

Marden was a very well-respected dealer and when **Robert W. Baughman** passed on it was Marden Ross who was named to handle the Philatelic section of his estate. I well remember visiting the home of the late Mr. Baughman and the massive concrete structure at the rear of the Victorian style home in Liberal, Kansas where he housed his huge philatelic holdings. Marden had, as usual, put aside everything he had designated to sell to me and had priced it all. Mr. Baughman's family owned over 300,000 acres of farmland and during the Eisenhower presidency and were paid not to grow wheat according to what Marden told me. However, whether growing crops or not, Mr. Baughman had the ability to buy whatever he wanted in the philatelic world and he indulged that ability.

My section of Baughman material included multiple complete sets of Kansas and Nebraska overprint full sheets of 100 and hundreds more used sets. At one time Mr. Baughman was getting these mint sets cancelled at every post office in Kansas and Nebraska. Fortunately for me there were still several hundred mint sets left beyond the sheets. There was much more in French Colonies country collections and a myriad of miscellaneous better items. It was a wonderful selection of material and only constituted a small piece of this diverse estate. Much of the expensive material was in western covers including Pony Express and other areas which was consigned to auction.

Harry Graetz was also a friend of Marden's and I well remember that Marden had also called on him to visit as I saw the pile of material put aside for Harry.

Many more individuals to come, but that's it for now!


WATERLOW & SONS LTD.
SPECIMEN


REPUBLIC OF LIBERIA
POSTAGE FOUR CENTS
4

Waterlow & Sons Liberian Sample Stamps of the 1892-1894 Pictorial Issue

By Bryant E. Korn FRPSL

The author is shown here giving a presentaion about Liberian Stamp Collecting at the annual convention of the American Philatelic Society in August 2019 at the Omaha, Nebraska Convention Center.

This article attempts to explain the development of Sample Stamps from Waterlow and Sons using Liberian postage stamps of 1892 and 1894. This story has not been fully documented, even with the Waterlow Study Circle, which disbanded in the 1990's. Liberia's 1892-1894 Pictorial Issue is one of the few uniquely situated in time to illustrate the development of sample stamps at Waterlow and Sons. Waterlow made a sample stamp booklet in 1895/1896 of stamps printed from countries prior to and including 1894, to display their stamp making expertise. This booklet was titled "STAMPS – TIMBRES", and each stamp was given a unique ST number (likely from the S & T of Stamps-Timbres).

The practice of producing Sample Booklets for marketing purposes then later Sample Pages, and assigning unique ST numbers to sample stamps, expanded and continued well into the 20th Century. The colors for the 1892 sample stamps for Liberia are fixed for each value and were made from original plates. This may or may not be unusual, and either Liberia either gave permission for Waterlow to use the original plates, or Liberia did not own the plates, or no one really cared in 1894/1895! But the important point is these sample stamps were made post-production. Sometime around the late 1890s or after the turn of the century, it became a practice to make "new mini-sheet plates" for sample stamps. This was a Waterlow practice by 1910, at which time Waterlow & Sons exhibited a collection of die proofs and mini-sheets of sample stamps from a whole host of countries at the 1910 Brussels Philatelic Exhibition.

Following-on with the thought that "no one really cared in 1894/1895", the sample stamps of the mid-1890s did not have a security hole or overprints like the more mass-produced sample stamps made closer to, and after, the turn of the century. Waterlow likely initially thought changing the color was enough to prevent fraudulent use of these stamps with unsuspecting postal clerks. But later they added a Waterlow & Sons LTD Specimen overprint, and then even later, a security hole. I have defined six types of sample stamps (Types I-VI) as they pertain to Liberia based upon whether the sample stamp has an overprint, the overprint variety, and then a punched security hole. But, if categorized accord-

13.

S.T. 415

S.T. 420

S.T. 411

S.T. 419

14.

S.T. 416

S.T. 422

S.T. 421

S.T. 418

ing to Marcus Samuel in the *Essay-Proof Journal*, Types II-VI as I define them here are all a single type of overprint in his larger classification scheme.

The sample stamp booklet pages shown on pages 70-71 were made in 1895/1896 and are from one of two documented early Waterlow sample stamp booklets. The other booklet is complete, dated, and endorsed as a gift: "Fremantle, 19-5-96". The Liberian pages in both booklets are the same but are compiled differently within each book, as both books have page numbers written in the corner of each page. Thus, each booklet was made individually on a case-by-case basis. I assume both books

were made generally at the same time.

The sample stamps on these booklet pages are Type I and predominately imperforate. The Type I sample stamps are the only examples that can be dated until the Waterlow Exhibit at the Brussels Philatelic Exhibition in 1910.

Following is the listing of the types of Liberian sample stamps with their specific encountered characteristics. This may be useful to collectors of other countries for which Waterlow produced stamps in this timeframe, and gives some insight into the evolution of sample stamps at Waterlow & Sons.

Type IV. Non-Serif lettering, in Black, on two **Type 1.** The Type I sample stamps have no overprint or no security hole. They are normally imperforate but can also found perforated (Figure 3) and usually with gum, but they appear to be much scarcer than imperforate. The 6c Oil Palm in the booklet page 12 illustrated above is perforated. Most importantly, these are not Plate Proof Color Trials, as they are so often seen marketed.

Type II. Serif lettering, in Blue, on two lines, *"WATERLOW & SONS LTD SPECIMEN"*, with two dots under the raised TD of LTD. The first row of letters are 2.2mm tall, the second are 1.4mm tall. The lines are spaced 3mm. Either perforated, or imperforate. No security hole.

Type III. Non-Serif lettering, in Blue, on two lines, "WATERLOW & SONS LTD SPECIMEN", with two dots under the raised TD of LTD. The first row of letters are 2.2mm tall, the second are 1.4mm tall. The lines are spaced 3mm. Either perforated, or imperforate. No security hole.

Type IV. Non-Serif lettering, in Black, on two lines, "WATERLOW & SONS LTD SPECIMEN". Both lines have letters 1mm tall. The lines are spaced 2mm. No security hole.

The 12c example above has a binding attached, so it appears to be part of a later-styled booklet. Waterlow & Sons also made single-page advertising brochures of sample stamps that are undated and

consist of stamps from a variety of countries. The 6c and 8c stamps are examples of that, where you can see the LO and L of the word "LONDON".

Type V. Non-Serif lettering, in Black, on two lines, "WATERLOW & SONS LTD SPECIMEN". Both lines have letters 1mm tall. The lines are spaced 1mm. No security hole. There are two settings, the other has a "S" under the "L" variety.

Type VI. Non-Serif lettering, in Black, on two lines, "WATERLOW & SONS LTD SPECIMEN.", with a dot after "Specimen". Both lines have letters 1mm high. The lines are spaced 1mm. 2mm security hole. All examples seen have the "S" under the "L" setting, except for the 12c (Figure 8).

As mentioned, Waterlow & Sons used original plates to make the sample stamps. But for the larger sheets of the lower values (1c-12c) Waterlow had to cut the sheets prior to overprinting and perforating.

Following are examples of the 4c (Figure 9) and 12c sheets..

The Brussels Philatelic Exhibition of 1910

In 1910 Waterlow and Sons exhibited at the Philatelic Exhibition in Brussels and exhibited a series

Type VI Sheets. As mentioned, Waterlow & Sons used original plates to make the sample stamps. But for the larger sheets of the lower values (1c-12c) Waterlow had to cut the sheets prior to overprinting and perforating. Following are examples of the 4c and 12c sheets (both reduced to 60% of the original size).

Cockrill states that the 4c sheets do not exist.
I have both top/bottom examples of the sheet.

Both sides of the 12c sheet.

The Brussels
Philatelic Exhibition of 1910

In 1910 Waterlow and Sons exhibited at the Philatelic Exhibition in Brussels and exhibited 300 new die proofs of sample stamps on India paper in a variety of colors from all the countries they manufactured stamps. It appears they were making mini-sheets by this time, including the Liberian 5c 4x4 se-tenant mini-sheets of 8 stamps (left). These sample stamps are Type VI Sample Stamps. The 5c perforated die proofs on page 82 were likely produced for the exhibition but were not shown. I would suspect a couple copies of each color combination (or even more color combinations) exist locked away somewhere with triangle or Liberia collectors.

References:

Turner, Alec, *An Early Sample Book, Dec 1996*, WSCJ 40, pp 29-40 (Waterlow Study Circle Journal).
Hanciau, L., *Stamps at the Brussels Exhibition, 1910*, Gibbons Stamp Weekly, 11 June 1910, pp. 559-562.
Hoffman, Colin, *Waterlow Sample Stamps, Apr 1986*, WSCJ 15, pp 10-11
Hubbard, David, *S.T. Numbers - A list, Apr 1986*, WCSJ 15, pp 12-23
Samuel, Marcus, "Waterlow Sample Stamps", *The Essay-Proof Journal* No. 120, pp 179-180.
Various Authors, *File Copy Order Numbers,* (Various commentaries), Dec 1983, WSCJ 10.
Diamond, Derek, *1898 Pictorial Issue of New Zealand*, 2014, NZ Soc. of GB. (Re: Waterlow dies and Sample Stamps)

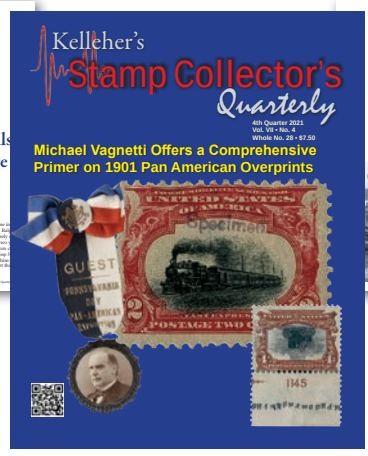
Addendum:

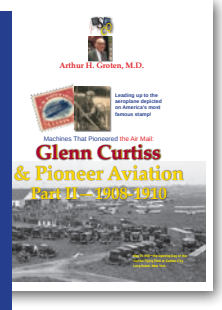
There is one additional sample stamp Type that I have not included. I refer to it as type VII, and it is a lithographed example of a Type VI sample stamp. These sample stamps have a 4-digit ST number, with a "5" prefix and the following 3 digits being the same as the original. For example, the 1892 8c green sample stamp with an ST number of 413, would have a lithographed equivalent of ST 5413. And they are in the same sample stamp colors! I have seen an 1897 15c lithographed sample stamp, and it is the only sample stamp example from the 1897 Issue that I have seen. I speculate that the Lithographed Sample Stamps were made around the 1930s to convince governments that lithographed stamps were of inferior quality, even though they were cheaper and easily printed by host countries themselves.

Daniel F. Kelleher Auctions
America's Oldest Philatelic Auction House • Established 1885
22 Shelter Rock Lane • Unit 53
Danbury, CT 06810

Prst Std
U.S. POSTAGE
PAID
DALLAS, TX
Permit # 3821

Fill out and mail the included mail-in survey to receive the next issue.





A unique (and rather spectacular) 80-page quarterly magazine that's filled with splendid philately. But it's so much more than that!
(Edited by Randy L. Neil)

We feature the wondrous full realm of honest-to-goodness philately in its purest form. Our chief objective: to offer the finest stamp magazine in our hobby's history!

Daniel F. Kelleher Auctions
America's Oldest Philatelic Auction House • Established 1885
22 Shelter Rock Lane • Unit 53 • Danbury, CT 06810

Phone: Toll Free 800.212.2830 • Offices: 203.830.2500
Email: info@kelleherauctions.com
www.kelleherauctions.com

You can receive the next copy of *Kelleher's Stamp Collector's Quarterly!* Just fill out and mail the included mail-in survey