



UNIVERSAL STAMPING MACHINE COMPANY

R.W. Irwin

Walter Harold Bowes was born at Bradford, UK, in 1882. He emigrated with his family to the United States in 1893 and as a young man became a salesman with the Royal Addressing Machine Co. of New York. By 1906 he was with the Addressograph Company as a commission salesman.

Bowes became acquainted with Hudson Maxim, inventor of smokeless gun powder (and whose son invented the machine gun), who owned the Universal Stamping Machine Company which produced high-speed cheque-endorsing machines. Bowes also became a friend of George H. Graham, an inventor, who worked on the high speed cheque-endorsing machines but as a sideline developed a post office cancelling machine.

Bowes became the sole salesman for Universal Stamping Machine Corporation, which had just been incorporated in New Jersey in 1908. Graham's idea that the cheque-endorsing equipment could be modified to cancel stamps offered an opportunity to expand. Graham had many years experience working with the International Postal Supply Company of Brooklyn, N.Y.

The cheque-endorsing machine worked poorly and Maxim decided to sell Universal Stamping Machine Corp. to Bowes in 1909 for \$6,000 – \$1,000 cash and the balance as a promissary note. The only company employee was Graham.

Bowes encouraged Graham to make a test cancelling machine. It was tested in 1910 by the U.S. Post Office and cancelled over 600 impressions a minute with only a few skips. Graham shortly improved its capability to 700 pieces a minute. The first hand-operated Universal cancelling machine was accepted in 1910 and an

order for 50 was placed at a rental of \$150 a year.

Bowes immediately began a program to sell the canceller, and visited London, Berlin and later in 1912 Canada. Canada installed 5 machines in 1912.

In 1916 Bowes moved the Universal Stamping Machine Co. from New York City to Port Chester, NY, and in 1917 to Stamford, Connecticut. By 1919 Universal had about 3,000 cancelling machines in North America and Europe.

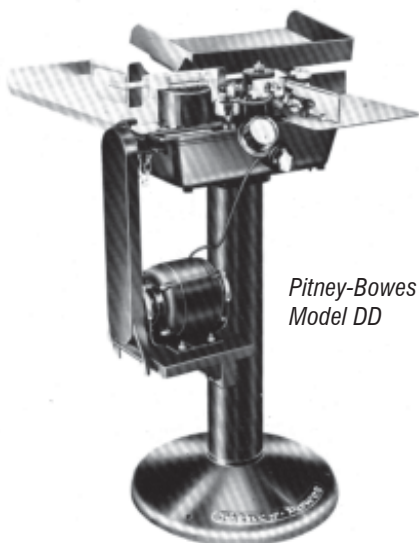
Arthur Pitney had developed a workable postage meter by 1912 but had difficulty obtaining postal approval for the device. Bowes saw the value of installing a postage meter on his cancelling machine and arranged a meeting with Arthur Pitney. In 1919 Arthur Pitney met with Bowes and they agreed to merge their companies.

The Universal Stamping Machine Co. of

Stamford and the American Postage Meter Company of Chicago were merged to form the Pitney-Bowes Postage Meter Co. on April 23, 1920. The U.S. Post Office approved the Pitney Bowes Model A postage meter five days later, April 28, 1920.

The Universal Stamping Machine Company continued to produce cancelling equipment for post offices. The name Universal was changed to Pitney Bowes about 1925.

From August 1912 to June 1919 two Universal models were installed in Canada. Larger post offices used an electrical model which rented for \$300 a year. This was later called a Model G and was capable of processing up to 750 pieces of mail a minute. Smaller offices used a hand-operated canceller which rented for \$150 a year. This unit was called a Model K and was capable of post-marking about 250 pieces of mail a minute. An electric motor could be installed with this unit. A third model, the Model D, was developed in the 1920s. It was electrically driven and processed about 500 pieces a minute.



*Pitney-Bowes
Model DD*

The following table shows the installations of Universal Cancelling Machines in Canada prior to June 30, 1919. The rent value infers the model of the canceller. The installation date does not infer the first day of postal usage.

CITY / TOWN	INSTALLED	RENT / \$
Saskatoon	JUL 4 1912	300
Ottawa	AUG 8 1912	300
Peterboro	OCT 17 1912	150
Niagara Falls	OCT 22 1912	150
Kingston	OCT 22 1912	150
Brantford	NOV 4 1912	150
Montreal	JAN 1 1913	
Port Arthur	JAN 16 1913	150
Moose Jaw	JAN 29 1913	150
Owen Sound	DEC 26 1914	150
Belleville		150
Camp Borden	AUG 7 1916	
Valcartier Camp	AUG 29 1916	
Portage La Prairie		150
Pictou	OCT 1 1916	150
Quebec	OCT 1 1916	150
Glace Bay	OCT 1 1918	
Collingwood	OCT 1 1918	80

When the Post Office Department decided to acquire a number of Universal cancellers for test purposes in 1912 it also caused the Imperial Postal Supply Co. to reduce the rent on their cancellers.

The Universal postage cancellers had greater speed than the Internationals so the Post Office decided to change companies effective July 1, 1919. Universal also reduced their unit rent on each machine from \$300 to \$220 and from \$150 to \$125.

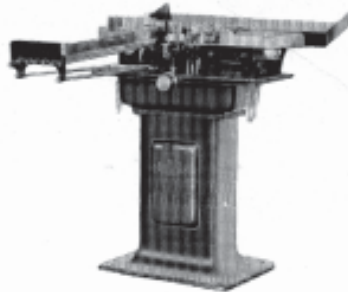
For the record, the following Universal postage cancelling machines were placed in service effective July 1, 1919.

POST OFFICE EQUIPMENT speeds postal dispatch

For nearly 35 years, Pitney-Bowes has been a principal supplier of precision equipment to the Canadian Post Office, and to other postal services around the world. This includes canceling and postmarking machines, hand stamps, roller cancelers, and special postage meters (below) for speeding public service at parcel post windows in thousands of post offices.



MODEL G—Electric Canceling Machine



A heavy-duty, high-speed model that automatically feeds, cancels and postmarks, counts and stacks, up to 750 pieces of mixed mail per minute.

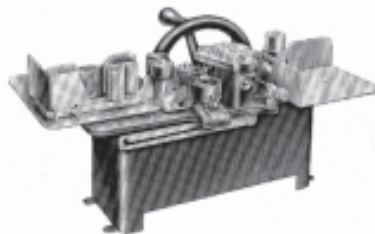


MODEL D—Electric Canceling Machine



A medium-speed machine with semi-automatic feed. Automatically cancels and postmarks, counts and stacks—at speeds up to 500 pieces of mixed mail per minute. Has emergency hand drive. Can be adapted for commercial counting and/or imprinting.

MODEL K—Hand Canceling Machine



A rapid hand model for smaller post offices not requiring high-speed machines. Automatically cancels and postmarks, counts and stacks approximately 250 pieces of mixed mail per minute.

CITY/TOWN	MODEL
AMHERST	K
MONTREAL	K
BELLEVILLE	K
MONTREAL	K
BRANDON	K
MOOSE JAW	G
BRANTFORD	G
NANAIMO	K
BROCKVILLE	K
NEW WESTMINSTER	K
CALGARY	G
NIAGARA FALLS	K
CHARLOTTETOWN	K
NORTH BAY	Columbia
CHATHAM	K
OTTAWA	G
COLLINGWOOD	Columbia
OTTAWA	G
EDMONTON	G
OTTAWA	G
EDMONTON	K
OWEN SOUND	K
FORT WILLIAM	K
PETERBOROUGH	K
FREDERICTON	K
PICTON	K
GALT	K
PORTAGE LA PRAIRIE	K
GLACE BAY	K
PORT ARTHUR	K
GUELPH	K
PRINCE ALBERT	Columbia
HALIFAX	G
QUEBEC	G
HAMILTON	G
QUEBEC	K
KINGSTON	G
REGINA	G

CITY/TOWN	MODEL
KITCHENER	K
ST CATHARINES	K
LETHBRIDGE	K
ST HYACINTHE	Columbia
LINDSAY	K
ST JOHN	G
MEDICINE HAT	K
ST THOMAS	K
MONCTON	K
SARNIA	K
MONTREAL	G
SASKATOON	G
MONTREAL	G
SAULT STE MARIE	K
MONTREAL	G
SHERBROOKE	K
MONTREAL	G
STRATFORD	K
MONTREAL	G
SYDNEY	K
MONTREAL	K
THREE RIVERS	K
TORONTO	G
WINDSOR	G
TORONTO	G
WINNIPEG	G
TORONTO	G
WINNIPEG	G
TORONTO	G
WINNIPEG	G
TORONTO	G
WOODSTOCK	K
TRENTON	K
VANCOUVER	G
VANCOUVER	G
VICTORIA	G
WALKERVILLE	K

