

# North American Printers Promotional Sheets & Test Notes

This catalog is a specialized book form of Catalog of Printers Promotional Sheets & Test Notes, an eBook that covers all known printers of test notes worldwide. Bank note printing firms issuing test notes now include, printers, paper and substrate suppliers, ink suppliers, central banks, currency designers, and security foiling (holograms, Kinegrams, stamping foils) suppliers. There is a companion eBook catalog, covering what is called ATM test notes. Such cash management firms appear in The Catalog of ATM Test Notes.

Cash management system firms issuing test notes now include ATM manufacturers, currency counters, banks and virtual banks providing ATMs, banknote readers, banknote counters, dispensing machine manufacturers, system integrators, ATM service firms, ATM safe manufacturers, secure electronic financial transaction providers, ATM resellers, counterfeit detection equipment manufacturers, currency strappers and currency disintegrator machine manufacturers and timed access cash controller equipment manufacturers.

This catalog covers material produced by bank note, bond, and share companies. This includes the ancillary firms that produce security features or substrate material for the bank notes. Also included are design firms that may be used to create the bank notes.

The material included in the catalog includes the following.

- Test notes produced for large, international gatherings of currency collectors, dealers, and bank note issuing authorities. Often the latest test note from a firm is shown and given away at currency related conferences throughout the year, including:
  - *Intergraf 2015 - Stockholm, Sweden*
  - Currency Industry Suppliers Exhibition (CIS). Their events are called Currency Conferences. *2015 Currency Conference – Vancouver, Canada*
  - High Security Printing Conference (Asia, Latin America, & Europe) – Reconnaissance
  - *Reconnaissance 2016 Mexico City, Mexico*
  - The Banknote Conference
  - Interpol Conference
  - International Bank Note Society annual meetings
  - International Monetary Fund
  - Watermark Conference
  - Security Design Intaglio Printing Note Exhibition
- Color samples or color charts for prospective buyers. These are often originally bound together in booklet form, but often separated to be sold individually in the collectors' market.
- Advertising notes, printers' samples or salesman samples of banknotes, stocks, or bonds used to generate business by engravers, lithographers, and ink producers in the security printing industry. This includes sheets, usually called broad-sides for "vintage" notes. If a firm was attempting to enter the banknote printing market, it is included. Vignette sheets with the firm's name are also included, this they are promotional in nature, vying for business. There are so many printers and advertising notes in the 1800s in North America due to every bank having the ability to produce its own bank notes.
- Calendars with vignettes and firm information are given to customers. Some have a new vignette each month; some have a cover vignette only.
- Demonstration notes and experimental notes are used as examples, sometimes for patents. They can also be used to test wear in different conditions.
- House notes are made for internal use to devise the proper mix of security elements. These are often also used as test notes at international gatherings.
- Promotional greeting cards are included when the company mentions their name. These can be with vignette or theme each month, bi-monthly, or only on the cover page.
- Promotional checks are included when the company lists the firm name.

Note like material NOT covered in this catalog includes the following.

- Souvenir and Proof Cards, made by printing firms for marketing purposes and specifically for collectors. Examples include the U.S. Bureau of Engraving and Printing and American Bank Note Company print cards for ANA meetings. This group is not included here since they are not test notes for the following reasons:
  - Printed on cardstock, not paper.
  - Souvenir Cards have engraved "note" only part of a larger cardstock.
  - Often say "Souvenir Card" or "Souvenir Sheet" on the card.
  - The engraving is a reproduction of an existing note or the reuse of the original plates.

The Souvenir Card Collectors Society has a thorough vetting of all North American souvenir cards.

- Advertising notes or promotional notes to market goods or services NOT related to bank note production. There already exists a catalog of American advertising notes – banknote look like paper ads for goods and services - "An Illustrated Catalog of Early North American Advertising Notes", by Robert A. Vlack. Only 15 bank note printer, engraver, and lithographic advertising notes are listed in this 2001 catalog. The Vlack catalog does list 6,225 advertising notes of North America.
- Advertising stamps.
- Business cards are certainly promotional. These are small, usually with not vignettes. There does exist a need for a resource to attribute these, but are not included in this catalog.
- Single vignettes or vignette sheets without the producer's name are not included, even if the engraver is known. A set of these are promotional in nature, but without the firm's name cannot stand as an advertising sheet by itself.
- Local notes used for an event or place produced by a bank note printer. While these show the capabilities of the printer, they are not made as an advertisement for the printer.

- Trial or color trial notes are versions of actual notes, whether the sample was eventually used or not.
- Fantasy, essays, private printer, and most training notes.

## Catalog Format

Test note producing firms are grouped in alphabetical order in the catalog. Firms producing test notes are absorbed, merged, spun-off, or jointly owned, much like countries producing currency. This catalog treats a company or entity as a separate group with a separate catalog numbering system.

### Images

An effort is made to provide at least one image, front and reverse, of each series. If the reverse is blank, identical to the front, or a mirror image of the front, a front image only may be shown with this information noted. In many cases all notes of a series are shown. Images with ultraviolet (UV), back light, different angles, and close-ups have been added to enhance detection of the security devices on the notes.

### Catalog number

The catalog uses a group of capitalized letters, dash and number. The capital letters are a method of abbreviation of the company. Numbering starts at 101 for the first test note. The numbering system proceeds sequentially for a series, then starts the next single or series with the next multiple of ten, i.e. 101-108, 121-127, 131, 141-145, and so on. The specialized field of test note collecting is still new, with limited resources and available information. This catalog numbering system allows growth of newly found varieties with existing series. The alpha portion allows test notes to be added to existing currency collections, separating each like a country. The collector may use "test note" in the "country" field and sort by country, then catalog number and arrive at a list of test notes sorted by firm alphabetically within the "country" test note.

### Catalog suffix letter

Notes with minor variations are usually indicated by the same numbers with a small letter difference. Examples of these variations include color change, "Specimen" over stamp, UV properties present, date change, with or without serial number among others.

### Catalog suffix letter "D" for duplicate

A suffix "D" note has one or more duplicate test notes by a different firm. The catalog number to each is unique, but all have the "D" suffix. This attempt has been made to solve an often reoccurring problem. Printers test notes have been attributed with up to six different firm names listed on the note, all who contributed to the note. Potential firms could include: engraver, banknote designer, ink supplier, paper manufacturer, security device provider, and issuing authority. When such a note is attributed, all firms listed on the note are also listed with their respective catalog numbers. Note: The firm name may only be on a hologram or security strip, not printed on the note itself. Example: A watermark with "CRANE" for instance.

# Description

When available, the following items are provided the collector.

- **Amount** If no amount is shown, common on printers' test notes, this reference will generally indicate so by "no".
- **Currency** Unlike paper money, many test notes do not show a unit of currency, though most show the denomination. When no unit of currency is shown on the test note, a generic "unit" is used.
- **Color** Main colors are provided; with the largest amount first, with a slash between colors, i.e. brown/blue. If a note has a different color scheme on the reverse of the note, these will be designated with an ampersand, i.e. brown & blue. In this case the obverse is primarily brown, the reverse blue. These may be combined for multiple color themes, i.e. brown/blue & red. In this case the obverse has more brown than blue with a red reverse.
- **Condition** No grades of condition are provided.
- **Date** Date or an approximate range of years of use is shown, using English or American dating, i.e. MO/DY/YEAR – January 31, 2002 is 1/31/2002.
- **Dimension** Dimensions in millimeters –short then long side are provided.
- **Main theme** Further description of theme elements is shown when known.
- **Security devices present** Known security devices, including trade names are provided, sometime with extra images to show features.
- **Reverse** When the reverse image is not shown, either "reverse same" or "reverse mirror image" is shown. Reverse mirror image means as something would look like in the mirror, i.e. "100" would appear as "001" and a portrait facing right would face left.
- **Valuation** One value in U.S. dollars for uncirculated or new condition is provided. "Vintage" notes are shown and valued in the best condition available in the market. Since production numbers for most test notes is not known, an average of known public sales values is used to determine value. The most recent of up to five sales are averaged to arrive at a value. As would be expected, the first sale of a new or newly found test note generally commands a higher price at auction than subsequent sales. Many test notes still have no or little test in the market. Example: The NSC-131 has been attributed, but there are no known sales of the test note.

## Acknowledgements

I've glimpsed at acknowledgement pages in numerous non-fiction works and gave the names little attention unless I recognized someone. I certainly only gave the slightest thought to how much work is involved in such an undertaking as a catalog, especially of a "new" topic not well researched. I can assure you this is not the case now!

While perhaps a dozen or so fellow test note collectors helped in one manner or another, these people put in many hours to provide information, images, and ideas necessary for this catalog.

- Vsevolod Onyshkevych provided two important items – research of test note issuing firms and the catalog numbering system. I certainly would not have thought of the catalog numbering system left to my own devices. This system allows "growth" of newly discovered additions to known sets. The hours of research is most appreciated.
- Hans Verschuren, of The Netherlands, Klaus-Dieter Grebhahn, Marian Meyer and Guntbert Kalis of Germany, and Glenn Morgan from the U.K. has helped with images and information of "finds" and discovers.
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- Archives International has been kind to offer use of any of their images and information. Additional requests for dimensions, final values, etc. are always responded to promptly. Many older test notes are attributed thanks to their generosity.
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- Fabrizio furnished scans of Western Bank Note Co., and others I had not attributed.
- Fred Benjamin and Bill Kriebel have provided images and information on all things ABNC.
- Martien van de Ven of The Netherlands helped correct multiple errors and added many new and missed notes for recent editions of the catalog. He has also been most helpful in supplying images and information of security features on test notes.
- Lauren Stellings has provided a good number of images new notes and variations of existing notes.
- Greg Alexander provided dozens of BA Bank Note calendar sheets and a few early finds of other US firms.
- Don Epp provided new advertising notes and in-depth information on other notes as well.
- Paul Melnick provided new information and images on BA Bank Note color charts and counterfeit detection sheets.

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