

CAMPBELL PATERSON



NEWSLETTER

FOR COLLECTORS OF NEW ZEALAND STAMPS

VOLUME 51 NUMBER 1, AUGUST 1999



THIS MONTH! A MASSIVE RARITY
BLOCK OF FOUR K12b (4)
1/- ORANGE-BROWN (see p11)

CP'S NEW ZEALAND STAMPS - WELCOME TO OUR TRADITION

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NEW ISSUES, REPRINTS AND VARIETIES

By Warwick Paterson and Rob Talbot

New Issues

1999 Health Series – Children’s Books (16th June)

This set appeared in three values as follows: (sheet format) 40c + 5c “A Lion in the Meadow” 80c + 5c “Greedy Cat”; (self-adhesive format) 40c + 5c “Hairy Maclary’s Bone”. All three values were also featured in the miniature sheet which sold at \$1.75. The stamps and miniature sheet were designed by Ann Adams of Wellington and printed by Southern Colour Print, Dunedin by lithography in four process colours and one special colour (different for each denomination). Perforations gauge 14 (sheet and miniature sheet) and 10.5 x 10 (self-adhesive stamp). The paper type is (sheet) 103 gsm red phosphor stamp paper; (self-adhesive) red phosphor litho coated stamp paper. The mesh is vertical for the sheet and horizontal for the miniature sheet and self-adhesive. Note that because the miniature sheet is a different mesh (horizontal) from the sheets stamps (vertical) and because the self-adhesive design is also incorporated in the miniature sheet, then a variation is provided for all three values of this set. There are fifty stamps per sheet in the sheet format. Note on self adhesives: the full box of one hundred stamps each has a total of six labels (joins) in the roll. For collecting purposes the label set features “advertising”, “25 stamps left”, “5 stamps left”, a number of permutations of joins and labels is also available.

New Zealand Art - Doris Lusk (16th June)

This set appeared in four values namely 40c The Lake, Tuai (1948); \$1.00 The Pumping Station (1958); \$1.50 Arcade Awning, St Marks Square, Venice (2) (1976); and \$1.80 Tuam St II (1982). The stamps were designed by Hamish Thompson of Wellington and printing was carried out by Southern Colour Print, Dunedin by lithography in four process colours. Paper employed is 103 gsm red phosphor stamp paper with vertical mesh. Perforations gauge 14.

Incorporation of the artist’s signature in the design and the selection of paintings with very clearly defined central features or textures allows these paintings to survive reduction to stamp size remarkably well. An interesting set with “character”.

Reprints

Scenic Skies – 80c Reprint (February (?) 1999)

This reprint of the 80c Lake Wanaka design carries a single black kiwi silhouette defining its status as a reprint in the bottom left corner of the selvage. A number of these kiwi reprint symbols will be detached and find their way on to letters, envelopes, documents and anything else you care to name as decoration (editor’s surmise!) There is no other way to

GOODS AND SERVICES TAX

GST will be added to all prices listed in this Newsletter for local orders (12.5%). Overseas orders are “zero-rated” and do not pay GST.

differentiate the stamps from the original print.

The grapevine suggests that a mooted change in postal rates did not eventuate – hence the 80c supplies ran short necessitating a reprint.

Self-Adhesive Scenic Definitives 40c Booklet Reprint (May?) 1999

This reprint which will be featured in the CP Catalogue as W66b(z) contains stamps no different in any respect from the original issue of the booklet. Main features of this booklet reprint are therefore the shade of red on the cover which is darker than previously and the featuring of an advertising panel at the back for the Town Icons presentation pack “on sale now”. We note that this is the third advertising panel of this type, previous ones being Reader’s Digest Motoring Guide (W66a) and Scenic Skies Presentation Pack (W66b). Collecting these advertising booklets is likely to become a most interesting feature of the booklet scene.

Self-Adhesive Scenic Definitive 40c Booklet Reprint (July (?) 1999)

As suggested above this was the next advertising booklet to appear and features the “U-BIX Rugby Super 12 Team stamp packs. The advertising booklet series continues to develop!

Philex France '99 Exhibition Miniature Sheets

Two miniature sheets were produced featuring reprints of previous issues. The first was New Zealand Art (Doris Lusk) 40c and \$1.80 values and Underwater World 40c (2 values: Yellowfin Tuna and Giant Squid and 80c (2 values: Eagle Ray, Sandager’s Wrasse). All of the stamps in this miniature sheet are the same as the original sheet stamps in all respects. The miniature sheet was printed by Southern Colour Print by lithography in four process colours plus two special colours. Perforations are 14 and mesh is vertical (New Zealand Art) and horizontal (Underwater World). Note the Underwater World miniature sheet is a companion to the Australia '99 miniature sheet.

2d Chalon Provisional Printing 1863 (see June Newsletter)

Bob Odenweller of New Jersey, who wrote the definitive article on the Full Face Queen “overlaps” referred to in my notes has written to correct a couple of misconceptions which arose in my reading of his article. He writes:

“On page 3 at the top you say ‘what is thought to have been the standard size of paper available in those days to create, out of three sheets, four usable sheets, the size of the Full Face Queen printing plates’. Actually, it’s the other way round, with four sheets of paper (two of them cut into one-third and two-third pieces and the other two used whole) to make three sheets usable for the plates.”

The point is well taken and whatever the reason for the error I stand corrected!

“I must congratulate you on the standard of information and the quality of your catalogue. It is a top-line publication” - (KB, ACT. AUSTRALIA)

Bob continues "on the other hand as far as my reference to the Davies perf. 13 stamps is concerned, I am at fault, but in a way that will help even more the statement that you have made. The perf. 13 stamps that I referred to were on the thick unwatermarked paper of the **provisional printing**, and not the large star paper. Somehow I neglected to include that modifier in my article. That would, however, make it quite natural that it could also occur on the imperforate stamps from that same provisional printing." **Point taken Bob!**

TIM MATHEWS

Timothy C. Mathews was one of CP Ltd's longer standing clients in the UK when he died recently after a long illness in Southport, Merseyside. Formerly a captain in the merchant service he had often visited New Zealand and regarded the country and its people with affection.

Jenny & I had the pleasure of visiting Tim and Ann in Southport two years ago and although he was ill he maintained his keen interest in New Zealand stamps to the end.

Commencing soon:

From our recent purchase selected offerings of New Zealand issues from Full Face Queens through to 1935 Pictorials. This collection maintains perhaps the highest standard that we have ever seen in New Zealand early and middle issues. Tim only collected unhinged mint perfectly-centred stamps and the coverage and range of all these issues is nothing short of phenomenal.

The Opportunity:

CP Newsletter takes great pleasure in offering the much-loved treasures of an old friend – items which we believe will grace the pages of the finest New Zealand collections. My grateful thanks to our UK representative Derek Redshaw for his meticulous, prompt and sympathetic management of this major acquisition.

Warwick Paterson

A date for your diary

PalmPex Stamp Show '99

This three day National Philatelic Exhibition takes place in Palmerston North at the Centennial Convention Centre, 400 Main Street on Friday 1st October 10am – 6pm

Saturday 2nd October 10am – 6pm

Sunday 3rd October 10am – 4.30pm

DEREGULATION UPDATE

“Same and more” even if the opposition is turning up the heat

Robin Startup has sent us some updated details on the alternative postal services at present being developed under postal deregulation.

The view still remains clouded with only snippets of information coming in from time to time. However here is a summary of Robin Startup's notes, our own observations and an interesting article headlined “Post rival claims foul play” which appeared in the Sunday Star-Times for July 4th 1999.

In summary a great deal of the activity under postal deregulation appears to be taking place within New Zealand Post and New Zealand Post subsidiaries. This feature of developments is so marked that one almost begins to believe that the chief beneficiary of postal deregulation may indeed turn out to be New Zealand Post itself (see New Zealand Post annual financial results elsewhere in this issue).

In this connection chief New Zealand Post subsidiaries are: **Books & More** which is a joint venture between New Zealand Post and the Blue Star Group, a national stationery operator and holding company which intends to create a chain of bookstores embodying franchised Post Shops throughout New Zealand. Books & More continues to open shops throughout the country at a steady rate. Another New Zealand Post subsidiary is **KiwiMail** which is continuing to “roll out” their stamps and packaging products and services through selected channel partners throughout New Zealand. They plan to have complete coverage within the next twelve months. At the moment the channel partners are: Shell New Zealand, Foodstuffs Auckland and the Top Line Group. It is probable, reports Robin, that sales outlets will also have a white coloured posting box on site and that this will be cleared and processed by New Zealand Post. Stamp products include self-adhesive stamps and hangsell packs, pre-stamped envelopes and packaging.

Finally there is **NZ Post Direct Limited** which is a subsidiary of New Zealand Post selling office stationery requirements direct to small businesses throughout New Zealand. The inaugural catalogue of June offered \$40 rolls of 40c stamps for \$38 a roll.

Apart from this there is a clutch of small operators one of whom tragically became what must be the first postal deregulation fatality in the country. John Dagelet died in a motor scooter crash on 2nd May possibly while carrying out deliveries.

“I'm away to south island on Monday salmon fishing, staying with a nephew, he collects NZ Stamps. I will tell him about Campbell Paterson & NZ varieties, I think he is interested in NZ varieties so if he writes he should be a good customer.” (DR – North Island)

The only two other Postal Operators of consequence remain **Fastway Post** and **National Mail**, both of which have already received coverage in the CP Newsletter.

Fastway Post appears to be making haste slowly contrary to the initial hullabaloo of its floatation and publicity claims. Robin's opinion is that Fastway is using its network primarily to promote its courier business rather than in a determined effort to provide an alternative postal service. Nuff said. History doesn't relate what happened to Nora, Fastway's 68 year old grandmother who had "had enough" and was determined to give all her business to Fastway. Nora has not been seen lately and may even have jumped ship.

The only real competition to New Zealand Post appears to be coming from National Mail. National Mail is centred mainly in Auckland and is using Auckland as a trialling ground for many of its new ideas. Early in June National Mail inaugurated a revised service with the installation of an initial 150 blue coloured posting boxes throughout Metropolitan Auckland (see later). A marketing campaign aimed at businesses expected to be the main customers is to be launched soon. Letters and bills, but not parcels, will be cleared from these boxes, processed on the North Shore where a culler-facer cancellor with inkjet printer cancellation has been installed. Deliveries will then take place in Auckland and the surrounding rural areas.

Only pre-stamped National Mail envelopes – sold at 38c including cost of envelope from local agencies – may be used and addresses on them must be typed. Robin surmises that there must be some arrangement with New Zealand Post for (a) handling National Mail items posted in New Zealand Post boxes and vice versa and (b) for the delivery of National Mail items addressed to out-of town.

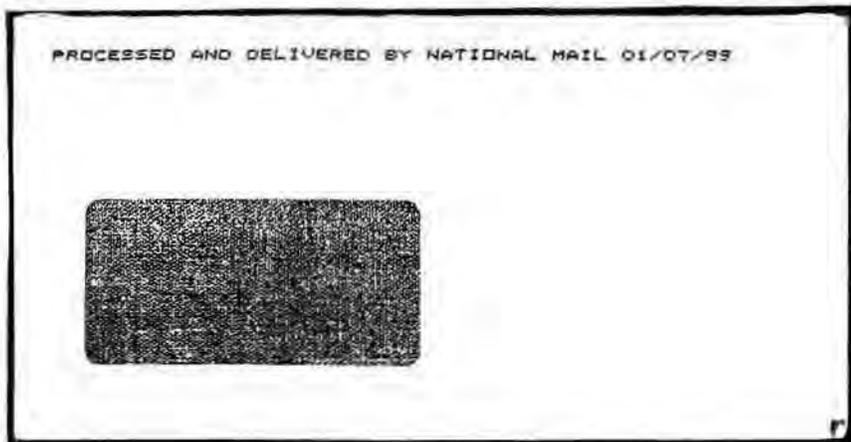
Illustrated is an example of a National Mail cover which I received early in July which contained promotional material from a political party. In this case the cancellation appears to double as a Postal Indicator and there is every reason to believe that it is part of a bulk mailing confined to the Auckland area.

And the heat goes on. According to the Sunday Star-Times of July 4th postal deregulation has not yielded for the main players – apart from New Zealand Post that is – anything like the lucrative market that they expected when they took on the behemoth state owned enterprise.

Fastway Post, which is the only competitor with a national coverage, has complained that New Zealand Post is delaying delivery of its mail. Under its interconnection agreement with New Zealand the latter has to deliver Fastway's mail but the executive chairman of Fastway has said that New Zealand Post's response has been "terrible." Fastway, it appears, thought that they would have better access to New Zealand post infrastructure and delivery networks. Fastway Post claims that it has a hundred mail boxes and delivers about fifty thousand letters a month. Fastway's ambitions to

snatch 10% of the market of about 60 million pieces a year and to open four hundred outlets by the end of 1998 are a pipe dream now. New Zealand Post, according to the Sunday Star-Times, argues that anti-competitive behaviour is not an issue. New Zealand Post – with devastating logic – patiently explains that given the volumes of mail being delivered it would be impossible to single out Fastway's mail and deliberately delay it.

National Mail, on the other hand, has by now established six hundred blue mail boxes near New Zealand Post's red boxes around Auckland with another one hundred to be installed. It plans to expand into Wellington and Christchurch. The company is concentrating on local delivery by motor scooter of Auckland mail. Customers buy pre-paid envelopes with postage included for 30c apparently as a special promotion. National Mail's long suit is its price and its leading edge sorting technology with which it hopes to establish a beach-head. According to National Mail neither they nor Fastway Post are tackling New Zealand Post head on. As predicted in CP Newsletter on a number of occasions these rivals are now choosing to compete with New Zealand Post for niche segments of its business, this for the simple reason that dislodging New Zealand Post, the established operator, from its perch may prove to be an impossible task.



Example of National Mail Bulk Mailing with Postal Indicator delivered in the Auckland Region probably by Motor Scooter.

All of which suggests that a lot of what was written and said at the time of deregulation has not come to pass and probably never will. Apparently a Massey University study predicted savings to the average household of \$70 a year and total annual savings of 90 million dollars. Their predictions are looking pretty shaky now.

According to Elmar Toime, the competitive environment has cost New Zealand Post a lot in marketing and other initiatives such as extended hours in Post Shops and increased rural delivery services. The real competition for New Zealand Post, according to Mr Toime, as it diversifies away from purely delivering mail (which yields 40% of its revenue), is not companies delivering paper mail, but electronic mail.

NEW ZEALAND POST'S ANNUAL RESULT TO MARCH 1999

Plenty of optimism and why not?

The most telling comment – at least for me – in the New Zealand Post annual report this year comes from the chairman, Ross Armstrong's letter. A decade ago the letter was not expected to survive, mainly because electronic communications were growing and new media for communication were predicted to take over traditional mail services. This predicted trend has not eventuated. For the 1998/99 year New Zealand Post delivered 1.53 billion items of mail. A growing number were the result of electronic communications, whether it was books ordered off the internet or groceries on-line. An expanded electronic mail market is growing the physical mail market both here and overseas. New Zealand Post is playing a key role in delivering those goods. On average, New Zealanders each receive around 300 pieces of mail per annum. In some parts of Europe the comparative figure is more than 400 while in some countries it is well over 600, much of this is driven by direct marketing and catalogue sales. So while New Zealand Post expects its total share of the communications market to decrease, its volumes will increase as new trends stimulate the postal medium.

As with the introduction of much new technology, its most enthusiastic proponents will predict the total extinction of the old technology. With the possible exception of the introduction of the wheel, the truth usually lies somewhere in between, which is the reason I suppose why millions of people still enjoy the "wireless".

Postal volume grew by 3.9% and this was boosted by several initial public offerings of shares, more marketing activity by banks and in the sharemarket.

The increase in net profit, however, for the year was 27.8% and the corporation is looking forward to improved profit margins in the current year. Net profit was \$23 million, up from \$18 million in 1998. This would have been even better had the government not levied an \$8.5 million Goods and Services Tax payment on international mail.

New Zealand Post has come a long way from the years in which it reported profits of more than \$70 million and returns on equity exceeding 30%. The sharp fall in profit in 1997 and 1998 were, as has already been noted in the Newsletter, a result of New Zealand Post's preparations for deregulation including a reduction in the standard letter rate from 45c to 40c and investment in new letter sorting technologies and service facilities.

Continued back page

GOLDEN JUBILEE OFFERS

Continued from last month GEORGE V
Recess Engraved – some key pieces

6d CARMINE

- 617 (a) **K8a perf 14 x 13¼**. Plate 22, UHM block, **Carmine** shade (£263.50) \$775
or plate 23 UHM in **Bright Carmine** (£255) \$750
or plate 37, fine block in **Carmine** shade, hinged in selvedge only (£212.50) \$625
or plate 38 in **Pale Carmine** – superb unhinged mint block of four (£212.50) \$625
- (b) **K8a 6d ditto**. 2LH 2UH block of four in **Pale Carmine** (£34) \$100
or **Bright Carmine** 2LH 2UH block of four (£34) \$100
or in **Pink** (worn plate) 2LH 2UH block of four (£45.90) \$135
- (c) **K8b perf 14 x 14¼**. **Carmine-Pink** shade in left selvedge block of four UHM (£51) \$150
or **Bright Carmine** 1LH 3UH block of four (£34) \$100
- (d) **K8c 2 perf pairs**, (K8a and K8b) in **Carmine-Pink**, 2LH 2UH block of four (£102) \$300
or in **Bright Carmine** 2LH 2UH block of four (£93.50) \$275
- (e) **K8d perf 14 line** (“Pictorial” paper) block of four UHM (£51) \$150

7½d DEEP RED-BROWN

- 618 (a) **K9a perf 14 x 13¼**. Plate 24 in UHM block of four (£161.50) \$475
(b) **K9a 7½d ditto**. 2LH 2UH block of four (£44.20) \$130
(c) **K9b perf 14 x 14¼**. 2LH 2UH block of four, centred slightly low (£34) \$100
(d) **K9c 2 perf pair**, (K9a and K9b) right selvedge block of four, UHM – superb (£74.80) \$220

8d INDIGO-BLUE

- 619 (a) **K10a perf 14 x 13¼**. Lovely block of four, plate 39 UHM. Selvedge lightly creased horizontally (prepared for separation) (£170) \$500
(b) **K10a 8d ditto**. 2LH 2UH block of four (£40.80) \$120
(c) **K10b 8d ditto perf 14 x 14¼**. 2LH 2UH block of four (£47.60) \$140
(d) **K8c 2 perf pair**, (K10a and K10b). 1LH 3UHM block of four (£59.50) \$175

8d RED-BROWN

- 620 (a) **K10d perf 14 x 13¼**. Magnificent example of plate 39 hinged in selvedge only, **Red-Brown** (£238) \$700
(b) **K10d 8d ditto**. 2LH 2UH block of four. Paper crease at one side does not detract (£45.90) \$135

“Stamp collecting, the CP catalogue and its Australian companion, have given me a great deal of pleasure over more than four decades and I must pay tribute to the very high quality of your product.” - (PRS, NSW)

9d SAGE-GREEN

- 621 (a) **K11a perf 14 x 13½**. Plate 25, magnificent block of four UHM in **Sage-Green** (£246.50) \$725
 or block of four with top selvedge portion only, plate 25. 1LH 3UHM (£100.30) \$295
 or plate 25, magnificent block of four in **Deep Yellow-Olive**. UHM – magnificent rarity (guaranteed) (£850) \$2,500
- (b) **K11a ditto in Sage Green**. 2LH 2UH block of four (£85) \$250
 or in **Yellow-Olive** 2LH 2UH block of four (£119) \$350
- (c) **K11c 2 perf pair**, (K11a and K11b). LH block of four (£119) \$350



621(a) Dp. 42c. 10.14E



622(c)

1/- VERMILION

- 622 (a) **K12a perf 14 x 13½**. Plate 26, in perfect unhinged mint block of four in **Vermilion** (£331.50) \$975
 or in **Orange**, plate 27 in UHM block – magnificent, small near-invisible indelible annotation on back does not detract (£263.50) \$775
- (b) **K12a 2LH 2UH** block of four in **Vermilion** (£76.50) \$225
 or top selvedge block of four UHM in **Orange-Vermilion** shade (£102) \$300
- (c) **K12b perf 14 x 14½**. Plate 42, an unhinged mint block of four, magnificent **Pale Orange-Vermilion**, UHM (£221) \$650
 or plate 41 in **Orange-Vermilion**, UHM (£221) \$650

- 622 (d) **K12b 1/- ditto.** 2LH 2UH block of four in **Orange-Vermilion** (£59.50) \$175
 or 2LH 2UH block of four in **Pale Orange-Vermilion** (£59.50) \$175
 or UHM block of four in **Salmon** – superb (£119) \$350

- (e) **K12b 1/- ditto** our key offering this month **Orange-Brown (the great rarity of the series)** seen here in 2VVVLH 2UHM block of four. Massive rarity and the type of item which will set any collection apart. Absolutely guaranteed genuine and perfect as described (£3315) \$9,750

- (f) **K12c 2 perf pair**, (K12a and K12b). 2LH 2UH block of four in **Orange-Vermilion** (£204) \$600
 or in deeper shade of **Orange-Vermilion** (£204) \$600

KING GEORGE V RECESS ENGRAVED
Overprinted "Official"

3d CHOCOLATE

- 623 (a) **KO4a perf 14 x 13¼** 2LH 2UH block of four in **Chocolate-Brown** \$ 60
 (b) **KO4c 2 perf pair**, (KO4a and KO4b), UHM block of four in **Deep Chocolate** showing worn plate (£102) \$300

4d VIOLET

- 624 (a) **KO5d perf 14 x 13¼** (plate 20) in **Dull Violet**. Lovely UHM block of four (£93.50) \$275
 (b) **KO5g perf 14 x 14¼** (plate 44). UHM block of four in **Deep Purple** (£93.50) \$275

6d CARMINE

- 625 (a) **KO8a perf 14 x 13¼**. **Carmine** 2 LH 2UH block of four or in **Carmine-Pink (Deep)** 2LH 2UH block of four (£60) \$200
 (b) **KO8c 2 perf pairs**, (KO8a and KO8b). 2LH 2UH block of four in **Deep Carmine** (£93.50) \$275
 or in **Carmine-Pink** – Magnificent UHM block of four (£170) \$500

8d RED-BROWN

- 626 (a) **KO10d perf 14 x 13¼**. Super superb UHM example of plate no. 39 in full selvedge block. (£680) \$2,000
 or in 2UH 2LH block of four (£306) \$900



FULL FACE OF THE MONTH:

627(a) A2a (SG2) 2d Deep Greenish-Blue.
 One of the finest we have seen this stamp
 glows with fresh colour and quality. Ivory
 Head – four margins - \$2,000

SPECIAL SITUATION REMINDER

Thank you for supporting our efforts to offer you varieties whilst they are as nearly current as possible. As you can see from the list below, one item has sold out and others are very low. The full description of each offer was distributed with a recent newsletter but here is a reminder of those still available.

- | | | |
|-----|----------------------------------------------------------------------------------------------------------------------|-----------|
| 30. | Constant Flaw (The Seagulls's Blessing) | \$25.00 |
| 31. | Exhibition Miniature Sheets
(Variety of sheet stamp) | |
| | a. 1898 Centennial | \$ 7.50 |
| | b. New Zealand Art | \$12.50 |
| 32. | Definitive S/adh Booklet Reprints
Stamps are not differentiated but
booklet collectors will love these! | |
| | a. Scenic, Reprint | \$ 7.00 |
| | b. Original | \$ 8.00 |
| | c. \$8.00 Reprint I | \$25.00 |
| | d. \$8.00 Reprint II | \$14.50* |
| | e. Original | \$16.00* |
| | f. \$5.00 reprint | \$ 9.00 |
| | g. Original | SOLD OUT! |
| 33. | Miniature Sheet – Popular Pets Change of mesh | \$ 8.00 |
| 34. | S/A Hangsell Pack Rugby Super 12,
The popular plain backing paper variety | |
| | a. Pack of 10 stamps | \$25.00 |
| | b. Five pairs of stamps | \$10.00 |
- * LOW STOCK

1898 Pictorials Covers – Fine Postal History

- 182 (a) **1900 3 December E3a 1d White Terrace** on 1d social size embossed envelope. Featherston to Christchurch via Wellington. Two strikes of the Featherston postmark each with inverted 3 in date, on reverse immaculate complete impression Wellington New Zealand flag machine cancel transit mark and part Christchurch arrival CDS. Flap missing but still a most interesting clean cover. \$85
- (b) **1904 19 November, 3d Huias E9c and 1d Universal.** Registered cover Dunedin to Tasmania, Hobart receiving postmark on reverse 24 Nov 1904 – nice neat cover \$67.50
- (c) **1905 2 September 4d Lake Taupo E12c** on registered cover Christchurch to New Plymouth. New Plymouth Telegraph Office receipt on reverse 5 Sept 1905. Tear at top does not detract from a fine cover. \$55
- (d) **1907 29 May 4d Lake Taupo E12c and 1d Universal** on registered cover Nelson to Australia via Wellington 30 May 1907 to Hobart 6 June 1907. Nice, clear Registered at Nelson R mark. \$35
- (e) **1906 6 April 5d Otira Gorge E13c and three 1d Universals** on registered cover Dunedin to Silver City, New Mexico, USA via San Francisco 1 May 1906. Has Dunedin octagonal registered mark 6 Apr 1906 – Lovely most interesting cover \$135
- (f) **1902 9 June 6d Kiwi Red E14c,** registered Dunedin to Darling Point, Sydney, Australia. Front only but still a nice clean piece \$100

1898 PICTORIALS

Unhinged Mint, Lightly Hinged and Fine used. Shades, sets and varieties (cont)

6d Kiwi Red (reduced size)

- 272 (a) **E15a Watermark W7, perf 14.** Magnificent display of four major shades in unhinged mint: **Carmine Pink, Deep Aniline-Pink, Deep Rose-Red, Red.** (Catalogued at \$650) – this month's extraordinary subscribers-only offer. Never before and probably never again \$450
 or the same four shades in fine looking lightly hinged. Really wonderful. (Catalogued \$370) \$300
 or fine used **Carmine-Pink, Deep Aniline-Pink and Deep Rose-Red** (1 set only) (*short sets will be supplied*) \$100
 or commercially used (good looking copies) **Carmine-Pink, Deep Aniline-Pink, Deep Rose-Red, Red** (Catalogued \$160) \$ 40
 or in **Carmine-Pink** superb, dated, used block of four – wonderful item \$100
- (b) **E15b 6d ditto, perf 14 x 12¾-13¼.** Lovely unhinged mint example centred slightly left (Catalogued \$975) \$875
 or UHM centred right. Excellent example \$675
 or lightly hinged – fine looking example (Catalogued \$600) \$400
 or good commercially used example, superb of the period (Catalogued \$200) \$150
 or copy with heavier postmark – nice item \$ 50
- (c) **E15c 6d ditto perf 14 x 15 in Carmine-Pink** - beautiful unhinged (Catalogued \$150) \$125
 or **Deep Aniline-Pink** – the rarity – shade guaranteed – fine UHM copy \$400
 or the set **Carmine-Pink and Deep Aniline-Pink** in LHM copies – the two wonderful examples \$225
 or in 2LH 2UHM block of four, plate No.6 (top selvage only). Wonderful example (Catalogued \$1,500) \$975
 or in fine used, **Carmine-Pink** \$15; or **Deep Aniline-Pink** (Catalogued \$100) \$ 65
 or the two shades in more heavily marked copies (Catalogued \$118) \$ 25

8d War Canoe

- 273 (a) **E16a London Print, Indigo and Prussian Blue** in wonderful UHM copies (one set only) \$310
 or the two shades in lightly hinged examples of perfect appearance (Catalogued \$160) \$100
 or in fine used examples – the two \$100
 or commercially used of fine appearance with slightly more prominent postmarks (Catalogued \$100) \$ 50
- (b) **E16b 8d ditto, no watermark, perf 11. Deep Blue and Prussian Blue** in beautiful unhinged mint \$190
 or in fine lightly hinged – the two \$100
 or in very fine used – the two (Catalogued \$60) \$ 50
 or in good commercially used of fine appearance – the two \$ 25

- 273 (c) **E16c 8d ditto**, watermarked, perf 11, UHM set **Indigo Blue and Blue** – good examples \$160
 or in lightly hinged, the three shades: **Indigo-Blue, Blue and Deep Blue** (Catalogued \$165) \$135
 or in fine used the three shades (Catalogued \$80) \$ 75
 or in commercially used the three \$ 25
- (d) **E16d 8d ditto watermarked, perf 14**. Superb UHM examples in **Steel Blue and Deep Blue** – the two (Catalogued \$180) \$150
 or in lightly hinged – the two shades \$125
 or in fine used – the two (Catalogued \$40) \$ 30
 or in good looking commercially used – two fine shades \$ 15
- 9d Pink Terrace**
- 274 (a) **E17a London Print**. Lovely unhinged mint example \$125
 or lightly hinged – superb appearance (Catalogued \$65) \$ 45
 or fine used example \$40; Commercially used \$ 20
 or not so fine used \$7.50
- (b) **E17b Ditto 9d No Watermark, perf 11**. Nice set of three shades UHM, **Purple, Deep Purple and Rosy Purple** (latter slight OC) \$350
 or lightly hinged, beautiful set of shades, **Purple, Deep Purple, Rosy Purple** and an example of the new listing **Brownish Lake**. This is an unbeatable opportunity to display these four shades at a reasonable price. The **Brownish Lake** has corner damage and is included at minimal cost. One set only \$200
 or the three common shades LHM (Catalogued \$195) \$150
 or in good condition, two fine used, **Purple and Rosy Purple** \$ 30
 or the two commercially used \$ 15
- (c) **E17c 9d ditto Watermark, perf 11** in fine UHM, **Reddish Purple** shade \$125
 or in lightly hinged, great set of three **Purple, Reddish Purple and Brownish Lake** – Lovely set \$200
 or in fine used the three listed shades including the **Brownish Lake** (Catalogued \$85) \$ 75
 or in commercially used – unbeatable opportunity to secure a complete set, the three shades \$ 30
- (d) **E17d 9d ditto perf 14. Purple and Reddish Purple** in beautiful unhinged mint set (Catalogued \$250) \$195
 or the two shades in lightly hinged – superb (Catalogued \$130) \$100
 or in fine used – beautiful stamps, the two \$ 35
 or in fine commercially used \$ 20
 or not so fine the two \$7.50

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182(a)(Verso)



Mr. Gard

182(a)

182(c)

Mr. Chas. H. Chaplin
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Regd



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182(e)

NZ POST'S ANNUAL RESULT (Cont)

Revenue of \$789.5 million was up 11.7% with two thirds of the gain from organic growth and the rest from courier acquisitions. An increase in operating expenses of \$100 million including Y2K remediation soaked up a lot of profit and "electronic substitution" such as email and competition dampened performance slightly.

New Zealand Post is claiming the cheapest standard letter price in the fourteen countries of the OECD and the largest fall in postage rates relative to labour costs. As suggested above e-commerce is expected to drive demand for physical delivery of goods and CourierPost, New Zealand Post's courier distribution arm which grew 35% should benefit from that.

New Zealand Post has even indicated that a return to banking from which it withdrew with the sale of the Post Office Savings Bank in 1987 is on the cards. Such a statement would not be made lightly. With the headlong development of New Zealand Post's international activities and consultancy the corporation is nothing, if not, progressive – even aggressive. Among other things it won a five year management contract from the Trinidad and Tobago government to modernise its postal system, formed global alliances with Lockheed Martin USA, Royal Mail's international consultancy arm, the British Post Consultancy Service, and Deloitte Touche Tohmatsu Global Consultancy. It won numerous international consulting contracts from a diverse range of countries including Uzbekistan and Botswana and took on management of the philatelic operations of several countries including providing ongoing expertise and skill in the development production and marketing of annual philatelic programmes.

And as we go to press I read that New Zealand Post and British Royal Mail have been chosen as preferred partners jointly to manage the South African Post Office and to improve its efficiency and cut losses. 80 New Zealand Post staff including senior executives are to go to South Africa early next month on a three year partnership contract. The idea is to help the South African Post Office build a profit. Last year they lost the equivalent of NZ\$94 million. New Zealand Post International and Royal Mail jointly, are continuing the negotiations with the South African Post Office in a showdown which saw them cut out Canada Post, the only other bidder shortlisted for the contract.

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