

Campbell Paterson's

NEW ZEALAND BULLETIN

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A Merry Christmas & Happy New Year

The Management and Staff of Campbell Paterson Ltd., extend to all their very best wishes for the Festive Season and the New Year. May 1966 be a memorably peaceful, prosperous and happy year for all.

N.Z. NOTES & COMMENT.

Surprise New Issue. Unheralded anywhere (as far as we know), the 4d Life Insurance stamp (Stephen's Island Lighthouse) is now appearing in new colour (orange instead of yellow), new watermark (sideways instead of upright) and new paper, (fine white instead of coarse thin).

We do not know how many of our "New Variety" people will be wanting this issue so we request all who want it to let us know. We have stocks of mint but no used and no plate blocks yet.

The new Life Insurance 4d, each mint 6d

N.B. Orders for this stamp must include a stamped addressed envelope unless accompanied by other orders.

CHRISTMAS FIRST DAY COVER.

Owing to a slight mistake we have to ask our clients who are awaiting Christmas F.D.C. to be patient with us. Our supplies will be in the form of a card with first day cancellation—the card itself being a reproduction of 'The Two Trinities'. The supply is coming by seamount (that's the mistake), and will be sent out as soon as possible. No charge whatever will be made. This one is on us!

THE PERFECT CHRISTMAS PRESENT.

This is the handsomest Catalogue in the world—and most indispensable! The grandest gift you can make to any 'N.Z.' enthusiast is:—

Campbell Paterson's Loose-leaf N.Z. Handbook-Catalogue.

Ask to see it on approval without obligation. Price 70/- plus 2/9 postage.

IDENTIFYING N.Z. STAMPS.

1/- Tui 1935-47. Of all the Pictorials we have dealt with, this is probably the simplest of all to separate into its printings. Only four variations are to be found and all are easily recognisable. Presuming, as usual, that we have a number of stamps to identify, those with single watermark should first be removed. These may most easily be recognised by their vertical mesh. Stamps with horizontal mesh which remain will all be on multiple watermarked paper. From these take out any with perforation of 12½. Separate what is left, all of which will be 14 x 13½, into fine paper and coarse paper. The latter has a newspaper-like quality and was used for the final printings made in the war years.

TO AUCTION - OR ? BY C.P.

Anyone coming from abroad cannot but be soon aware of the strong position held by philatelic auctioneers in this, the acknowledged world centre for stamps. With the possible exception of the U.S. there is nowhere with a philatelic set-up quite like England's. Here the auction market is conducted by several large firms whose names are universally known and respected — and quite a number of smaller organisations, hardly so well known but holding an equally respected position and performing a valuable service with energy and integrity. It is probably true that no dishonest philatelic auctioneer would last long in a trade where a "good name" is an essential to success; be that as it may, England is undoubtedly fortunate in the calibre of its stamp auctioneers.

However, the well publicised success and the obvious integrity of the English auctions has, I think, led to a general attitude of mind that is not always productive of the best results for the amateur when he comes to sell. By this I mean that there has grown up a widely held idea that because the auctions are well and honestly conducted it must follow that to sell by auction is always the best method for the collector who decides to dispose of his stamps.

It would be absurd to suggest that "by auction" is not the best method in many cases; obviously it can be. But it is equally absurd to take it for granted as many seem to do, that "by auction" is *always* the best method for every sell.

This can be demonstrated very easily — the fact that quite a high proportion of the buyers at auctions are dealers proves the point. I buy heavily at auctions myself. Quite simply this means that providing a seller knows where to find the dealer who wants to buy, he would find it pays better to sell direct to that dealer rather than to the same man through an auctioneer who must (in order to live!) charge the usual commission.

In the interests of objectivity and fair comment I readily concede that the matter of selling is a great problem for collectors, especially when they are genuinely unable to decide what price they are likely to get. Even in more knowledgeable cases it is perhaps natural to turn to the auctions in the hope that someone will pay far more than can reasonably be expected! The hope of landing an unexpected jackpot is a very human characteristic. Such expectations of gains underline the element of gambling which is inherent in all buying and selling of articles which have no actual intrinsic value—such as Old Masters, antiques — and stamps. The point I am endeavouring to make is that it is not reasonable to sell in the hope of unexpected gain while at the same time ignoring the possibility of making an unexpected loss. No speculative system has yet been invented that guarantees gains on every occasion and it is sure that no responsible auctioneer will suggest anything of the kind.

I am in an excellent position to speak with authority on unexpectedly low prices being obtained, since at least twice in the last two years I have bought specialised N.Z. collections, at auction, at prices literally hundreds of pounds cheaper than I would happily have paid if asked by a private seller. This is plain fact.

So, as I can vouch, it sometimes occurs that stamps fetch less at auction than they would at private sale: equally they sometimes fetch more. Is there then any advice that I can give to prospective sellers which will help them to make the right choice—to sell by auction when that is the best method and to sell privately when that is, in turn, the best method? I think I can offer advice as it is based on what is a new factor in philately today.

There was a day, as older collectors will recall with some nostalgia, when one could collect "the whole world" and stand some chance of making a good general coverage. That day is long gone. It would be about 1920 that the idea of collecting in a more restricted field first really caught on. Here and in the Dominions the natural choice was to discard "foreign" and collect "British Empire". In Europe it became the thing to collect "Europe" and in the U.S. "the Americas" formed the popular field.

This development was one which could never be reversed; in fact it could only progress in the same direction. What did not immediately happen, at least on any large scale, was a parallel movement towards specialization by the Societies and the trade. There were, in the "big" countries like G.B. and the U.S., a very few Societies restricted to the study of one country and there were pioneers in the trade who found that they could give a better service if they devoted all

their capital and their time to one country only. But this was hardly a mass movement and its natural consequence, a "one country" catalogue, was still quite a rare bird as late as 1945. Since then, as we all know, the newly independent countries, (and plenty of the old ones too), have discovered the profits that are to be made out of stamps and the world is today flooded with a constant stream. So what was a small movement is becoming more general; more and more Societies and dealers are devoting themselves to one country and more "one country" catalogues are appearing.

I am not writing this article with the idea of advertising either my own firm or its N.Z. Catalogue but in passing I think I may be permitted to say that this is a subject I know something about!

To return to my main theme—whether there is any good general advice that can be given to prospective sellers—whether to sell by auction or to a dealer? I have made the point that today a new factor is present. For the first time, because of the advent of the "one country" dealer, a seller has a clearer choice than before. If he has a collection of one country and there is, near at hand, a specialist dealer in the stamps of that country, he (the seller) may reason that, if he sells by auction, the same specialist dealer will quite possibly be the successful bidder. Even if the bidding is brisk the eventual return, after deduction of commission, will hardly be more than the specialist dealer would have given in "cash down" if approached direct. This reasoning is, I submit, sound, objective and reasonable. It is even more cogent if the collector has a highly specialised collection. With such, at auction, the "general" dealers may find the specialisation above their heads and the "single country" dealer may have the field pretty much to himself. With the bigger specialised collections this applies even more, for the "general" dealer does not usually like to put much capital into any single country.

So, if I am asked for advice it is this: find the "one country" specialist-dealer if you wish to sell a "one country" collection. In him you see the potential buyer of your collection if you put it up for auction. In any case what is lost by making enquiries before making a final decision? Most auctioneers are prepared to make an estimate before asking the seller to commit himself and this can be compared with the dealer's offer.

1935/1947 PICTORIALS.

SINGLE WATERMARK.

	Mint	Used		Mint	Used
1d Fantail	3d	1d	5d Swordfish 13-14 x 13½	—	1/4
1d Kiwi perf 14 x 13½ Die 1	3d	1d	6d Harvesting	2/-	3d
1d Booklet issue Die 2	1/9	6d	5d Tuatara	2/6	1/6
1½d Cooking perf 14 x 13½	2/-	9d	9d Panel perf 14 x 14½	1/4	8d
1½d Cooking perf 13½ x 14	2/-	9d	9d (S.G. 626) perf 14 x 15	8/6	1/6
2d Whare	8d	3d	1/- Tui	9/6	8d
2½d Mount Cook 13-14 x 13½	1/4	—	2/- Capt. Cook 13-14 x 13½	10/-	2/-
3d Girl 14 x 13½	1/4	—	3/- Mt. Egmont 13-14 x 13½	10/-	—
4d Mitre Peak	6/-	4d	3/- Mt. Egmont 13½ x 14	12/-	7/-
	10d	1d			

MULTIPLE WATERMARK.

	Mint	Used		Mint	Used
Perforation			Perforation		
pld 14 x 13½	3d	1d	6d 14½ x 14	—	5d
1d 14 x 13½	3d	1d	6d 14½ x 14 coarse paper	10d	3d
1½d 14 x 13½	1/4	8d	8d 14 x 13½ wmk sideways	10/-	1/-
2d 14 x 13½	3d	1d	8d 14 x 13½ wmk upright	10d	3d
2d 14 line	2/9	9d	8d 12½	1/4	3d
2d 14 x 15	4/9	10d	8d 14 x 14½	1/6	2d
2d 12½ line	9d	4d	9d 14 x 15	10/-	8d
2d 14 x 13½ coarse paper	3d	1d	9d 14 x 15	17/6	8d
2d 13-14 x 13½	1/10	10d	9d 14 x 15	1/4	5d
2½d 14 line	2/-	10d	1/- 14 x 13½	1/6	1d
2½d 13½ x 13½	5d	5d	1/- 12½	10/-	2/6
2½d 14½ x 13½	2/6	2/6	1/- 14 x 13½ coarse paper	1/4	1d
3d 14 x 13½	5/6	2d	2/- 13-14 x 13½	20/-	1/2
4d 14 13½	9d	2d	2/- 13½ x 14	£10	2/3
4d 14 line	25/-	17/6	2/- 12½	20/-	1/4
4d 12½ line	1/4	3d	2/- 12½ coarse paper	7/6	10d
4d 14 x 14½	8d	3d	2/- 14 x 13½ coarse paper	4/9	4d
5d 13-14 x 13½	2/6	3d	3/- 13½ x 14	—	—
5d 12½	—	1/3	3/- 13-14 x 13½	20/-	2/3
5d 12½ coarse paper	2/9	10d	3/- 12½	—	12/-
5d 14 x 13½	8d	5d	3/- 13½ x 13½	20/-	3/6
6d 13½ x 14	1/2	1d	3/- 14½ x 13½	6/6	1/6
6d 12½	11d	8d			

NEW ZEALAND OFFERS.

Give Stamps this Christmas!! If you have no one to delight with a present of stamps why not delight yourself? But these remarks are mainly for those—parents, friends—who thinking of giving a with-it tie or fab pair of socks. Our advice is—forget it! Collectors much prefer stamps!

We cannot advertise everything but we do have the world's finest stock of N.Z. and we are full of ideas—if you need help in making a choice. We hardly need to say that all "N.Z." are tremendously popular and those below always best sellers. But if you fancy something in the "fine and rare" class read on to the following pages!

CHRISTMAS STAMPS.

	Mint	Used		Mint	Used
1960 Rembrandt's "Nativity"	2/6	7d	1963 Titian's "Holy Family"	5d	3d
1961 Durer's "Adoration"	1/6	6d	1964 Marsden	5d	3d
1962 Sassoterrato's "Madonna"	8d	4d	1965 Murillo's "Two Trinities"	5d	—

HEALTH STAMPS.

Year of Issue	Mint	Used	Year of Issue	Mint	Used
1929 Nurse	8/-	8/-	1948 Health Camp	6d	—
1930 Nurse	20/-	24/-	1949 Nurse	7d	4d
1931 Red Boy	80/-	—	1950 Queen and Prince	8d	4d
1931 Blue Boy	80/-	—	1951 Yachting	8d	4d
1932 Hygeia	—	17/6	1952 Royal Children	9d	4d
1933 Pathway	14/-	11/6	1954 Mountains	9d	6d
1934 Crusader	12/6	10/-	1955 Medallion (3 stps.)	1/6	1/3
1935 Keyhole	4/-	2/6	1956 Apple Tree (3 stps.)	1/6	1/-
1936 Lifebuoy	2/6	1/6	1957 Beach wmk. sideways	9d	6d
1937 Hiker	4/3	2/9	1957 Beach wmk. upright	1/4	1/4
1938 Children	2/9	2/-	1958 Brigades	10d	5d
1939 Beach Ball	6/6	6/6	1959 Tete & Poaka	11d	6d
1940 Beach Ball	6/6	6/6	1960 Kotare & Kereru	—	—
1941 Beach Ball	3/3	—	—Perf. 131	9d	6d
1942 Swing	2/-	1/6	—Perf. 111 x 11	1/3	1/3
1943 Triangulars	6d	6d	1961 Kotuku etc.	1/3	1/-
1944 Princesses	8d	8d	1962 Kakariku etc.	1/3	1/3
1945 Peter Pan	6d	6d	1963 Prince Andrew	1/-	1/-
1946 Soldier	7d	4d	1964 Penguin and Gull	11d	9d
1947 Eros	7d	4d	1965 Kaka & Fantail	1/-	1/-

COMMEMORATIVES.

	Mint	Used		Mint	Used
1913 Auckland Exhibition	155/-	—	1956 Southland (3)	2/3	2/3
1920 Victory (7)	40/-	—	1957 Lamb (2)	3/6	4/-
1923 Map S.G. 518	6d	2d	1958 Hawkes Bay (3)	2/6	2/6
" " 521	2/9	3d	1957 Plunket	5d	2d
" " 535	3/-	3/-	1958 Tasman Flight	1/-	8d
1926 Dunedin 1d green	1/6	—	1958 Nelson City	5d	3d
1d rose	1/6	—	1959 Scout Jamboree	5d	3d
1935 Silver Jubilee (3)	10/-	—	1959 Red Cross	6d	4d
1936 Chamber of Commerce	6/9	7/3	1959 Marlborough (3)	2/6	2/3
1937 Coronation (3)	2/-	2/-	1960 Westland (3)	2/9	2/3
1940 Centennial Set, including 10d	—	—	1962 Telegraph (2)	3/9	3/6
7d value only	5/-	—	1963 Railway Centenary (2)	3/9	3/6
but excluding the 7d	22/6	8/6	1963 Compac	2/9	2/9
1946 Peace (11)	8/6	3/6	1964 Road Safety	6d	—
1948 Otago Centenary (4)	1/6	1/3	1965 I.T.U. 9d	1/-	—
1950 Canterbury (5)	3/6	3/-	1965 I.C.Y.	6d	—
1953 Coronation (5)	6/-	5/6	1965 Anzacs (2)	1/-	1/-
1953 Royal Visit (2)	1/-	8d	1965 Churchill 7d	10d	10d
1955 Postal Centenary (3)	1/3	1/-	1965 Wellington	6d	6d

- 541 **Ross Dependency Covers.** O.K. so they're philatelic! Still attractive stamps. Two-coloured map, Scott and Shackleton, H.M.S. "Erebus" in the ice, and Her Majesty's head. Full set on cover postmarked SCOTT BASE/ROSS DEPENDENCY or ANTARCTIC MEETING/ROSS DEP/SCOTT BASE. each 10/-

The same postmarked VICE REGAL VISIT 1963, each 15/-

- 542 **Booklets.** A set of five Q.E.II booklets. (i) containing two panes of six of each of the 1d and 3d small figures. (ii) similar but the booklet contains different advertisement pages. (iii) two panes of six of the 1d small figures and two panes of the 3d large figures (pretty rare this one!). (iv) two panes of the 1d and two panes of the 3d both large figures on coarse paper. (v) similar, but the stamps on fine, white paper. A very unusual, complete, and interesting lot. The collection of five booklets £3

FABULOUS RARITIES.

There is a problem that always crops up when we come to advertise lovely rarities:—sure as guns we will hear from some old friend of many years, writing more-in-sorrow-than-in-anger, . . . "You so-and-so's, you **knew** I wanted that!" But we **must** sometimes show our treasures or our Bulletin clientele would get the impression that we seldom have anything rare. Of course our old customers know better—through the years we have a constant stream of lovely N.Z. material going out to those who rely on us, before anyone, to supply the very best in N.Z. stamps and Postal History. Below we demonstrate how our stock covers all periods—Classics, Middles and Moderns.

536 Two Splendid Classic Covers.

- (a) **1855 2d London Print S.G.2, on cover.** A fine clean cover with a really lightly cancelled 2d "London print" Chalon. Of splendid appearance, this cover would grace the finest collection. Addressed from Wellington, per "Queen of the Isles" to Geelong, Victoria, February 1856 £50
- (b) **1858 2d, (No wmk) strip on cover.** A magnificent four-margined strip of three, used on cover from Ahuriri to London, Dec. 24, 1858. The strip is extremely lightly cancelled, '11' in bars. This "Exhibition" cover is accompanied by R.P.S. certificate. Price £100

537 George V., Imperfs.

- (a) **1/- Vermilion, Imperf. pair.** Note that this pair is in the true **vermilion** colour not the orange-vermilion. As the Handbook records, only 4 rows (48 stamps) part of **one sheet** (from Plate 27) ever existed of this rarity. Since this present pair carries the plate number '27' on the top selvage, it is **completely unique**. Undercatalogued @ £125 for a pair without plate number (this is the rarest of all George V imperfs in any value), this unique plate pair is a bargain at £150
- (b) **5d George V, Imperf.** Not so rare as the above but a lovely piece none the less—a brilliant mint imperf block of 4 of the 5d light blue S.G. Cat. £40, only a faint crease brings this piece at the bargain price of £30
- (c) **9d George V, Imperf.** An astonishing corner selvage block of 12 of the rare George V 9d; the top ten stamps are completely imperf. and the bottom pair—from row 6—are perf. on bottom and sides only. The piece thus incorporates 6 variety pairs fairly estimated as cataloguing (S.G.) at £250 per pair—a grand total of £1500! An all-time record chance for someone . . . this almost certainly unique piece £400

538 1960 Missing colours.

Stamps do not need to be old to be good buying! With the current issue due to be superseded in 1967 no one should have to wait long to see the following become much-sought-after varieties—in fact at our prices that is what they are now!

- (a) **½d Manuka:** a pair mint, bottom stamp normal, top stamp with blue colour completely missing. This is a scarce variety, the pair £15
- (b) **½d Manuka.** The even rarer ½d with green colour completely missing—mint single, absolutely guaranteed £15
- (c) **3d Kowhai.** The major variety—"white flowers" (yellow colour completely missing) in pair with normal. A bit off-centre, so, a gift at £7/10/-
- (d) **3d Kowhai.** The major variety "white stem" (brown colour missing) in three forms:
- (1) A grand strip of six—top and bottom stamps normal, stamps 2 and 3 with partial missing colour, stamp 4 absolutely free of brown colour, stamp 5 only the faintest trace of brown: thus the strip has three stamps of major variety—all of striking appearance with their white stalks; the strip @ £15
- (2) Similar to the above, a strip of 4, one stamp completely without brown, one with the faintest shadow of brown, one a partial brown and one a normal. The strip @ £14
- (3) Similar to above: a pair, one stamp completely without brown, one stamp normal. The pair £12/10/-

- (4) Almost exactly similar to (1), above, except that here stamp 4 has a very faint trace of brown. Still, a particular strip with four stamps having white stalks. The strip 50/-
- 543 **New Zealand Stamps used in Egypt.** Nice to have! War-time covers used by the N.Z. Division in the Middle East. Various stamps of the 1935 Pictorial set all clearly postmarked indicating their origin (a few only) at 10/- each
- 544 **Arms Type.** A complete simplified set, fine used, of the five values, 3/6, 5/6, 11/-, 22/- and 35/-—all the stamps with the black figures of value. The used set (S.G. £16/12/6) £13/10/-
- 545 **Q.E. Officials — Plates.** A complete set of all plates of the Q.E. Officials in mint Plate blocks of 4. Not only are all plates present but where a plate is known on both thin and thick (white opaque) papers, both are here present. Includes, therefore, Plate blocks of the 1d (2), 1½d, 2d (2), 3d (3), 4d (2), 9d, 1/- (2), 6d on 1½d, 2½d on 2d, 2½d olive and 3/- grey. These Official plates have always been difficult to get. Now that they are all withdrawn from use they are doubly desirable. The set of 17 Plates £17/10/-

THE C.P. SIMPLIFIED N.Z. ALBUM.

1966 NEW IMPROVED EDITION.

We are glad to announce this new up-to-date edition of the well known C.P. Loose-leaf Simplified Album.

This is the album previously issued in peg-fitting form with pages of highly-surfaced paper. For technical reasons we have had to abandon the plastic peg-fitted cover and we have adopted a strong spring back cover together with a matt surface paper of fine quality.

The result has surprised even us by its excellence. We find we have in truth a new product — one that will appeal to all as a very handsome and attractive housing for fine stamps.

We wish we could promise supplies by Christmas — we will certainly be trying our best! At the latest January delivery is expected but December is quite probable.

Orders can be placed now and no effort will be spared to deliver for Christmas.

The album gives an illustration and (on the opposite page) a space for all "face-different" N.Z. stamps. No watermarks or perforations are allowed for — this is a really simplified album and as such has been welcomed by those who do not have the time or inclination to delve into the technicalities of specialization. Indeed, several specialists, to our knowledge collect "all N.Z." in one of these albums as a sideline to their more exciting specialist studies!

Place your order now. We guarantee money back in full to anyone who is not delighted.

The C.P. (New Revised) Simplified Album. Price 35/-, postage 1/9.

All Orders from this Bulletin to:—

CAMPBELL PATERSON LTD., P.O. Box 17, Oriental Road,
Woking, Surrey. Telephone Woking 5887.

PLEASE. Readers ordering from the N.Z. Newsletter are respectfully requested to order direct