

CAMPBELL



PATERSON

NEWSLETTER

FOR COLLECTORS OF NEW ZEALAND STAMPS

VOLUME 46 NUMBER 6, JANUARY 1995



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NEW ZEALAND NOTES

by Warwick Paterson

NEW ZEALAND POST AND THE "S.O.E. MODEL"

- Did an exercise in political idealism work too well?

One feature of the political/fiscal process of "Rogernomics" - named after Finance Minister Roger Douglas - which began in 1984 with the Labour Government elected in that year, has been the recurrent theme of Governments' either privatising whole industries, or otherwise hiving off traditionally Government responsibilities to other institutions and "contracting" with them to achieve performance standards.

For instance, if you are the NZ Governor of the Reserve Bank, you are 'contracted' to the Government to keep annual inflation under 2%. A revolutionary idea when you think that fiscal policy has so long been 100% a subject at the whim of the political power in being at any time. Rampant inflation and dismal economic performance dogged the New Zealand economy, even through the "good" years of the 1950s and 1960s when it was masked by the remnants of New Zealand's "Mother's apron string" relationship with the United Kingdom.

We even regarded it as a right, rather than a privilege, to have a guaranteed market of that size for our primary produce.

Britain's entry into Common Market negotiations in the early 1960s signalled an end to that sort of thinking. But, it also signalled something else to the inventive New Zealand brain. Out of adversity came a new generation of political thinkers with a gritty determination to make things better than before.

Not that the privatisation of whole industries, generally thought to be part of the public heritage, was original to New Zealand. It had been practised widely elsewhere, particularly in the UK, with varying degrees of success. What was new in New Zealand thinking, however, was the development of an entirely new model to achieve privatisation. This was to take the form of an intermediate step which would prepare industries like Air New Zealand, Coal, Electricity, Forestry, Railways, Telecommunications, Tourist Hotels, and Shipping, into highly efficient "Corporations" in their own right. They would operate as public companies responsible to their shareholders (the Government) but having performance and ethical standards imposed on them, being constantly under Government and public scrutiny to ensure that they adequately fulfilled those objectives and their "statements of corporate intent" (Clause 14). The latter were to be renewed every year and are required project policies for the subsequent two-year period.

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It appears (although it is often denied) that this was intended to be merely a way-station on the route to full privatisation. Far from being head-in-the-clouds idealists, our political masters seem to have had in mind that pinnacle of fiscal achievement - that is, selling back to the public (or to anyone who is prepared to pay) a huge asset that that public has already bought with its taxes over many years of establishment, capitalisation and in some cases, huge losses, while the Public Service empire builders of old worked their magic.

As an example of this sort of excess, by the way, it was widely rumoured that most, if not all, Government Departments staged a frenzied spending-spree towards the end of each financial year in which budget allocations had not been fully absorbed. The result of not using up an allocation was that next year's allocation would see a commensurate cut as the Minister of Finance struggled to balance his budget. Inefficient staffing and promotion practices were legend. Cutting costs - or "trimming Government expenditure" - in these circumstances must have been something like being let loose in a butcher's shop with a blunt pen-knife.

But along came the "State Owned Enterprises" (S.O.E.) model designed originally specifically for NZ Post. Suddenly the people who ran NZ Post and its fellow institutions were not civil servants of forty years experience but young men in smart suits, with brief-cases and MBAs, whose job it was to make money and make it fast. One can guess that they, too, viewed the objective of privatisation with some relish. Somehow the shaking off of the residual shackles of Government control must have been, and must still be, the most tempting of targets. Speak to anyone from NZ Post at a high enough level today and you will still get the feeling that privatisation is the "Holy Grail".

Just to give you an idea of the high-sounding nature of the (imposed) objectives of a SOE in New Zealand, consider this list from Elmar Toime, Chief Executive of New Zealand Post, in his report for the year ended 31 March 1994.

Mr Toime's list, by the way, is actually an adaptation of Clause 4 of the State Owned Enterprises Act, 1986, which sets out the principal objective to be a successful business. He writes: "Five principles shape our planning:

- * To provide a diversity of reliable and efficient postal services to meet customer needs at the lowest possible price and cost.
- * To achieve sustained profitability at a level that provides good commercial return on shareholders funds.
- * To make business investment decisions that protect and add to shareholder value.
- * To demonstrate we care for New Zealand by embracing the social obligations considered important by New Zealanders, and
- * To show we value our people and that we are a fair and equitable employer".

The fact that NZ Post has achieved these objectives exponentially since 1986 has been evidenced by a number of observable developments. To name a few: NZ Post today is engaged as a consultant to many postal administrations around the world to advise other countries how to brush up their act. When NZ Post achieves delivery times as low as two calendar days from posting for mail sent from NZ to the UK, postal executives and Government employees in countries like the Czech Republic, Malaysia, Iran, Pakistan, Papua New Guinea, Philippines, South Africa, Thailand, Vanuatu, Vietnam and Western Samoa, sit up and take note. NZ Post executives now travel the world spreading the good news.

Consider these more specific achievements in NZ Post's current performance. It is now moving 25% more mail with 4500 fewer staff at 22% less real unit cost. On-time delivery has increased from 80% to 98%-99%. The price of the standard letter has gone up once (from 40c to 45c) including the 2.5% rise in GST, and is the fifth lowest in the 24 nation OECD. (The equivalent in Japan is \$1.30 and in Germany more than \$1).

(Source - National Business Review, November 25th, 1994).

To quote a recent editorial in "Post News", New Zealand Post's monthly magazine for staff and associates - "..... our level of performance today confirms the SOE model has made a tremendous and new contribution to the New Zealand economy and to our international competitiveness. We can now transfer this knowledge and experience on to other world economies if they choose to follow the path of reforming their State Owned businesses".

As another example, one can point to the recent political moves by elements of the ruling National Party in New Zealand, to begin the dismantling of the position which NZ Post has enjoyed these many years. NZ Post has a monopoly over the carriage of the standard letter and is required to maintain the postal rate under its Deed of Understanding with the Government, to 45¢ an item. The move to "deregulation" means that NZ Post would be opened to full competition from other carriers in the private sector and would have to operate on equal terms.

It can be contended that it is the threat of this deregulation, and the certainty that NZ Post would have to compete, which has lead to a great deal of the Corporation's efforts to streamline its operations and make itself increasingly profitable.

NZ Post, it appears, is ready for deregulation and in fact will welcome it. It will still have to accept its social obligations to maintain a nation-wide delivery network, at least 880 postal outlets and five or six-day-a-week delivery in town and country. It also claims to be able to maintain the 45c standard letter rate until at least mid-1998.

But how could you be "too successful", particularly when that's exactly what you were set up to be to?

Well, the political climate has changed. Full privatisation may not now be seen as the highest achievement for an S.O.E.

It's a delicate issue. Somewhere within all of us is the feeling that the Post Office has always been there to provide an even-handed service to the whole community, not one biased towards those who can pay - or weighted towards those areas where the bulk business lies - leaving those living off the beaten track to suffer through a progressive whittling away of their rights and services.

Because, make no mistake about it, the sort of people who buy shares in a privatised Post Office, either at home or overseas, do not have large areas of unprofitable business operation as an objective.

The protagonists of privatisation must have lost ground through the rural delivery fee debacle a couple of years ago, often written up in these pages. When NZ Post doubled the rural delivery fee, many farmers reared up and refused to pay. What this meant was that they now received no rural delivery. Many held out against the change and the removal of the fee recently was a major adjustment for NZ Post - an admission that they got that one wrong and that too much aggressive commercialism in the administration of the Post, particularly by a corporation that is already hugely profitable, will not be tolerated or countenanced by the community at large.

Note, however, that the abolition of the rural mail delivery fee may have as much to do with the prospect of deregulation than anything else. The income loss from the abolition of the fee is expected to be outweighed by the growth in mail volumes in rural areas.

The public today stands by and looks at NZ Post with its great efficiency, its high morale and its galloping profits and says "why privatise?". The politicians searching for a reason say "because it is making too much profit and that's unfair to the population". But just a minute. Much of that profit is ploughed back into the Corporation to finance improved facilities, faster systems leading to greater efficiencies. The profit that NZ Post makes provides dividends for the Government, which in turn allow it to finance other social services and keep taxes just that little bit lower.

"It's every philatelists dream to discover a rare stamp or one not previously known to exist. If you had seen this 46 year old man jumping up and down when I opened your letter!!

I would like to thank you for your efforts on my behalf so far. I'm sure you can appreciate how much pleasure and excitement this has brought me".

(C.M, UK)

The Post Office, as it used to be, paid no tax or dividends and dipped into the public purse to fund capital investment. One estimate puts what would have to be charged today under the old system at 60c for a standard letter. This is a saving of \$175 million a year for customers' pockets and corporate balance sheets.

NZ Post has paid the Government \$320 million in dividends and taxes, and has doubled the Government's shareholder funds to \$242 million.

The postal service lost \$38 million in the year before corporatisation.

Whether full deregulation will ever take place will be subject to Parliament. Political sensitivities may intervene and dictate that a little less private enterprise in communications may, in the long run, be better for all, and that a degree of Government control, as exists in the SOE model (and which radiates from each page of the Act and its many amendments) may be for the Public Good.

Now privatisation of just part of the British Post Office has been put aside indefinitely (this after a series of arguments which give me an acute sense of *deja vu*). Mr Cockburn, the Chief Executive, has been to New Zealand within the past two years and was widely quoted as being envious of NZ Post and its ability to get things done. The British Post Office must now be in a state of disarray. Is it part of the problem that even in looking at partial privatisation, Mr Heseltine was going a step too far? Is it not possible that the SOE model and its success - albeit in the small New Zealand economy - may have its application in some of the greater economies of the world? It wouldn't be the first time that New Zealand with its small population - yet developed western political system and economy - has acted as a trialing ground for political/fiscal/social ideas and developments.

Perhaps Mr Heseltine could give the S.O.E. model some serious thought.

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"Yes, I knew CP"

from Ted Moore (Sydney, NSW)

May I add a belated little tribute to CP.

I have in the garage a tin trunk full of philatelic memorabilia, including a copy of Pims Catalogue of 1949 compiled and edited by Campbell Paterson, the first time I had come across the name. In my efforts to extend my knowledge of NZ stamps I posed some questions to him from time-to-time and always received detailed and precise explanations in reply. Later, when he started his own business and produced his own Catalogue (mine is No.333) the correspondence increased, as I was buying in Sydney and selling to him to finance my collection. I found him helpful, honest, ethical, in whom one could place complete trust, and qualities that seem so out of fashion these days.

It seems the end was peaceful, befitting such a man - sadly we met only a few times, which reinforced my opinions but leaves me with the ability to say "Yes, I knew CP - a great bloke".

CIRCULAR KIWI PD6

Our Guide to the Circular Kiwi in the October CP Newsletter has elicited a number of favourable comments from readers, amongst them Dr C R Harris, of Vancouver, Canada.

"Your article on the Circular Kiwis was most timely and prompted me to take a closer look at my own stamps. Following are a couple of comments which might be of interest.

1. All paper types used for the Circular Kiwis fluoresce brightly under UV light but only the CPL paper retains its fluorescence after soaking in water. This is only of passing interest as fluorescence is easily removed or re-activated in used stamps.
2. All my copies of the Red Kiwi from the Hong Kong MS show a small but distinct line of color extending into the inner white circle above the top left corner of the Z of NEW ZEALAND. This does not occur on the Taipei MS."

All our copies of PD6b(Z) from the Hong Kong miniature sheet do, indeed, show this extra line of red and thus this would prove a useful method of distinguishing the red surface print used singles without resorting to paper or colour shades.

Our thanks to Dr Harris.

"The frequency re the use of your Catalogue numbers in auction offerings that I receive appears to be increasing, and it therefore becomes difficult to determine exactly what is being offered without reference to such a Catalogue."

(W.B., Ontario)

CASCADE OF COVERS (Cont'd from last month)

SECOND SIDEFACES

- 300 (2) **1884 (20th August) Gore to London.**
Magnificent combination cover with two pairs of the 2d Die 1, single 1d Die 1, 3d Yellow and 4d Green, making up 1/4d rate = 2ozs. In 1876, letters to Great Britain via Brindisi were reduced by 1d from 9d to 8d oz. Stunning item on Official (embossed) flap stationery datestamped RTPO (IN) and London OC 15 1884. Endorsed "via Brindisi"..... \$ 295
- (3) **1888 (6th October) Cambridge to Aylesbury, Bucks.** One of the nicest covers in the offering, if cover slight thin (back). Strip of three and single 1d Die 2 and 2d Die 2 single. 6d rate. Wonderful condition and appearance..... \$ 225
- (4) **1896 (20th February) Kakarama to Scotland.** Nice combination cover with pair 1d perf 10 and 1/2d single perf 10. Backstamps New Plymouth squared circle and Hawera. Attractive little cover with interesting combination..... \$ 75
- (5) **1897 (22nd May) Havelock North to Napier.** Highly attractive local cover with strip of four 1/2d perf 10x11. Several light strikes of the Havelock North A type c.d.s. and Hastings and Napier backstamps..... \$ 95
- (6) **1883 (30th July) Auckland to London.** Front only, with 6d Brown Die 1, perf 12x11 1/2 6mm WMK (D8a). Auckland duplex..... \$ 20
- (7) **1883 (8th December) Port Ahuriri (Napier) to London.** Delightful little cover with all the right marks. 6d D8a franked by Auckland obliterator No.1 (lovely strike) and Port Ahuriri and Auckland backstamps with London EC receiving (date error JA 1984!). Quirky item of tremendous appeal. Condition excellent..... \$ 95
- (8) **1884 (8th December) Wellington to London.** Front only carries strip of three 2d Lilac Die 1 with two nice strikes of the Wellington A Class. Part reverse flap shows London receiving c.d.s. Attractive and spectacular item to boost club entry. (Stamps Cat.\$45)..... \$ 50
- (9) **1897 (9th September) Howick to England.** Beautiful-looking cover if flap somewhat torn and soiled. A strip of three D3a(b) 2d Lilac Die 2 (the scarce 6mm wmk) with right-hand inter-panneau selvage. Two lovely strikes of the Auckland A7 obliterator and Howick A Class c.d.s. Backstamps include Auckland, Aylesbury and Whitchurch, Bucks. Extremely attractive item. "F" in circle in red..... \$ 115
- (10) **1899 (December 30th) Wellington to Fiji.** Pair 1d Die 3 with "chisel flaw" right-hand unit. Lovely strike of the Wellington flag cancel and Suva and Auckland backstamps. Flap few tears..... \$ 125
- (11) **1895 (3rd September) Dunedin to Sydney.** Plain paper Newspaper wrapper with current 1d rate. No receiving marks but lovely little item..... \$ 50

- 300 (12) **1891 (28th March) Auckland to Edinburgh.**
 2½d Second Sideface franks this. Attractive, printed envelope of Brown Campbell and Co, Lloyds Agents, Auckland. Envelope printed "via San Francisco" and embossed flap. Document enclosed (private financial communication). Auckland squared circle c.d.s. and Edinburgh and Glasgow receiving c.d.s. Envelope torn at top. Topical appea..... \$ 50
- (13) **1900 (22nd September) Westport to London.**
 Beautiful combination cover with 2d Die 3 Lilac and ½d Deep Yellow-green Mt Cook, perf 11. Westport squared circle, two lovely strikes and Wellington flag cancel at back, London receiving c.d.s. Most attractive little item for display, fine condition if flap torn..... \$ 85
- (14) **1897 (8th July) Wellington to London.** Large cover in slightly crinkled condition carrying strip of three 2d Die 3, 1d Die 3 and ½d perf 10x11. No backstamps but Wellington four ring concentric circle c.d.s. three strikes. Fair condition and good combination..... \$ 95
- (15) **1896 (13 March) Clevedon local letter.** 1d Die 3 with Clevedon c.d.s. Cover torn slightly..... \$ 15
- (16) **1896 (20 October) Marton to London.**
 Attractive little cover with some insect damage at back. Minor stains. Pair 3d Yellow perf 12x11½ (late use). Marton duplex and Wellington and London backstamps. Fair condition..... \$ 30
- (17) **1892 (6th October) Wellington to England.**
 Front only, registered, with combination 2½d and 3d (2½d perf 12x11½, 3d perf 10). Nice combination, "R" in circle and registered London receiving. Nice display..... \$ 35
- (18) **1898 (9th February) Wanganui to London.**
 Another combination cover, 5d and ½d. Registered item with London registered in Red on the front and UK registered receiving and Wellington c.d.s. on the back. Cover a little worn..... \$ 50
- (19) **1892 (23rd April) Christchurch local letter.**
 1d Die 3 and Christchurch squared circle c.d.s. Nice item..... \$ 15
- (20) **1898 (2nd April) Ngaruawahia to Auckland.**
 Pair 1d Die 3 perf 11 with two strikes Ngaruawahia A Class and right-hand unit chisel flaw. Bombay, Drury and Auckland backstamps, flap slightly torn..... \$ 75
- (21) **1900 (10th May) Inglewood to England.**
 Lovely Postage Due item carries two Die 3 1d Carmine, right-hand unit screwdriver flaw. "1d FB-A" handstamp and "T5 centimes" in circle in black. Backstamps Brighton, Auckland and RPO-NU. Really lovely early UK Postage Due item..... \$ 175
- (22) **1884 (22nd July) Auckland to New York.**
 Nice "PAID ALL" item with sans serif "PAID ALL" in red on front (25mm). Auckland, New York, and "PAID ALL" (circular) markings on back. Auckland squared circle c.d.s. This is a most attractive item, if small tears..... \$ 175

- (23) **1897 (2nd April) Auckland to New York.**
Item in exquisite condition with four concentric ring Auckland c.d.s. on front and "P.O.N.Y. PAID ALL" c.d.s. on back and PNY c.d.s. Attractive... \$ 125
- (24) **1895 (6th July) Thorpe to New York.**
Another combination cover with pair 2½d and strip of three Die 3 1d Carmine, making up 8d rate. Registered cover with "R" in circle on front and Nelson and San Francisco registered backstamps. Attractive..... \$ 150
- (25) **1884 (28th August) Wellington to London.**
1/- Red-brown (D10a) with Wellington squared circle c.d.s. franks this opened out item. Plymouth ship letter, London and Lyttelton backstamps. Some staining but unusual..... \$ 50
- (26) **1895 (28th June) Rakaia to Christchurch.**
Strip of three Die 3 2d Lilac and single 1d Carmine. Christchurch receiving on this attractive registered item. Customised "R" in circle in black with registration number 110. Interesting individualised usage..... \$ 125
- (27) **1891 (23rd June) Auckland to Naples.**
Lovely registered item which although tears to flaps at back, has certain interesting features. Three copies of the 5d Second Sideface and two of the 3d make up 1/9d rate. Registered Auckland c.d.s and number and "R" in circle. Three strikes of the Auckland "A" obliterator and Naples receiving c.d.s. on back. Unusual and in excellent condition..... \$ 150
- (28) **1914 (24 June) registered item Te Aro to London.** 1½d Boer War and 2 x 1d Carmine Second Sideface, Die 3. The latter were demonetized so this item is of quirky interest... \$ 15
- (29) **1809(?) (4th August) Napier to USA.**
Interesting newspaper type wrapper used for publishers' proofs. 1d Second Sideface and printed information on wrapper is interesting.... \$ 5
- (30) **1895 (6th August) Invercargill to New York.**
2½d Second Sideface and Buffalo, New York and San Francisco backstamps. Attractive item with Invercargill squared circle tying stamp (good strike)..... \$ 75
- (31) **1893 (24th October) Auckland to Waikare (Waihaha).** Pair 1d Carmine and Kawakawa, Waihaha, Opua and Russell backstamps. Nice usage..... \$ 40
- (32) **1893 (21st August) Auckland to Waikare.**
2d Lilac (two copies) with good strikes of Auckland square circle c.d.s. Waihaha receiving on front. Russell backstamp..... \$ 40
- (33) **1894 (25th May) Auckland to Waihaha.**
Similar cover with single 2d Lilac. Auckland squared circle and Waihaha and Kawakawa backstamps..... \$ 35

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- 300 (34) **1893 (8th September) Auckland to Waihaha.** 2d Adson with Opua, Waihaha, Russell and Kawakawa backstamps. Strike of Auckland squared circle. Ross and Ansenne commercial illustrated cover. Thoroughly delightful item..... \$ 75
- (35) **1894 (29th September) Bombay to Waihaha.** 2d value (corner damage) Adson in Brown..... \$ 5
- (36) **1893 (18th September) Auckland to Waihaha.** Auckland squared circle franks 2d Adson in Green. Lovely clean item, if flap torn. Russell and Opua backstamps, Waihaha c.d.s..... \$ 40
- (37) **1896 (14th October) Bombay to Papakura.** Pair of 1d Second Sideface, right-hand stamp shows Plate 7 bottom left-hand pane R8/3 "line through second "N" of PENNY. Perf 10x11. Magnificent cover..... \$ 65
- (38) **1895 (3rd April) Bombay to Clevedon.** 2d Second Sideface, perf 10, flaw at Plate 5 top left pane R2/4 - white wedge-shaped flaw below "O" of POSTAGE. Backstamped Clevedon, Drury, Papakura and Auckland. Flap slightly torn..... \$ 35
- (39) **1898 (14th May) Ngaruawahia to Otahuhu.** Pair of 1d perf 10x11, Plate 6, top left-hand pane. Quite extensive flaw from "LAND" and into frame line. Magnificent..... \$ 60
- (40) **1894 (9th July) Auckland to Waikare (Waihaha).** 1d perf 10 Plate 7, top left-hand pane. R2/6 - Plate damage to the right of "ZEA". Very major..... \$ 50
- (41) **1898 (9th June) Bombay to Auckland.** 2d perf 11 showing substituted electro R9/3 (Plate 5, top left-hand pane). Fine and rare, perfect cover backstamped Drury, Otahuhu and Auckland..... \$ 95
- (42) **1895 (24th March) Auckland to Clevedon.** Another perfect item with pair 1d perf 10, Plate 7, Row 10 stamps 5 and 6 framelines missing at base. Very brilliant..... \$ 45

1935 PICTORIALS

Dr D B Tennant, of Wellington, has shown us a plate block 1A (small figures) of the 3d Fantail printed on multiple watermark paper with horizontal mesh in which the left-hand selvage shows clearly the impression of a full albino print of the stamp (L1b(y)).

This, then, is the "double print one albino" variety and must have applied throughout the whole sheet. Of particular interest in this case is the fact that the coloured print of the stamp does not show signs of blurring as is the case in others of the 1935 Pictorials where double print one albino is known.

A major plate block variety and one which will now be listed in the CP Catalogue at the earliest opportunity. The displacement horizontally to the left is approximately 10.5mm.

NEW YEAR POT POURRI

Selection of the dazzling and exquisite. Mainly in multiples, the listing includes mint and used, much UHM.

NEWSPAPER STAMPS

- 312 (a) **B3a ½d Bright Rose, perf 12½, wmk. W4.** Nice block of six (2 x 3) centred right but features three strikes of the Danevirk c.d.s (late use).
PH item..... \$ 15

FIRST SIDEFACES

- 313 (a) **C1f 1d Mauve-lilac, wmk. W3, HM, perf 12x11½.** Beautiful fresh block of four, two stamps UHM, 2LH. Rare..... \$ 450
(b) **C3a 3d Deep Brown, perf 12½, wmk.W3, HM.** Another magnificent well-centred block of four, two stamps UHM, 2VLH. Quite exquisite..... \$ 1250
(c) **C6a 1/- Green, perf 12½, wmk. W3, HM.** Fair block of four with Auckland duplex cancellation, 5th June 1876. Two stamps at left pulled perfs, and lower right unit split. Nevertheless, a fine-looking piece and very good exhibition material. The attractive block... \$ 100

SECOND SIDEFACES

- 314 (a) **D1e ½d Black, perf 11, wmk W4, VM, UHM.** Block of four from corner with full selvedge..... \$ 50
(b) **D1h ½d Black, perf 11, thick Waterlow paper, watermark sideways, SVM, W6b.** UHM block of four..... \$ 50
(c) **D2j(q) 1d Rose perf 10 and 11 mixed perfs.** Lovely 2LH, 4UH, 2 slightly creased, block of six in vertical format 2 x 4 with bottom selvedge showing full mixed perfs in bottom row of perfs and coincident perfs all other horizontal rows. An extraordinary piece and worthy of fine exhibition collection. (Cat. \$300 each), our price is an amazing one for such a big spectacular piece..... \$ 600
(d) **D2a 1d Rose (die 1) perf 12x11½, wmk W3 (6mm HM paper).** Lovely fresh block of four, two stamps UHM, 2LH. Typical gum crinkles natural to the issue (Cat. \$440)..... \$ 295
(e) **D2p 1d Rose (die 3) perf 11, wmk W4, VM paper.** 2UH, 2LH block of four in Deep Carmine. Nice well-centred item..... \$ 50

2d LILAC

- 315 (a) **D3k perf 11, wmk W4. (7mm VM).** 2VLH, 2UH block of four, well-centred, in Purple. Another nice item..... \$ 50
(b) **D3p perf 11, Provisional issue on thick Pirie paper, wmk W6b.** 2LH, 2UH block of four. Scarce item..... \$ 100
(c) **D3g perf 10, wmk W4, VM.** Nice right-hand selvedge block of four, completely UHM. Centred slightly left. Purple..... \$ 85
(d) **D3i perf 10x11, wmk W4, VM.** 2LH 2UH block of four, centred slightly low but really most attractive..... \$ 55



313(a)



313(b)



316(a)



321(a)



322(a)

SPOT-CASH BUYING LIST

While stocks remain unfilled - immediate cash payment
- condition fine to super-fine only, please. These
are top prices for top stamps.

L013d	2/- Captain Cook Official, perf 13½x14 (1939), UH.....	\$200
	LH.....	\$100
A1r	Chalon Head, 1871 (SG137) 1d Brown, unwatermarked, perf 12½. VFU.....	\$ 85
M012b	King George VI 9d Official on coarse paper (1954), UHM.....	\$ 35
K18b	2d King George V surface printed on Jones paper (1924), UHM.....	\$ 16
Y17a	2d Postage Due, second type, perf 11 (1905), LH.....	\$ 80

- 316 (a) **D4e 2½d Pale Blue, perf 10, wmk. W4, VM paper.**
Used block of four with light coin-type
cancellation and one other partial strike
lower left unit. Nice clean-looking block of
four - one of the nicest we've ever seen..... \$ 100
- 317 (a) **D5b 3d Yellow.** Block of four, UHM, from the bottom
two rows, perf 12x11½. Comb machine strikes
leaving large spaces between. Hence large part
bottom selvedge present. An attractive piece
demonstrating several features of the issue and
its production. Specialist material..... \$ 400
- (b) **D5f, perf 10x11, wmk W4, 7mm VM.** Block of four,
2LH 2UH, centred low but attractive. Lemon-yellow
shade. Fresh item..... \$ 275
- (c) **D5h perf 11, wmk W4, 7mm VM.** Most attractive
block of four, coarse paper and Pale Orange-
yellow shade, 2LH, 2UHM..... \$ 274
- 318 (a) **D6g 4d Green, perf 11, wmk W4, 7mm wmk VM.**
Right-hand selvedge block of four completely UHM.
Stamps centred high and left but the item is
fresh and attractive. (Cat. \$380), chance..... \$ 200
- 319 (a) **D8m 6d Brown, die 2, perf 11, wmk W4, 7mm VM.**
3UHM 1LH block of four of very fresh appearance.
Stamps centred left but UHM in this issue are
scarce. (Cat. \$700), Sepia-brown shade..... \$ 425
- OR block of four, 2LH 2UHM very similar condition. \$ 325
- 320 (a) **D9c 8d Blue, perf 10, wmk W4, 7mm VM,**
advertisements on back. 2UHM 2LH block of four.
Centred left and minor gum soak through some upper
vertical perfs. However, attractive block and
good at the price..... \$ 500
- 321 (a) **D10k 1/- Red-brown, perf 11, wmk W4, 7mm VM**
paper. Block of four in Deep Red-brown
shade. Centred very slightly left, and wide
gutter at top. 3UHM 1LH, this is an outstanding
block and the first we've seen for some time.
(Cat. \$625)..... \$ 550
- 1898 PICTORIALS**
- 322 (a) **E4b 1½d Boer War Contingent, perf 14, Cowan HM**
paper. Glorious demonstrably genuine used block
of four. Central, dated c.d.s. light..... \$ 350
- (b) **E10c 3d Huías (reduced) perf 14x15, wmk W7.**
Used block of four in Yellow-brown. Good centring.
Exhibition item..... \$ 150
- (c) **E17c 9d Pink Terrace, wmk W7, Reddish-purple**
shade. 2LH 2UH block of four..... \$ 300
- (d) **E021e 5/- Mt Cook, Official, sideways wmk.**
Good commercially used block of four. Centred
left and Christchurch c.d.s. (dated) multiple
strikes. This is a nice used item of demonstrably
genuine status. (Cat. \$1800 - stamps) attractive
offer..... \$ 1250

KING EDWARD VII

- 323 (a) **H1a ½d Green, perf 14x15.** Block of six in vertical format (2 x 3) UHM, showing full offset upper pair, large part offset middle pair and bottom right-hand unit partial offset. Cut-off line of offset is very irregular and could have been caused by a previous sheet being torn. Exceptional item and great specialist material..... \$ 375
- (b) **H08b 1/- Orange-vermilion Official, perf 14x14½.** Block of four, very fine commercially used. Lower right unit is R10/1 showing "V" in Revenue doubled..... \$ 250

KING GEORGE V

- 324 (a) **K11a 9d Sage Green, perf 14x13½.** Dated item in Sage Green (1926). One of the nicest blocks that we've seen in the George V issue..... \$ 250
- (b) **K12c 1/- Vermilion.** Two-perf vertical pair in Vermilion. Dated item and superb commercial usage of this rarity..... \$ 295
- (c) **K08a 6d Official, perf 14x13½.** Horizontal pair, lightly hinged in Deep Carmine-Rose shade. Minor perf stains, lovely example of the shade..... \$ 50
- (d) **K08a 6d Carmine ditto.** UHM single in Carmine-lake. Well-centred and unmistakable of the deep rich shade. This is an amazing offering..... \$ 625
- (e) **K012c 1/- Vermilion Official. Two-perf vertical pairs.** Fine used block of four dated 11 December 1922 (Thames) in Vermilion. Very scarce..... \$ 600
- (f) **K13a(T) ½d Deep Green Surface Print, perf 14x15.** Double gum. Nice horizontal reel join of double gum stamps prepared for slot machine. Lightly hinged - a scarce offering..... \$ 250
- (g) **K13f ½d ditto, Cowan paper, perf 14.** Block of six with top three units full double perforations. Key item with horizontal row of perforations fully doubled..... \$ 500
- (h) **K20a 2/- Admiral, Dark Blue, on Jones paper, perf 14.** Horizontal pair UHM from bottom right corner of sheet showing serial number. Very fine..... \$ 400
OR fine 2LH 2UHM block of four, perfect centring.. \$ 675
- (i) **K21a 3/- Mauve on Jones paper, perf 14.** Horizontal pair from bottom right corner of sheet with serial number, stamps UHM..... \$ 650
- (j) **K20b 2/- perf 14 on Cowan paper, Blue.** Well-centred block of four, 2LH 2UH. Spectacular item..... \$ 600
- (k) **K21b 3/- Purple on Cowan paper, perf 14.** UHM block of four..... \$1500
- (l) **K20b 2/- Official Admiral, Dark Blue, perf 14.** Fine commercially used block of four, very fine... \$ 1500

COMMEMORATIVES

- 325 (a) **S15a 1/- Victory, King George V, Orange-vermilion.** UHM block of four, perfect in all respects..... \$ 500

HEALTHS

Blue and Red Boy - 1931

750(a) T3a, T3b. 1d + 1d SCARLET, 2d + 1d BLUE

Glorious blocks of four, perfect used. Feature offer of the month. In our experience, virtually impossible to duplicate..... \$2000

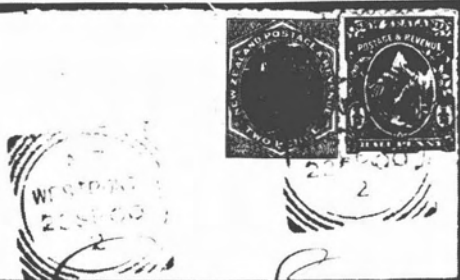
LIFE INSURANCE

- 326 (a) X9b 1½d Orange-brown perf 14x15. Commercially used block of four dated 1945..... \$ 25

POSTAGE DUES

- 327 (a) Y4a 2/- Green and Carmine, 1899. Commercially used block of four with light c.d.s. Wonderful... \$1375
 (b) Y8a ½d Green and Carmine, small NZ, large "D". Another commercially used block of four..... \$ 50
 (c) Y9a 1d ditto ditto. Very nice block, demonstrably genuine..... \$ 10
 (d) Y10a 2d ditto ditto. Another nice commercially used block, postmark not quite as tidy but very much of the period..... \$ 100

300 (13)



300 (22)



*Mr. R. V. Lee
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 Atlantic St. Brooklyn 1, N.Y.
 U. S. America*

1994 NEW ISSUES RECAP

Any gaps in your recent new issues? Fill them now!

250	S472a/7a Tourism NZ. 19th Jan 1994		
(a)	set mint	\$10.80	used \$10.70
(b)	imprint plate blocks	\$64.80	FDC \$11.25
(c)	W45a booklet	\$ 8.10	W45b Booklet \$ 8.10
(d)	SM477 - do - miniature sheet (containing S477b) (Hong Kong Exhib)		
	mint	\$ 5.55	used \$ 5.55
251	S478a NZ Endeavour (circular stamp) 19th Jan 1994		
(a)	mint	\$ 1.80	used \$ 1.75
(b)	imprint plate block	\$10.80	FDC \$ 2.25
(c)			souvenir cover \$ 4.00
252	PC27a \$20 Definitive 18th Feb 1994		
(a)	mint	\$35.75	used \$35.75
(b)	imprint plate block (4)	\$140.00	FDC \$36.50
253	PDM6b Hong Kong 94 Exhibition miniature sheet (3-kiwis)		
	(containing PD6a(Z), b(Z), c(Y))		
(a)	mint	\$ 5.40	used \$ 5.45
(b)			FDC \$ 5.90
254	SH55a/60a The Emerging Years IV: The 1950s "All Shook Up"		
	24th March 1994		
(a)	mint	\$12.15	used \$12.05
(b)	imprint plate blocks	\$72.90	FDC \$12.60
255	PD37a/46a Kiwiana pane		
(a)	mint	\$ 8.10	used \$ 8.10
(b)	W46a booklet	\$ 8.10	W46b booklet \$ 8.10
			FDC \$ 8.55
256	SS105a/108a Scenic: Four Seasons (incl se-tenant strip)		
	27th April 1994		
(a)	mint	\$16.00	used \$15.90
(b)	imprint plate blocks	\$64.00	FDC \$ 8.50
257	SH61a/66a Maori Myths I "Aotearoa" 8th June 1994		
(a)	mint	\$12.15	used \$12.10
(b)	imprint plate blocks	\$72.90	FDC \$12.60
258	T66a/d Health, 1994 20th July 1994		
(a)	mint	\$ 4.25	used \$ 4.15
(b)	imprint plate blocks	\$25.50	FDC \$ 4.80
	TM66 Health miniature sheet		
(c)	mint	\$ 4.25	used \$ 4.15
(d)			FDC \$ 4.80
259	S479a 25th Anniv Man on the Moon (hologram) 20th July 1994		
(a)	mint	\$ 2.70	used \$ 2.60
(b)			FDC \$ 3.15
	Sheetlet (10)		
(c)	mint	\$27.00	used \$35.00
(d)			FDC \$40.00
260	PC28a(i) 45c A to B self-adhesive 20th July 1994		
	Plain backing paper		
(a)	mint	.80	used .75
(b)			FDC \$ 1.25
(c)	set of labels	\$35.00	

261	S480a/489a Wild Animals (Stamp Month '94) 16th Aug 1994			
(a)	mint	\$ 8.10	used	\$ 8.00
(b)	imprint plate block	\$ 8.10	FDC	\$ 8.55
	- do - Philakorea miniature sheet			
(c)	SM485 mint	\$ 4.95	used	\$ 4.95
(d)			FDC	\$ 5.45
	- do - Native birds definitives miniature sheet			
(e)	PCM21 mint	\$ 4.95	used	\$ 4.95
(f)			FDC	\$ 6.55
262	SC35a/g Christmas 21st September 1994			
(a)	mint	\$12.10	used	\$12.00
(b)	imprint plate blocks	\$67.50	FDC	\$12.50
(c)	W47a booklet	\$8.10	W47b booklet	\$ 8.10
	SCM35b/e miniature sheet			
(d)	mint	\$ 5.30	used	\$ 5.25
(e)			FDC	\$ 5.75
263	S490a/503a Centenary of NZ Cricket 2nd Nov 1994			
(a)	mint	\$15.85	used	\$15.85
(b)	imprint plate blocks	\$43.75	FDC x 2	\$16.55
(c)	W48a booklet	\$ 8.10	W49b booklet	\$ 8.10

1994. DEFINITIVE REPRINTS

264	PC8a \$4 Saddleback 2-kiwi February 1994			
		3-kiwi November 1994		
(a)	mint	ea. \$ 7.20	imprint plate block	ea. \$43.20
	PC9b \$5 Takahe cream paper 2-kiwi February 1994			
(b)	mint	\$ 9.00	imprint plate block	\$54.00
	PC10a \$10 Kiwi 1-kiwi July 1994			
(c)	mint	\$18.00	imprint plate block (4)	\$72.00
	PC11a(2) 10c Banded Dotterel 2-kiwi September 1994			
(d)	mint	.20	imprint plate block	\$ 1.20
	PC12a(2) 20c Yellowhead 2-kiwi September 1994			
(e)	mint	.40	imprint plate block	\$ 2.40
	PC13a(2) 30c Silvereye 3-kiwi September 1994			
(f)	mint	.60	imprint plate block	\$ 3.60
	PC21c(viii)(X) 45c Rock Wren self-adhesive, plain backing paper June 1994			
(g)	set of labels	\$35.00		
	PC23b \$2 Southern Blue Butterfly 1-kiwi June 1994			
(h)	mint	\$ 3.60	imprint plate block	\$21.60
	PC25a 80c NZ Falcon original sheet February 1994			
		1-kiwi November 1994		
(i)	mint	ea. \$ 1.45	imprint plate block	ea. \$ 8.70
	PC25b W40b Booklet, perf 12 July 1994			
(j)	mint	\$ 1.45	booklet	\$13.20
	PC28a(ii) A-B self-adhesive Air Ambulance backing paper September 1994			
(k)	set of labels	\$35.00		

ROSS DEPENDENCY NEW ISSUES

265	RD24a/33a definitives (10v)			
(a)	mint	\$16.00	used	\$16.00
(b)	imprint plate blocks	\$96.75	FDC x 2	\$32.00
(c)	presentation pack	\$21.00		

An update from John Watts (see CPNL September 1994)
In September 1994 New Zealand Post issued the first reprint of the 'A to B' peel-and-stick series, easily differentiated from the initial issue by the backing paper advertising the Air Ambulance. The stamps were produced by Leigh Mardon in the same format as the previous issue with the green background to the left of the 'B' in a brighter shade.

An interesting variation came into the hands of Campbell Paterson Ltd. A number of the boxes issued against their order had part of the roll assembled inverted.

With reference to the article in the September Newsletter, p.11 it is stated that the label - "Direct Marketing" appears after stamp 48 on the roll (row 4 of the sheet before guillotining).

The label - "Customer Enquiries" appears after stamp 60 on the roll and is row 5 of the sheet before guillotining.

When the assembly of sheets was made in the inverted variety (see above) sheet 5 was upside down bringing the two labels together and the stamps on the other edge of the sheet were inverted to those on sheet 6. CP's order was for 100 boxes and out of these there were 60 boxes showing this variety. Checking by New Zealand Post did not locate any further boxes so the question remains, what happened to the other four boxes that would have been produced from the batch of 64 boxes when the sheets were joined prior to guillotining?

It can only be assumed unless further reports are made that they were sold and used by people who are not stamp collectors and that they did not recognise the significance of the variation in the roll. Again with reference to the Septemer Newsletter (p.8) article, mention is made of the "Extra Claw" constant flaw. Campbell Paterson Ltd in Auckland received correspondence from one of their English clients that on checking a roll in his possession this flaw was not to be found. When this detail was brought to my attention it started off a line of investigation that established that the flaw only appears in row 6 of the sheets that are produced ready for guillotining. This makes the flaw less common than originally thought.

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