

CAMPBELL



PATERSON

NEWSLETTER

FOR COLLECTORS OF NEW ZEALAND STAMPS

Volume 58 Number 8, March 2007



501(c)



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CP'S NEW ZEALAND STAMPS - WELCOME TO OUR TRADITION

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New Zealand Notes and Comments

by Warwick Paterson

Forgery in New Zealand Stamps – A Brief History in Time

Background: You can look at philatelic forgery in two ways. First the “nuisance” forger creating ostensibly rare individual items. He’s dangerous to collectors of such items. Then there’s the “fiscal forger” attempting to defraud the Revenue – like a banknote forger does – less dangerous to collectors, more so to the Government.

Within the former I would include attempts to produce errors and non constant varieties. An example will be illustrative. Many years ago some school boys appeared in our office with a block of the 10c Queen Elizabeth stamp (**PA10**) from the 1975 Pictorial series. This is a small square stamp as opposed to the 10c issue with the Coat of Arms which appeared in 1970, which includes so many genuinely occurring errors. In the case of the 1975 stamp the printers obviously had great difficulty in getting things right. This is another of the stamps rather like the 20c Paua Shell mentioned several months ago, where there is a heavy overlay of ink giving a dark shiny finish to the stamp; in this case in the region of the Queen’s hair. On this occasion however the problem was not with the potential change in the colour of the hair, but in the tendency of the heavy brown overlay to be removed by various agents – thus indicating some instability in the end product which was to be sold to the public. In this example, our schoolboy friends had discovered that the use of a simple school eraser could remove the dark ink and leave a lighter area behind in the region of the hair.

From memory, by the way, it did not need an eraser to disturb this ink because a number of examples turned up with the print actually flaking off leaving a much lighter yellow looking hair in its place. On this occasion, the gods must have been smiling as, while the lads waited at the counter, I retired and actually carried out an experiment on another block of the same stamps with an eraser. The effect was the same as the block brought in to us, presumably for sale to us as a variety. This was a case where the variety itself simply didn’t match up to what we know of modern printing processes. For instance, an area of colour loss confined to the centre of a block of stamps affecting a limited number of stamps is a virtual impossibility in the absence of an outside agent of change (like an eraser). In a modern high speed printing press the stamps are printed in a nano-second and for the multiple colours in a localized area to be affected there would either have to be something wrong with the paper in that locality for the difference to be inflicted on the finished product (I hope this is clear from this brief explanation). Essentially my suspicions were aroused by the appearance of such a variety and the trick then became to identify what the agent was and an eraser seemed the most likely possibility, particularly in a stamp where I already knew that the heavy overlay ink was unstable from other reports we’d had.

Just to finish this part of the story an approach to the school concerned (one known very well to me personally), and several interesting discussions with the Headmaster who also happened to be an ex-All Black and clearly a man of decisive action revealed that the boys’ father, as well as the boys themselves, had spent a potentially profitable ten minutes on this variety which then had the potential to wreak havoc in the world of professional philately!

As a post script to the above incident it was noticeable that in the second printing in 1979 by Harrison's, the direction of printing had changed and in the new printing the overlaying ink was very much more stable and difficult to interfere with. The change of direction in the printing, by the way, was evidenced by the existence of doctor blade flaws. Harrison's were obviously alarmed by the potential for deterioration in the printed image much more than we were and the second printing can therefore be seen as the result of this unsatisfactory tendency.

Then there is the forgery of overprints where they exist on stamps of lower value and where the overprint increases the face value. Again in the 1975 Pictorials there are several notable examples, such as the 17c on 6c and 20c on 7c rose. You might think that it would be an easy process simply to get the basic stamp and overprint it to a higher face value and thus make easy money out of such a forgery. At risk of being proved wrong by later discoveries I'm not aware that this has ever been done in any of the cases in New Zealand stamps where it was possible. Clearly, forgers have their eye on a greater prize than the mere addition of a few cents (or even the trebling of the face value in the two above cases).

Another class are those well-known forgeries (Jeffry's, Sperati and the like), which are known to exist in very early stamps for which actual printing plates had to be produced so that very limited copies of the forgery could be run off. Many of these are crude enough and obvious enough to be dismissed out of hand and I'm not aware of anyone, anywhere, anytime who's ever been fooled by such.

A possible exception to this are the forgeries of the Queen Victoria Land overprints on the ½d Edward and the 1d Dominion and the Auckland Exhibition overprint forgeries which are known to me. I well remember visiting a house once where there was quite a large quantity of the 3d and 6d Edward with Auckland Exhibition overprints. Close examination revealed a recurrent flaw in every single one of the overprints despite the fact that some of them were in multiples. Suffice to say that this type of forgery does exist and collectors should always be aware of the possibility and prepared to carry out a very close examination under magnification, particularly with a proven copy by their side of that overprint. Some of these forgeries are dangerous although, in my experience, most of them display fairly obvious differences from the authentic issue.

The Problem of Forgery in Modern Issues.

Modern technology has moved a long way since Sperati worked his magic during the 19th Century. Large scale forgery from high speed presses with potential profit of millions to the forgers has now become a very clear and present danger.

The first instance that I became aware of, of larger scale forgery was merely a wake-up call of things to come. Perhaps twenty five years ago, philatelists in New Zealand became aware of the existence of some quite convincing forgeries of the Queen Elizabeth 2d on 1½d Brown (CPN41a). While there are several forgeries known of this issue most of them are quite crude in form and would be unlikely to fool someone who is familiar with the true variety. Reference CP Catalogue will show that the lettering is quite distinctive in this variety (Permanent Page N2), with a black circle covering the original value (1½d) and the figures 2d in rather narrow form above the black circle. The black circle exists in two different sizes. Sheets of N3a, the original 1½d Lake-brown "with stars" in the bottom right hand corner were left in Post Offices when N32a its replacement stamp (without stars), were distributed to Post Offices. This meant that when the 1½d sheets were withdrawn

from Post Offices, both the original N3 “with stars” and N32 “without stars” were returned and overprinted by the Government printer and while the numbers of N3 overprinted were relatively limited, a unique new variety was created in New Zealand philatelic history. The CP Catalogue mentions forgeries but qualifies that by saying that the type used for the 2d is recognizable from the genuine issue.

This is not quite true. It appears that an individual in Auckland obtained a sheet of the 1½d stamp N3 – unoverprinted – and sent it to Australia where it was overprinted in the correct typeface and with a correctly sized black dot. The forgeries of N41a then found their way back to New Zealand and if not sold in part certainly were prepared for sale. How the police came to be aware of the variety history does not relate but my first inkling of the situation was when I was called as an expert witness in both the preliminary hearing and in a second High Court hearing which culminated in a conviction. Basically the recognition of the forgery rests on the fact that the ink used for the original overprints by the Government Printer gives a dense, intense black shiny finish from which it is impossible to see the original print underneath. In the forgery however, the ink appears to be too thin. Its finish is matt and it is possible to see the print of the stamp through it. More significantly there is a darker line around the circumference of the black circle caused by printing pressure where the ink has been forced out from the centre and has left a variation in intensity of print. To my knowledge these differences are reliable in the identification of this particular “first mass produced” forgery. How many sheets were printed I do not know but I would be surprised if more than one sheet was not run off considering the evident expense in setting up an overprinting plate and correctly reproducing the typeface and size of the overprint; this would necessitate a larger production run to make the exercise worthwhile. N41a has always been a relatively high-priced variety, despite the fact that numbers seem to exist quite genuinely on the market. This of course is very much more rare used.

Nothing Stands Still:

During the last month or two the whole world scene for stamp forgeries has moved into a new and highly threatening phase.



The first we noticed was when a gentleman of Asian extraction appeared in our office during December 2006 with a number of sheets of the \$1.50 Arrowtown (2003 Pictorials CP listing PE27a), and the \$3 Cape Kidnappers from the 2000 series (CP listing PE22a). The sheets were on offer for a substantial discount and - so the story went - our visitor had obtained supplies in an Asian country and was using them to raise money in New Zealand, due to the difficulty of bringing his own country's currency in.

By any standards his story was a flimsy one in the extreme and it did not take us long to decide that this was one purchase that we should stay well clear of. We thanked him and left it at that.

Phase Two. An email was received by the New Zealand Stamp Dealers Association from the Australasian Philatelic Traders Association Inc, Blackburn, Victoria which was immediately passed on to the members of the NZSDA of which we are one. The letter continued:

"Forged International Postage

"Members should be aware that a large volume of forged international postage is being offered around Melbourne at the moment. Highest value seen so far, is the \$3.30 value. It has been offered in sheets of 25, with no margins by a gentleman from China. Australia Post and the police are involved".

A covering letter stated "with the help of Gary Watson, the police have been able to arrest a gentleman from China who has been moving around Melbourne (and possibly inter-state), since the middle of December offering for sale forged international postage (in sheets of 25 without margins – values of up to \$3.30),

"Australia Post and the police are investigating and any members who have been unlucky enough to purchase some of this material should be aware of this.

"Material is well-produced but under a glass can be seen that it is not as high a quality as normal Australia Post printings. It also does not react under a UV – light."

In the meantime, it is obvious that some New Zealand Dealers had received similar approaches with NZ material fitting the same description.

Phase Three commenced on the 2nd February 2007 in the New Zealand Herald with the following release:

Customs Find \$150,000 in Counterfeit Stamps

"Customs officials have intercepted \$150,000 worth of (NZ) counterfeit stamps sent from Asia.

"The stamps were intercepted at the Auckland International Mailing Centre last week.

"This is the first time Customs has intercepted counterfeit stamps.

"The stamps arrived in three packets which contained 25,000 stamps each. They had face values of \$1.50 and \$3.00 - totalling up to \$150,000.

"The stamps came from Asia and were destined for an Auckland address. Customs Investigations, Acting Group Manager Bill Perry, said yesterday, "This is the first time we have intercepted counterfeit stamps and is a good example of counterfeiting knows no bounds, and affects everything that is manufactured and has a commercial value". Mr Perry said an officer screening mail, became suspicious when he saw the package "the stamps had a subtle colour variation, so our officers were able to work out they weren't legitimate."

"New Zealand Post spokesman, Richard MacLean said the seizure served as a timely warning that stamps should only be purchased from Post Shops or other reputable retailers.

"Police said they were taking the counterfeiting seriously because of the size of the batch of forged stamps.

"A man appeared in the Auckland District Court last week, charged with obtaining a document for pecuniary advantage. He was remanded in custody until February 14th."

Newsletter readers should note that we have approached the police and offered to play a part in the ongoing investigation of this alleged offence. As the matter is *sub judice* we cannot release further information other than by quoting that which is already in the public domain. However, Newsletter readers may be assured that as soon as information is available, and we are free to release it, we will do so. Although nothing of which we are aware disagrees with the report of the Australasian Philatelic Traders.

So, stamp forgery has gone global at last, and yet another twist has been introduced into an unpleasant and disagreeable situation.

The good side of this scenario – if there is one – is that the technical and scientific complexity involved in producing modern stamps with phosphorised paper, tagging and many-faceted built-in security measures means that – as with banknotes – it may be a long time before the world's large-scale expert forgers find their way to the perfect crime.

Postscript: As we go to press a television news report has revealed that the accused in this case has been convicted and is awaiting sentence. The Police submitted the forgeries for our opinion before the trial, and I shall publish a description in a subsequent Newsletter. The intriguing news is that there may be examples which have been used and which may in time turn up in kiloware.

NEW ISSUES AND VARIETIES

by Rob Talbot

Scott Base 50th Anniversary (20 January 2007)

A well-selected and interesting series of images with good differentiation of values. Though disappointing to see a premium attached to their face value, the set of miniature sheets showing the full setting (scene) of the stamp images is graphically very strong. Both formats will be popular with the Antarctica thematic collectors. The first day covers for the miniature sheets show scene on scene à la maxi cards and perhaps surprisingly, works very well indeed!

Designed by Stamps Business, NZ Post, Wellington. Printed by Southern Colour Print, Dunedin (litho in four process colours).

- Gummed sheets of 25, Tullis Russell 104gsm Red Phosphor stamp paper. Perforation 14.2 x 14.1, mesh horizontal.
- Miniature sheets – 1 of each value in separate sheets i.e. a set of 5 M/S. Mesh is now vertical.

Designs are:-	45c	Scott Base – 1957 (Opening Ceremony)
	90c	" 1990
	\$1.35	" 2000
	\$1.50	" 2003/4
	\$1.50	" 2005

Year of the Pig (7 February)

This potentially very collectable series has routinely produced dull issues. The early Lindy Fisher illustrations and the spectacular "Spirits and Guardians" (Year of the Dragon) have been the only relief. The pig is generally seen as an animal (pet?) which is full of character – some have even starred on the silver screen. The 45c white Kunekune piglet is cute. However, the other four images chosen are boring without any redemption and all images combined with some injudicious air-brushing have turned out a dreary grey-looking set with virtually no distinction between values. The value inscription is way too small to do the job. The totally unnecessary Chinese character for pig ((why did it have to appear twice – brown and reversed in white?)) was presumably the reason for air-brushing this corner. Even this opportunity was missed and every character was the same colour as was also the inscription at the bottom of the designs. All-in-all, another example of a designer not understanding the medium of stamps.

Designed by Cue Design, Wellington. Printed by Australia Post Sprintpak (litho, four process colours).

- Gummed sheets of 25 with illustrated gutter in column four, Tullis Russell Helecon 3336 Phosphor stamp paper. Perforation 14½ x 14, mesh vertical.
- Miniature sheets incorporating \$1.50 and \$2.00 values. There are no changes to technical details.

Designs are:-	45c	Kunekune Pig
	90c	" "
	\$1.35	Arapawa Pig
	\$1.50	Auckland Island Pig
	\$2.00	Kunekune Pig

Definitive Reprints (January?) 2007

The yellow "Silver Fern" traffic light appearing on the sheet stamp imprint, is very different to the original. However, paucity of yellow printed on the stamp itself in no way reflects this colour change. Otherwise, there is no change to technical details for either reprint.

PE30a	45c	Kaikoura 1-Kiwi
W98a(T)	10 x45c	Kaikoura Booklet 7-Kiwi

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.

NEW ZEALAND STAMPS

WHEN SHOULD I REALIZE THE VALUE IN MY COLLECTION? NOTES FOR THE ADVICE OF COLLECTORS

by Warwick Paterson

Published by: **CAMPBELL PATERSON LTD, SPECIALISTS IN NEW ZEALAND
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SPECIALISED AND SUPERIOR NEW ZEALAND PHILATELIC PROPERTIES

Perhaps the most difficult and often overlooked phase for any collector – the decision of the appropriate time and the most effective means of disposing of his stamps.

In my opinion, the hurdle looms larger simply because of the nature of collecting. To most serious practitioners the act and the art of collecting often has as one of its most attractive qualities, a suspension of "time awareness", and together with all the other qualities present, this is one of its most beguiling.

There are, however, certain well-established principles involved in the disposal of any collection and to ignore them is to risk financial loss. These are the facts which must inevitably be faced by everyone who owns valuable property which represents an input of capital, judgement, and expertise.

Any decision either to collect or to sell has to be a strictly individual one based on the requirements of those concerned. Not least among these is the on-going pleasure that can be gained by continuing a collection as long as it is practical to do so. It's been said that a true collector never sells his stamps; if he is wise he may be better to – eventually.

What follows, therefore, is an attempt to assist in planning. In Part One I attempt to deal with some of the constants which apply to most potential vendors, and in the second part I offer answers to a number of typical questions which are regularly asked by clients trying to make decisions about disposal.

Observation has convinced me that:

- * Any material purchase of philatelic property over a period of years inevitably comes to form a significant investment. It is realistic to review, on a regular basis, all security aspects relating to the collection – storage, protection against deterioration, insurance, security from theft, and so forth. An ounce of planning for all eventualities can save serious loss and trauma, particularly where family and beneficiaries may be involved at a future time.
- * At some time in the future, all collectors should come to terms with a decision to provide for the disposal of their stamps.
- * The best possible person to dispose of a collection is the collector himself/herself.
- * It is unwise to leave disposal of valuable specialised property entirely to Executors, Solicitors, and Trustees.

- * It is unreasonable to expect non-expert beneficiaries in an Estate, be they widows or family, to face the major hurdle of sorting out a collection and supervising its disposal.
- * It is better to apply a policy of phased disposal of the collection, allowing time to achieve a sale(s). In my experience, the more valuable the collection and the more specialised, the greater the time that should be allowed for the disposal.
- * One successful policy allows for a gradual rationalisation of a collection into areas of particular interest, allowing the controlled disposal of other important material. This is a practical way to approach effective disposal.
- * The maximisation of the return on a collection, and the returning to the owner of the true market value of that collection, is the primary objective.
- * A collector disposing of a collection is better to maintain an attitude of firm realism about the value of his stamps rather than allowing unreasonable expectations to cloud his judgement.
- * A well-informed collector, or one who has taken the trouble to remain in touch with collecting and market trends, handles a disposal most effectively.
- * The establishment of trust and confidence in dealers or advisers will be an essential ingredient of a successful disposal. An overly anxious approach or one which is clouded by fear of loss, will, in all likelihood, result in a less-effective disposal.
- * As a form of "insurance" it is better to have agreed with beneficiaries or colleagues a suitable means of disposal earlier rather than later. The general plan of disposal should be reviewed every few years, having particular regard for the direction the collection has taken and the level of investment involved.
- * Comprehensive records of purchases, sources, guarantees and specialised items – perhaps computerised – should be kept and should assume that the eventual reader is not expert. There are several computer programmes that are designed for this.

SELLING TO CP LTD.

From its inception in 1949, the firm has provided top service for specialised collectors of NZ stamps.

One aspect of this service relates to disposal and the provision of advice to clients interested in NZ stamps at all levels.

Comprehensive knowledge and long-term experience of the world market for different categories of NZ philatelic material and Postal History is a major factor in our ability to offer this service. The following are a number of pointers and specific advice given in typical situations which we have encountered over the years. They are presented in question and answer form.

What is the best way to find out what my stamps are worth?

If the valuation is required for personal interest and the collection is simplified (one of each issue) then a summary of the Catalogue values – a small simplified catalogue will do – divided by two, will give a rough approximation (but leave out stamps listed at low values – they do not have a resale value). Inferior copies, hinged stamps, and heavily postmarked, must be excluded. In the case of a specialised collection, such a

valuation is best carried out by a specialist valuer with an active current knowledge of market conditions, trends, values, and the specialised aspects of the issue(s) concerned. In my experience, "armchair valuers" should be approached with caution. In the end, if the material is to be sold, the only valuation of any consequence is the one backed by a cash offer. Some vendors tend not to sell to dealers from whom they have bought material. In my experience, this is a mistake. Provided trust exists between collector and dealer, your regular supplier will be happy to repurchase quality material which he himself sold you, at fully adjusted current market rates. A little thought will show that this is a good sign, not a bad one.

How can I ascertain whether my collection contains rare varieties which have not been correctly classified?

Find an expert who really knows the issue and who can be relied upon to give you fair and honest advice. Specialist Philatelic Societies are a good source of such people. A specialist dealer whom you trust will have the added advantage of commenting on market values and saleability. Varieties are not necessarily particularly sought-after or saleable by virtue of rarity alone. Nevertheless, an expert overview of your collection may reveal unrecognised shades and varieties and will always be worthwhile.

What proportion of the Catalogue price do Campbell Paterson Ltd pay?

It is useful to remember that a catalogue price is a guide to market price only. For instance, we have been known to pay more than our own Catalogue price for items which have proved to be particularly scarce or rare. Alternatively, the Catalogue puts a price on many items that covers the purchasing, stocking, advertising, and handling costs only – effectively those very common items do not individually have a resale value. Perhaps more than 99% numerically of all the individual stamps ever issued will never be scarce.

In carrying out an assessment for purchase, we ascertain the current market value, taking into account trends in scarcity and demand. After adjustment for dealer's margin, this then provides us with a buying price. The point should be made that the market price for scarce property in the hands of a specialist dealer in that property is greater than its value in (say) a general auction. This is a result of a dealer's access to a specialised world-wide market. As a vendor you are entitled the benefit of this access.

When is the best time to sell?

Very much an individual decision, influenced more by personal considerations, in my experience, than by the market which is relatively stable world-wide for scarce property and not subject to short-term change. Personal, financial, health, and time-availability considerations will weigh more heavily here and as such may be predictable.

Which is preferable, outright sale or auction?

In my opinion, auction is suitable for properties at either end of the specialised-simplified scale. For instance, huge "million dollar" properties may well be suited to direct commission sale by a dealer, or if that is not possible breaking up through a major auction house. On the other hand, relatively undistinguished properties may sell well through local mail-order auction catalogues or Club auctions. However, where there is a high degree of specialisation and quality present, it is most advisable to seek a specialist dealer's precise valuation and recommendation. High realisations at auction tend to attract headlines, but a large mass of material is sold through auction at unspectacular prices. This is a result of the fact that buyers may possibly be bidding for your stamps through auction, not because they wish to pay more but

because they wish to pay less. An accurate specialist valuation and placement of quality material with clients who have a genuine specific need for it, will in all likelihood produce a better result, whether the dealer makes an outright offer or sells on commission.

Remember that prices realised at auction are subject to auctioneer's commission and expenses, and (often) the addition of a 10% buyer's commission and value added taxes. These can rise to as much in total as a third of the realised value at auction.

Are there other ways of selling material other than auction or outright sale?

As mentioned above, sale "on behalf", at a reasonable rate of commission, is a suitable method of disposal, particularly where the material is not great in volume but where there is real rarity, quality and value present. A specialist dealer is used to discussing this type of decision with his client and you should seek his advice.

How would I go about getting Campbell Paterson Ltd to do a specialised valuation of my collection?

In **New Zealand** a direct contact to us with brief details of the collection, period of issues covered, general condition, degree of specialisation and an indication of whether money has been spent on the collection will receive an immediate response, and if appropriate a personal visit to value.

In **Australia/USA** a visit can be arranged for major properties as we travel overseas to buy on a semi-regular basis. Again, as much information as possible should be supplied with photocopies of valuable material (such as classics) where this is appropriate.

In the **UK** a similar approach should be taken. A visit and specialist evaluation can be arranged, at relatively short notice, by our representative in the UK, Derek Redshaw. An approach from any UK client requesting valuation or advice will receive immediate response and an early chance to have the material valued.

Our New Zealand buyer will also visit the UK from time to time.

Is it safe to send a collection through the mail?

In nearly fifty years of specialist dealing world-wide in New Zealand stamps through the mail, the number of times significant material has gone missing could be counted on the fingers of one hand. Campbell Paterson Ltd use unregistered sendings to clients all over the world, or for more valuable properties courier or registered sendings. All material is fully insured with our marine insurance company and there is no risk of financial loss. Clients wishing to send valuable property to us should be aware that provided an inventory and approximate valuation is sent separately in advance, with the date of posting by registered mail, we are able to arrange insurance cover for clients which will eliminate the risk of financial loss. While on our premises, material is fully insured. A quick way to obtain a valuation, therefore, is to use the mail with the full range of safeguards listed above. Material needs to be sealed in plastic, and with firm stiffening. It is our experience that it is safe to send a collection through the mail.

What is the best way to go about getting my collection insured?

For lower valued general property you should enter a discussion with your regular insurers (household policy, motor vehicle, etc). My experience is that most insurers look favourably on a full photocopy record with catalogue values appended (taking a reasonable proportion of the total as the insured value). For more valuable properties you may need a specialist valuation and again this should be discussed fully with the insurer as the valuation may be expensive and involve a personal visit, travelling expenses and expert valuation time.

Note: We do not recommend photocopying valuable property due to the fading effect of strong light on shades.

Above all, you should negotiate and insist on precise instructions from your insurer as to what is required to gain adequate cover for valuables.

How long should I allow for the disposal of my collection? I don't want to mess about once I've made a decision.

A prescription for disaster. Urgency, or the feeling that "I just want to get it over and done with" means that decisions will be taken in haste and for the wrong reasons. Obtain more than one valuation, satisfy yourself that the information you're being given is accurate and reliable.

Once the decision is made, be prepared to accept a reliable dealer's cash offer. For more specialised properties, and particularly in the case of a commission sale, disposal of a major collection may take time. Unnecessary haste is usually taken at the expense of good judgement.

How can I ascertain market conditions for NZ stamps throughout the world?

Subscribe to magazines and particularly specialist periodicals like CP NEWSLETTER and the CP SPECIALISED CATALOGUE. Watch price trends, review auction catalogues and realisations, join a major specialist society (for instance, the Royal Philatelic Society of New Zealand) and be prepared to listen and learn. In many cases, experience shows that your own personal judgement – if well informed – is your best advice.

I do not wish to sell my stamps; what is the best way to leave advice for executors/trustees or beneficiaries?

Meticulous record-keeping and careful descriptions of "better" material, as well as precise instructions, will give confidence to those who have to make decisions on disposal later. Remember that institutional trustees and executors tend to make excessively cautious and safe decisions. These may not, in the long-term, be in the interests of your estate. The world philatelic market is made up of personal networks and knowledge. Selling outside that market may not gain the best result.

None of my family is interested in my stamps. In view of advancing age, should I seek advice now?

Yes.

Is it wise to sell major items from a more broadly-based collection?

Again specific advice is required in each individual case. Where the major items add status and value to the collection as a whole which would be at least partially destroyed by removing them, the collection should be sold *en bloc*.

However, this does not apply in every case. There is a perception that to remove the gems from a collection is to leave the collector with relatively hard-to-sell "valueless" material on his hands. My experience suggests that many valuers buy collections specifically for the major items they contain. The fact that they buy the collection in one piece does not mean that they allow a great deal for common material. It has to be said that you cannot do better than to gain the absolute maximum market price for specific and major items. There are certainly cases where to sell individual items for top prices is a good policy.

New Zealand Stamp Exhibition Dates

Northland 2007 Friday 30 March – Sunday 1 April 2007

A New Zealand Limited Class National at the Forum North, Rust Lane, Whangarei being held under the patronage of the New Zealand Philatelic Federation Inc. by the Whangarei Philatelic Society Inc. to celebrate their 50th Anniversary. Open Friday 30 March, 10 am to 5pm, Saturday 31 March, 10 am to 5pm, Sunday 1 April 10 am to 4pm.

NZSDA StampShow – Christchurch 2007

26-27 May 2007

10th NZ National Philatelic Literature Exhibition

30 June 2007

(Central Districts Philatelic Trust)

NZSDA StampShow – Auckland 2007

10-11 August 2007

Huttpex 2007

31 August - 2 September 2007

A New Zealand Limited Class National at the Town Hall Complex, Laings Road, Lower Hutt.

Tarapex 2008

7-9 November 2008

A New Zealand National exhibition plus Australasian Challenge in New Plymouth.

Timpex 2009

September-October 2009

A New Zealand National exhibition in Timaru.

Canpex 2011

A New Zealand National exhibition in Christchurch 2011.

NEW ZEALAND POSTCODES

We have a new postcode for our PO Box, which New Zealand Post have asked us to use. It is: **1141**

We will be gradually, slowly replacing all our stationery and Reply Addressed envelopes, although of necessity this may well take quite a while. Thus our new full postal address for all correspondence is:

Campbell Paterson Ltd
PO Box 5555,
Auckland 1141
New Zealand

EIGHTY-FIVE YEARS AGO

From The New Zealand Stamp Collector – March 1922

THE NEW COLOUR SCHEME

It seems that collectors will not have to wait very long before the rush of new issues, caused through the change of Postal Union colours, is upon them. We have heard several rumours of contemplated changes and have seen one rumour materialize in the shape of a new 1d Australian. This stamp reached us last mail and we believe it was issued on February 13th. The colour is violet similar to the current 4d value. Australia has been having a lot of fun in the colour changing business lately so we would not like to guarantee that this issue will be permanent. We trust that when the New Zealand authorities make a change they will do so once, and once only.

STAMPS OF 1921

The output of new postage stamps during the year just passed shows a welcome reduction upon the figures for 1920 and 1919. Approximately 1,275 varieties were issued throughout the world in 1921 as compared with 1,979 in 1920 and 2,547 in 1919, the high record year. Some 309 stamps are accounted for by the introduction of the Script CA watermark and experimental coloured papers for British Colonial stamps, 43 were air post issues, and the balance emanated chiefly from Europe and South America. Dantzig achieved the doubtful distinction of issuing the largest number of new stamps of any state, within the twelve months, viz., 58; whilst Australia, New Zealand, Brazil, Norway and British Honduras were content with a single new stamp apiece.

NEW ISSUES

NEW ZEALAND. The new 8d King George in pale red brown has now appeared. The sheets are perforated 13½ right through.

FIFTY YEARS AGO

From the Newsletter – March 1957

by Campbell Paterson

Notes & Comment by Campbell Paterson "London Newsletter"

I hope in time to make this feature worth while by the inclusion of plenty of stamp news but as I have been here only a fortnight or so yet, readers may be prepared to overlook its present inadequacy. For instance, I have just learnt that I am to have the privilege of seeing over the Bradbury Wilkinson Printing Works at New Malden. What I see there will be everything the human eye can take in you may be sure. This is something I have wanted to do for years and I should have plenty to write about on the subject.

I attended a meeting of the Woking and District Society last week. By and large it closely resembled any similar meeting in NZ but "business" was cut to the absolute minimum. It was an "India and Malaya" night, four members combining to show a fuller range of material than any one member could have done. This struck me as a good idea, it being so arranged that each showed just that section in which he was strongest and there was no overlapping. One member had made a study of the BMA overprints. It may be news to some, as it was to me, that there is a rich field for study here – overprinting was done in Australia and Singapore as well as in London. One thing did strike me: the general atmosphere was the most lighthearted I have ever experienced at a stamp meeting. Everyone seemed to thoroughly enjoy him (or her) self and it was not unusual

for the whole room to be rocking with laughter. The jokes and quips seemed to flow from everyone in turn, giving a happy evening. It is the English who are supposed to be "reserved." Probably this "English reserve" is just another fable like the "awful English winter". Innumerable folk, mostly of English origin, warned me before I left "you'll be back by the next boat" or "take plenty of thick clothing – boy, you are going to need it! You won't see the sun for six months and it rains for weeks on end." As far as we are concerned this has been a lot of nonsense. As I write, having been here for nearly three weeks, I can say that we have not had even one bad day. Such rain as we have had has been scattered showers and at no time has it been colder than a normal Auckland winter. The absence of strong wet winds makes it actually pleasanter than an Auckland nor'easter. Where we are in Woking the district is a mass of trees – all bare just now but going to be glorious in Spring. But I will be boring my readers – I will just say I like it here. I like New Zealand too. Needless to say, I see as much as I can of London (½ an hour by train). To London lovers I can give reassurance – the old place is just as dirty and lovely and shoddy and magnificent as it ever was – in fact just London. Petrol rationing is severe and the roads accordingly not too crowded. The people are undoubtedly split over the Suez affair – much more so than New Zealand appeared to be. Underneath it all one seems to sense a new outlook and determination. Which could be wishful thinking on my part – we shall see. Certainly the new Government is not being unduly pressed, as it would be if the nation were more than superficially divided. I find a great welcome everywhere I go, just because I am a New Zealander. Somehow we have managed to build up a great fund of good will.

I naturally took an early opportunity to call in at the "Old Firm" (Gibbons) in the Strand. Just a short first call but I met two charming gentlemen in Messrs. Cyril Andrews and C.P. Rang. We had a most pleasant half-hour as between people of like interests. It is entirely through the kind efforts of Mr Rang that I am to see over Bradbury Wilkinson's, so readers will have reason to be grateful to him.

Later this week I am to be present at a meeting of the Postal Historian's Society as the guest of Mr Robson Lowe. Altogether people are exceptionally kind.

1933 Pathway Health with Watermark Inverted. - After 23 years of existence the 1933 Health joins the band known with inverted watermark. Mr W. Barnard of Lower Hutt has shown us a used copy. **T5a(z).**

3/- George VI Blurred Frame, Albino M16a(Z)

Mr Colin Henwood has made the excellent discovery of two used copies of the above variety - never before recorded. The frames are typical blurred prints of the type so often associated with albino double prints. The stamps are well off-centre to the top and this is most fortunate as the albino impression is much lower than the inked impression. The excess of space between the bottom frame and the bottom perfs, shows distinct signs of the albino, particularly a duplication of the bottom frame line just above the line of perf holes. In a normally centred stamp this evidence would have been lost. On the original mint sheet – long since no doubt fully broken up – the duplication on the bottom selvedge, including the plate number, must have been a philatelists' dream.

8d Tuatara Albino

Hard on the heels of the George VI albino above comes news of a hitherto unrecorded 1936 Pictorial albino in the form of the 8d value – our **L10c(Z)**. This has been shown us by Mr A. Dexter. Unlike the great majority of "double prints" this stamp shows very little, if any, signs of blurring but the unlinked albino impression shows clearly and unmistakably in the bottom margin.

MARCH OFFERS

500(a)	A1q(2)	1871 1d Reddish-brown p.12½ A well-centred fine used copy	\$140
	(b)	A2d(1) 1862-4 2d Dull deep blue imperf FFQ large star wmk, Davies print. A four marginal copy with light postmark mostly off the face. U	\$200
	(c)	A2s(2) 1871 2d Orange FFQ p.12½. A well-centred fine used copy. U	\$75
	(d)	A3a(2) 1862-4 3d Deep brown-lilac imperf FFQ large star wmk, full margins, light obliterator off the face. U	\$500
	(e)	A5h(4) 1864-1871 6d Reddish-brown p.12½ a well-centred lightly postmarked copy. U	\$80
501(a)	C1f(1)	1878 First Sideface 1d Mauve-lilac p.12 x 11½ well-centred finest used. Very nice. U	\$50
	(b)	C3a 1874 First Sideface 3d Deep brown another fine lightly postmarked stamp. U	\$165
	(c)	C7a(1) 1878 First Sideface 2/- Pale claret a fine well-centred stamp with demonstrably genuine of the period, postmark leaving the face clear (Cat \$900) U	\$650
	(d)	C8a(1) 1878 First Sideface 5/- Grey A beautiful well-centred stamp with a Presentation circular cancel lower right corner. Perfect. U	\$950
502(a)	E4a(3)	1900 1½d Boer War Chestnut Fine block of four with two distinct re-entries: EV4a R1/9 and EV4d R2/9 both with thickening, almost doubling, of the shading lines in the sky and to the right of the design. A noticeably darker vertical pair compared to the normal vertical pair on the left of the block of four 2LHM/2UHM (Cat \$450)	\$250
	(b)	E4b(1) 1907 An identical block of four as above p.14 with the same two re-entries EV4a R1/9, EV4d R2/9 top pair creased, lower pair fine UHM (Cat \$340)	\$200
	(c)	E4b(2) 1907 Ditto 1½d Chestnut an identical lot to 475(e), page 13, February 2007 CP Newsletter, except now p.14 E4b as compared to the February lot which was p.11 E4a. Thus, a top right serial number corner selvedge block of four with the four listed re-entries EV4b R1/11, EV4c R1/12, EV4e R2/11 and EV4f R2/12 (Cat \$995) UHM	\$595
	(d)	*Special Offer Take the two identical top right corner selvedge blocks of four E4a p.11 Serial No. 241197, E4b p.14 Serial No. 1977428, listed at \$1,190, for Special Price \$895*	
	(e)	E8d(1) 1906 2½d Lake Wakatipu p.14 Deep blue VFU	\$10
	(f)	E13a(2) 1898 5d Otira Gorge London Print Red-chocolate VFU	\$65
	(g)	E20e(1) 1906 2/- Milford Sound Green VFU	\$100
503(a)	H3c	1915 Edward VII 3d Chestnut p.14 x 13½ A fine top left corner selvedge single UHM	\$400
	(b)	H5b(2) 1910 Edward VII 5d Deep red-brown p.14 x 14½ in a lower right corner selvedge block of four 2UHM/2LHM	\$320
	(c)	H5d(2) 1915 Edward VII 5d Deep red-brown two perf pair (Cat. \$325 and due for a Cat. increase) UHM	\$285
	(d)	H5d(2) As above in a fine two perf pair block of four UHM (Cat. \$650)	\$535

(e) H7e(1)	1916 8d Indigo blue sideways wmk p.14 line, in a top left corner selvedge block of four UHM	\$540
504(a) K4d(Z)	1916 George V 3d Deep chocolate sideways wmk p.14 line, block of six comprising two pairs with normal and no wmk centre pair. Fine UHM (Cat \$720)	\$600
(b) KO10d	1922 George V 8d Official Red-brown well-centred finest used VFU	\$750
(c) K20b(2)	1927 2/- Admiral Deep blue FU	\$55
(d) K21b(1)	1927 3/- Admiral Pale mauve fine used	\$500
505(a) L7e	1942 4d Mitre Peak in a lower selvedge plate strip of twenty. Plate-2B UHM	\$300
(b) L11b(1)	1936 9d Maori Panel in a lower selvedge block of four with one grey-black bar. Fine UHM (Cat. \$680)	\$465
506(a) S5a	1913 Auckland Exhibition ½d FU	\$85
(b) S7a	Ditto 3d U one small tone spot (Cat \$800)	\$600
(c) S8a	Ditto 6d Fine commercially used and dated 1914 (Cat \$900)	\$750

GEORGE V SURFACE PRINTS

		UHM	LHM	Used
De La Rue				
485(a) K13a	½d Green	\$5	\$2.25	60c
(b) K16a	1½d Local print	\$30	\$15	\$1
(c) K17a	1½d London print	\$30	\$17	\$1
(d) K17b	1½d Brown	\$15	\$8	75c
(e) K18a	2d Yellow	\$12.50	\$7	\$1
(f) K19a	3d Chocolate	\$45	\$22.50	\$3.50
Jones Paper				
486(a) K13c	½d Green	\$35	\$18	\$12
(b) K18b	2d Yellow	\$80	\$40	\$125
(c) K19b	3d Chocolate	\$150	\$75	\$40
(d) K20a	2/- Admiral	\$400	\$200	\$150
(e) K21a	3/- Admiral	\$700	\$350	\$550
Litho Watermark				
487(a) K13d	½d Green	\$5	\$2	\$10
(b) K18c	2d Yellow	\$35	\$20	\$200
Cowan Paper p. 14 x 15				
488(a) K13e	½d Green	\$6	\$3.50	60c
(b) K17e	1½d Brown	\$200	\$100	\$275
(c) K18d	2d Yellow	\$20	\$10	75c
(d) K19c	3d Chocolate	\$65	\$30	\$5
Cowan p.14				
489(a) K13f	½d Green	\$6	\$3	75c
(b) K17c	1½d Brown	\$35	\$17.50	\$70
(c) K18e	2d Yellow	\$18.50	\$10	\$1
(d) K19d	3d Chocolate	\$75	\$35	\$10
(e) K20b	2/- Admiral	\$375	\$185	\$55
(f) K21b	3/- Admiral	\$700	\$350	\$500
(g) K21b	Ditto not so fine used	-	-	\$100

Cowan Reversed Wmk					
490(a)	K13g	½d Green	\$30	\$15	\$7.50
(b)	K18f	2d Yellow	\$100	\$50	\$325
Wiggins Teape Paper p.14 x 15					
491(a)	K18g	2d Yellow	\$50	\$25	\$22.50
Wiggins Teape p.14					
492(a)	K17d	1½d Brown	\$150	\$65	\$225
(b)	K18h	2d Yellow	\$35	\$10	\$17.50
1d Field Marshal					
493(a)	K15b	Cowan p.14 x 15	\$9.50	\$5	50c
(b)	K15a	As above p. 14	\$6	\$3	50c
(c)	K15d	Wiggins Teape p.14	\$125	\$65	\$17.50
(d)	K15c	Ditto p. 14 x15 reversed wmk	\$45	\$35	-

Note: The above offers concentrate on perf distinctions but shade enthusiasts may send in lists confident that we can supply many of them as listed and priced in the CP Catalogue.

GEORGE V SURFACE PRINT OFFICIALS

			UHM	LHM	Used
De La Rue Paper					
494(a)	KO13a	½d Green	\$9	\$4.50	70c
(b)	KO16a	1½d Local print	\$25	\$12.50	\$25
(c)	KO17a	1½d London	\$15	\$7.50	\$3
(d)	KO17b	1½d Brown	\$15	\$7.50	\$3
(e)	KO18a	2d Yellow	\$27.50	\$15	70c
(f)	KO19a	3d Chocolate	\$75	\$40	\$5
Jones Paper					
495(a)	KO13c	½d Green	\$22.50	\$11	\$12.50
(b)	KO19b	3d Chocolate	\$175	\$90	\$25
Cowan p.14 x 15					
496(a)	KO13e	½d Green	\$10	\$5	50c
(b)	KO15b	1d Field Marshal	\$25	\$12.50	75c
(c)	KO17e	1½d Brown	\$250	\$125	\$100
(d)	KO19c	3d Chocolate	\$75	\$40	\$3
Cowan p.14					
497(a)	KO13f	½d Green	\$15	\$7.50	\$2
(b)	KO15a	1d Field Marshal	\$11	\$5.50	50c
(c)	KO17c	1½d Brown	\$125	\$60	\$80
(d)	KO18e	2d Yellow	\$50	\$25	\$3
(e)	KO20b	2/- Admiral	\$575	\$300	\$500
Cowan Reversed Wmk					
498(a)	KO13g	½d Green	\$125	\$60	\$50

"SPECIAL SITUATIONS"

Here is a listing – the twelfth thus from December 2006, of those New Zealand varieties which we had set aside to offer at less than CP Catalogue price to ensure our clients have a chance to acquire same.

108. The Chronicles of Narnia (1-12-05)

Set of five gummed miniature sheets with mesh opposite to the gummed sheetlets.

- a. The five miniature sheets **\$16.00**

109. Year of the Dog (4-1-06)

The miniature sheet (\$1.50 and \$2.00 values) is now with vertical mesh.

- a. The miniature sheet **\$6.50**

110. Hawkes Bay Earthquake (3-2-06)

The prestige booklet containing seven miniature sheets (one incorporating two Red Cross cinderellas) was not available at face value and so not meeting full listing criteria. However, as a well-designed production and with a change of mesh for all stamps, it is here offered

- a. The prestige booklet **\$35.00**

111. HM QE II 80th Birthday (21-4-06)

Two distinct shades (deep ultramarine and slate-blue) exist for this high value (\$5.00) stamp. They occurred in **all** formats. Also offered here, is a sheetlet of four overprinted with a unique serial number in a limited (5,000) printing.

- a. The two shades **\$18.00**
b. The limited edition **\$36.00**

112. Washington 2006 Exhibition (27-5-06)

An interesting design change appears on both the \$2.00 stamps. Perforation and mesh are unchanged but the year of issue of the original stamps (2005) which appeared after "New Zealand" is now missing. This is true also for all personalized stamps of all values from the original "Greetings" issue (6-7-05).

- a. The miniature sheet **\$7.50**

113. Children's Health - 5 + a Day (2-8-06)

The miniature sheet incorporates all values se-tenant which is angled about 8° horizontal. Though perforation and mesh are unchanged from the sheet stamps. The angle of deviation from horizontal is slight but discernible. However the Catalogue Editor has yet to decide their eligibility.

The two self-adhesive formats can be distinguished (mint and used) by mesh. However mint stamps with matrix intact, also show a difference in depth of the value tablet at the base of the design. The jumbo roll stamp has a tablet 1mm deeper and is readily seen in comparing the two formats. This proves there are two printings i.e. printing plates, one for each format – effectively a design change though only seen in mint stamps.

- a. The miniature sheet **\$11.50**
b. The 2 self-adhesive stamps **\$1.75**

114. Gold Rush (6-9-06)

The miniature sheet incorporating all five values, now with horizontal mesh for all stamps. Also the stamps from the miniature sheet have 'NEW ZEALAND' and fern-symbol die-stamped in gold.

- a. The miniature sheet **\$11.00**

115. Lake Tekapo \$1.35 Kiwi (Aug? 2006)

A change of printer from Walsall Security to Southern Colour Print has changed several characteristics. Perforation is now 13½ (was 14 x 14½), mesh now vertical was horizontal and paper now whiter and brighter (dramatic under UV). A change in gum colour is also noted.

- a. The single stamp **PE31b** **\$2.50**

116. Christmas (4-10-06)

Self-adhesive formats produced for two values (45c and \$1.50) which were se-tenant on the jumbo roll and with mesh now horizontal.

- a. The jumbo roll pair **\$3.50**

117. Kiwipex 2006 Exhibition (2-11-06)

Miniature sheet containing same two varieties as 112. "Washington 2006 Exhibition".

- a. The miniature sheet **\$8.50**

DEFINITIVE REPRINTS**118. Booklets**

- | | | | |
|----|-------------------------|----------------|----------------|
| a. | \$4.50 Kaikoura 4-Kiwi | W98a(W) | \$8.00 |
| b. | " " 5-Kiwi | W98a(V) | \$8.00 |
| c. | " " 6-Kiwi | W98a(U) | \$8.00 |
| d. | \$9.00 Rangitoto 2-Kiwi | W99a(Y) | \$16.00 |

119. Self-adhesive Rolls

- | | | | |
|----|----------------------------|-----------------|---------------|
| a. | 45c Kaikoura 3-Kiwi single | PE30b(X) | .80c |
| b. | " " join strip (4) | PE30b(Y) | \$3.25 |
| c. | " " 4-Kiwi single | PE30b(X) | .80c |
| d. | " " join strip (4) | PE30b(Y) | \$3.25 |
| e. | " " 5-Kiwi single | PE30b(X) | .80c |
| f. | " " join strip (4) | PE30b(Y) | \$3.25 |

120. Imprints [6]

- | | | | |
|----|-------------------------------------|--------------|----------------|
| a. | 5c Mt Cook 7-Kiwi | PE1a | .60c |
| b. | " " 8-Kiwi | PE1a | .60c |
| c. | 20c Cape Reinga 2-Kiwi | PE3a | \$2.20 |
| d. | 90c Rangitoto 1-Kiwi | PE23a | \$9.50 |
| e. | \$1.00 Coromandel 2-Kiwi | PE26a | \$11.00 |
| f. | " " 3-Kiwi | PE26a | \$11.00 |
| g. | \$1.35 Lake Tekapo 1-Kiwi | PE31b | \$14.50 |
| h. | \$1.50 Arrowtown 2-Kiwi | PE27a | \$16.00 |
| i. | " " 3-Kiwi | PE27a | \$16.00 |
| j. | " " 4-Kiwi | PE27a | \$16.00 |
| k. | \$1.50 (PE39a-44a) 6 designs 1-Kiwi | | \$95.00 |
| l. | \$2.00 Tongariro 2-Kiwi | PE28a | \$21.00 |
| m. | " " 3-Kiwi | PE28a | \$21.00 |

121. Header Panels

- a. Health '06 self-adhesive sheet header panel **\$17.00**

The CP NEWSLETTER is a confidential source of information for philatelists and collectors.

Published by CAMPBELL PATERSON LTD, Auckland New Zealand. Subscriptions NZ\$45.75 inland. ISSN 1172-0166

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