

CAMPBELL



PATERSON

NEWSLETTER

FOR COLLECTORS OF NEW ZEALAND STAMPS

Volume 60 Number 3, October 2008



1024(d)
Superb Modern Error

CP'S NEW ZEALAND STAMPS - WELCOME TO OUR TRADITION

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NEW ZEALAND POST

The Response

by Warwick Paterson

Recent notes in the CP Newsletter by both Neil Walker and myself, have been openly critical of New Zealand Post its philatelic service and its stamp-issuing policies. Recently, I was fortunate to have a "cathartic" meeting with the General Manager, Stamps and Collectables, Ivor Masters whom I had not previously met who is based in Wellington at New Zealand Post's Stamp-Issuing Headquarters there. Ivor is an engaging man and one who is keenly aware of the pressures of the position he holds (he calls them "drivers") and it is hard not to be sympathetic to someone who clearly has New Zealand and New Zealand Post's philatelic concerns at heart. While CP Newsletter's articles point to the tsunami-like trend away from New Issues, experienced not only in New Zealand but in other countries (and attempts to highlight the part played by New Zealand Post's policies in bringing this situation about), my conversation with Ivor Masters suggested to me that a two-sided account is *de rigueur*. I invited Ivor to write to CP Newsletter:

Ivor Masters says:

"Thank you for your kind offer to allow us to reply to articles in recent Campbell Paterson Newsletters.

"I welcome the opportunity to address a number of negative and, in cases; incorrect comments about New Zealand Post and to provide some wider commentary about the market and our Stamp Business practices that may be helpful for your readers.

Increase in the number and value of Stamp Issues over recent years

"Neil Walker's initial comments in the May article suggested that the number and value of stamp issues have increased at an inappropriate level over the past 30 years. The volumes that Neil extrapolated do not reflect reality; our overall philatelic revenue does not equate to anywhere near Neil's projection. I wish they did. In fact there has been a consistent decline in our traditional core collecting revenue.

"Like other Postal administrations around the world, there is no question that the number and value of stamp issues in New Zealand has increased over the years, although the actual number of issues annually has remained constant since 2000.

"The values shown in some articles have not been adjusted to reflect the changing value of money over time. The comparable value of \$8.82 in 1977 will be significantly higher 30 years later. Using 1977 as a baseline is not very useful to show any meaningful comparison and one has to look deeper into the drivers to Postal administration business evolution since the 1980s.

"Having said this, in the six years that I've been responsible for New Zealand Post's philatelic area, I have been very conscious of concerns expressed by collectors about the number and value of stamp issues. During my time, the annual number of issues by New Zealand Post has remained fairly consistent.

"My prime focus has been to do whatever I can to encourage and support stamp collecting while ensuring we operate a commercially sustainable business. The two go hand in hand.

"We are also very strongly committed to:

- Championing philately both externally and within New Zealand Post.
- Undertaking activities that support the overall philatelic industry, including stamp exhibition sponsorships, meeting or presenting at many philatelic clubs and societies, talking to schools about stamps and collecting, etc.
- Researching, designing and promoting high quality stamp issues.
- Protecting the integrity of the postage stamp.

"We take into account a wide range of factors when determining our annual stamp programme. In addition to the high level objective of ensuring the stamp reflects and celebrates New Zealand's culture, heritage, and achievements other factors influencing the programme include:

- Milestones that fall during the year, such as the Olympics and special, centenaries.
- Events and people of national importance, such as ANZAC Day and Sir Edmund Hillary.
- Themes that collectors tell us they wish to see in the programme every few years, such as transport, lighthouses, scenery, flora and fauna, sport and leisure, art and culture.
- Regular annual Issues such as the Ross Dependency, health, lunar calendar, and Christmas. All are effectively compulsory inclusions in the programme.
- Appealing to wider audiences and age groups to raise the profile of postage stamps and to promote their collection and use.

"Overall we take a managed approach to the stamp programme and represent themes or topics relevant to New Zealand and its people.

Cancellations

"From a philatelic perspective one of the challenges New Zealand Post, and other postal organisations, face is balancing the needs of operating an efficient mail processing system and providing services that support philately.

"In the case of postal cancellations, our systems are largely automated for the majority of mail that comes directly into the mail stream and as such can be affected by factors such as heavier ink loadings at particular times. Also some issues can potentially arise when mail is not processed automatically and is handled separately.

"The need to ensure that care is taken when cancelling mail has been recently reinforced to our Postal Services team and is an ongoing message to them.

"Over the years maintaining the cancelling quality, from a philatelic perspective, has been a challenge for mail passing through our normal processing systems. As a result, we have put in place a separate process to handle philatelic mail through Corporate PostShops. This service offers hand cancelling of the mail, and allows it to bypass automated cancelling at mail centres.

"We recommend collectors use this service, which can normally be arranged by a discussion with their local PostShop manager.

New Zealand Post's apparent desire to phase out or greatly reduce postage stamp usage.

"I can understand why some philatelists may feel that New Zealand Post business offerings are less than helpful to philately. This perception may stem from the desire

of postal organisations to operate an efficient postal delivery system, with support for philately being a quite separate and different focus.

- On one hand postal authorities, in a competitive environment, strive to keep mailing costs as low as possible for the public and businesses, and streamline and automate processes to gain efficiencies. This sometimes results in processes and solutions, such as postage paid envelopes that have a lower cost but impact on philately.
- On the other hand, philatelic-focused stamps businesses like ours try to ensure activities undertaken do not impact detrimentally on stamp collecting.

It is a challenging balance to manage.

"I would like reassure you all that New Zealand Post is committed to the use of stamps and to the support of philately.

"Given the above background, here are my comments on some specific points raised in the articles that I feel are incorrect:

1. Neil Walker in CP Newsletter: New Zealand Post is preventing the use of stamps on parcels where possible.

Ivor Masters: This is not correct. In fact I have worked directly with the relevant parts of New Zealand Post to ensure stamps can still be used on parcels lodged at Corporate PostShops. I have recently written to all collectors on our database to clarify the situation. Postage stamps can be used on parcels.

2. NW: New Zealand Post is charging more for international parcels where stamps are used.

Ivor Masters: The reason why prices are different for international parcels when a postage stamp is used, compared to a label generated at the counter, is because Inland Revenue requires GST to be included on all postage stamps regardless of their eventual use.

This means when a stamp is used for international parcels only the face value of the stamps less the GST element is available to pay for postage. When a label is generated at the counter only the postage element is paid for.

It is not a New Zealand Post decision, but purely a result of the treatment of GST on stamps by Inland Revenue.

3. NW: New Zealand Post is preventing the use of stamps on registered mail

Ivor Masters: Registered mail as we used to know it is no longer available and this is now being managed by CourierPost as a track and trace courier.

4. NW: New Zealand Post does not have stamps available at some postal outlets

Ivor Masters: All stamps that are current should be available at New Zealand Post Corporate outlets. New Zealand Post owns and operates approximately half of the 340 PostShops throughout the country. The New Zealand Post-owned (Corporate) PostShops offer both postage stamps and philatelic material.

Stores that we do not own are independent businesses operated by franchisees that have discretion about what products they will stock. The majority of these stock philatelic materials, however, some choose not to due to low sales volumes.

There are also around 650 Post Centres in dairies and stores that offer a more limited range of postal services. Due to space, technology and sales volume reasons it is not feasible for these businesses to always offer philatelic products.

5. NW: Not having commemoratives available at PostShops

Ivor Masters: The intention is for all Corporate PostShops to stock and re-order commemoratives. I can only assume that when no stock is held it is simply a stocking issue and is definitely not a defined strategy. Perhaps the outlet was not a Corporate PostShop and may not stock all commemoratives.

6. NW: Not promoting stamp issues

Ivor Masters: This is incorrect. New Zealand Post undertakes quite extensive promotional activities including:

- Promoting stamp issues directly to stamp collectors every month.
- Email marketing to stamp collectors and youth.
- Tactical advertising and promotion around specific issues. For example ANZAC, Matariki, the Olympics and A to Z of New Zealand all had TV and major newspaper coverage and appeared on key websites.

Increased promotional activity occurs as warranted by the individual stamp issues, but ALL stamp issues are advertised and communicated.

7. NW: Generally discouraging the use of stamps

Ivor Masters: There has been no deliberate focus to discourage the use of stamps.

In today's world, there are many ways postage can be paid. Customers have demanded easier and more efficient ways to send mail and postage stamps have to compete with customer requirements for alternatives. This is all part of the evolution of payment methods and the use of postage.

New Zealand Post's Stamps Business is very focused on positioning postage stamps to be easy to use, interesting, relevant and the preferred method of postage. However businesses with large quantities of mail are offered alternative and easier payment options.

NZ Post is not customer friendly regarding philatelists

Ivor Masters: As a general comment; I would hope that anyone dealing with New Zealand Post finds us friendly and helpful.

An independent Customer Satisfaction Survey taken each year indicates a high level of satisfaction. This year it increased from 89% to 91%.

I would be very keen to know of any occasion where the Stamps Business does not provide friendly and helpful service to our customers. This is not the way New Zealand Post operates and we expect everyone to treat customers appropriately...

It is now time for all of us to be proactive and unified in our support for philately."
Ivor Masters

WP's comment:

I also took the opportunity while talking to Ivor to suggest some relatively easy changes to the New Zealand Post issuing policy and the way issues are classified between "stamps" and "collectables" which could ease pressure on collectors who want to achieve completion but who also would respond favourably to a clearly delineated stamp policy identifiable in some minor detail, limited in face values, limited in the quantity of issues and absolutely predictable. It is my hope that New Zealand Post extend consideration to these suggestions which I believe would be for the good of all collectors and for the future of our hobby – at least where modern issues are concerned.

NZ Post is very much the elephant in the room in discussing these issues, and as we all know while equipped with four-wheel drive all elephants need a lot of time and space to change direction even in minor matters of definition!

I invite CPNL readers to share their views about ways in which NZ Post could improve its issuing policy for the benefit of collectors. Both Ivor and I would value your comments.

NEW ISSUES AND VARIETIES

by Rob Talbot

The A to Z of New Zealand (6 August 2008) S1085-1110

In case it is not obvious from the title, this set of 26 designs purports to be a window on iconic features of Kiwi life. Some of the designs are "not arf bad" but to relieve the boredom of 26 similar designs there is a distinct lack of homogeneity to the set.

In spite of the arguably iconic nature of each "cultural" snapshot there will be some Kiwis (younger ones anyway) who will struggle to understand the background to many of the "letters". As all the designs are of 50c value, they are clearly intended for local use. Those that do manage to get overseas, however will rarely make sense to the recipient. Fortunately, for philatelists at least, there is a poster – nicely designed – which explains the underlying story, of each design. All of our standing order customers will be supplied this as a matter of course.

Designed by Clemenger BBDO, Wellington. Printed by Southern Colour Print, Dunedin by offset litho in four process colours and silver. (Note the silver is not used in any of the stamp designs but only for the part inscription "... to Z of New Zealand" found in the top selvage.)

- Gummed sheetlet incorporating all 26 designs se-tenant as 5 x 5 plus 1. Paper is Tullis Russell 104 gsm Red Phosphor gummed. Perforation 14.4 and mesh horizontal.

Designs are:

S1085a	Aotearoa	S1098a	Nuclear Free
S1086a	Beehive	S1099a	OE
S1087a	Cook	S1100a	Pinetree
S1088a	Dog	S1101a	Quake
S1089a	Edmonds	S1102a	Rutherford
S1090a	Fantail	S1103a	Southern Cross
S1091a	Goodnight Kiwi	S1104a	Tiki
S1092a	Haka	S1105a	Upham
S1093a	Inter-Islander	S1106a	Vote
S1094a	Jelly Tip	S1107a	Weta
S1095a	Kia Ora	S1108a	X-treme Sport
S1096a	Log o' Wood	S1109a	Yarn
S1097a	Mud Pools	S1110a	Zeeland

North Island Main Trunk Line Centenary (3 September 2008) S1111-5

Apart from the grey-looking meaningless shot of the "Last Spike Ceremony" (50c value) some spectacular thematic designs in a functional set. The list of stations on the line tracking around the margins of each design is a nice touch and a clever device to build in interest without making the design cluttered.

Designed by Communication Arts, Wellington. Printed by Southern Colour Print, Dunedin by offset litho in four process colours.

• Gummed sheets of 25, Tullis Russell 104 gsm Red Phosphor stamp paper.
Perforation 14, mesh horizontal.

Designs are:

S1111a	50c	Manganui-o-te-Aro 1908
S1112a	\$1.00	Taumararui, 1958
S1113a	\$1.50	Makatote Viaduct 1903
S1114a	\$2.00	Raurimu Spiral, 1964
S1115a	\$2.50	Hapua Whenua Viaduct, 2003

Definitive Reprints (July? 2008)

No change to technical details of stamps but see note below re booklets.

PE49a	\$1.00	Rangitoto Island 1-Kiwi
PE48b	50c	Lake Coleridge, Bklt 2-Kiwi W111a(Y)
PE49b	\$1.00	Rangitoto Island, Bklt 3-Kiwi W112a(X)
PE27d	\$1.50	Arrowtown, Bklt 3-Kiwi W92b(Y)

Note: All three booklets have "RRP" and the explanatory "(Recommended Retail Price)" adjacent to and underneath the price tablet on the front cover. The \$1.50 only has the website URL and "... and specifications" added to the final paragraph on the back cover. All three have various minor additions/deletions from the rates table inside front cover.

These latest reprints (booklets) have a thicker and more variable coating of phosphor tagging than earlier prints – especially noticeable under UV. This, in itself, is insufficient to distinguish between stamps of the various printings.

NEW ZEALAND REMAINS STRONG

by Andrew Dolphin

In these troubled times, it is good to know that the market for fine New Zealand stamps appears to be strongly weathering the current worldwide economic and financial difficulties, and remains as strong as ever.

The following is extracted from the Preface to the 2009 Edition of the Stanley Gibbons Commonwealth & British Empire Stamps Catalogue 1840-1970, by Hugh Jefferies, Catalogue Editor.

"Once again, the past year has seen numerous occasions when significant rarities or stamps in exceptionally fine condition have gone under the auctioneer's hammer and often achieved surprising prices, significantly in excess of those in last year's catalogue. As always, these realisations have been reflected in the price revisions in this edition. However, the market is not defined only by 'blue-chip' items which achieve newsworthy prices at auction; it is defined by more 'regularly traded' items at more modest price levels. As demand for such items goes up, so must prices.

"In New Zealand the Chalon heads have seen extensive revision and, indeed, the whole country has been carefully reviewed throughout, with significant price increases right through to the 1960's. The postal fiscals are nearly all up in price."

Work is currently underway on the 2009 Supplement to the CP Catalogue of New Zealand Stamps, and sentiments like those of Mr Jefferies (above) all play their part in helping us set new price levels.

CALs CORNER Part 5

by Andrew Dolphin.

2008 50c Koru Produced in May 2008 by Saatchi & Saatchi Ltd for New Zealand Post. This CAL was used for a NZ Post stationery product as part of their "Send and you shall receive" promotion. These stationery sets consisted of four illustrated envelopes depicting Koru, cabbage tree, flax flower and pohutukawa flower. Each envelope had the Koru CAL affixed.

2008 50c PostShop Where things to do get done Produced June 2008 again by Saatchi & Saatchi Ltd for New Zealand Post. This new NZ Post promotional campaign CAL is in the same style as their 2007 "Send and you shall receive" CAL.

2008 Freckle Design 50c This CAL simply gives the company name, its 0800 number and its website address. Produced July 2008. Freckle Design offers a mobile design service to the greater Waikato area. They offer corporate identity, business stationery, advertising campaigns, websites and all other print media.

2008 Tarapex 2008 Exhibition Third Issue In April this year, Tarapex 2008, issued their second CALs for Tarapex 2008, a set of three, two at 50c showing Moas and one for \$1 showing Pouakai Eagle. The \$1 Pouakai Eagle CAL has now been reissued in self-adhesive format with First Day Covers being used to stamp the Mt Egmont Pigeon Post re-enactment 2008 envelope. The date of the FDC is not yet known but is planned for September 2008 and the cover will be the first day of issue of the new self-adhesive format CAL.

2008 Stockguard Buy NZ Made 50c The next 2008 CAL is one for Stockguard Laboratories (NZ) Ltd. This CAL simply shows the company name above the 'Buy NZ Made' Kiwi logo and was issued 12 May 2008. Stockguard is a company based in Hamilton specialising in the pharmaceutical development and manufacture of veterinary products, especially veterinary antibiotic products, in New Zealand.

Continuing the listing on Temporary Page Appendix C4

2007 50c Connect Mortgages more than mortgages Produced 16 Oct 2007 by Connect Mortgages Services Ltd, an Auckland based finance business involved in home loans, investment loans, financial reviews, education and insurance.

2007 50c First National Guardian Produced 21 Sept 2007, Guardian First National Ltd is a real estate company (slogan: We put you first with FlyBuys), one of New Zealand's largest real estate groups with offices New Zealand wide. First National used up their supply of CALs fairly quickly and when they ran out, decided to reorder with the reprint being produced 21 Nov 2007.

2007 50c Havoline Motor Oils Racing Produced 5 Nov 2007 by advertising agency Y & R promoting their clients Havoline racing teams Ford Falcon driver Angus Fogg. Havoline is the motor oil used by the Ford race team. Angus Fogg races for the New Zealand V8 Championship title.

2007 New Zealand Defence Force A set of two 50c CALs produced by the New Zealand Defence Force based at Ohakea Air Base. The first produced 13 Nov 2007

depicting RNZAF C130 Hercules (NZDF) and the second one produced 20 Nov 2007 depicting a RNZAF P3K Orion (NZDF). Thus the description on Temporary Page Appendix C4 needs altering with the second Hercules stamp description corrected to P3K Orion. The C130 Hercules is a military transport aircraft used for troop and medical evacuation and cargo transport. The P3K Orion is a maritime patrol aircraft used for search and rescue missions and Antarctic flights to Scott Base, Ross Dependency.

2007 50c Karamaea Hardware This small New Zealand town on the West Coast of the South Island produced a set of two 50c CALs featuring Karamaea's Hardware Store which includes the New Zealand Post franchise. The first CAL with black lettering was produced 7 Dec 2007 and the second CAL with red lettering was produced 31 Dec 2007.

2007 50c Kendelier Lighting Brilliance Produced 23 Nov 2007 by Kendelier Lighting Ltd, an Auckland manufacturer and exporter of outdoor lighting equipment.

2007 50c Kurtlanger camera Ordered 18 Sept 2007 by Christchurch professional photographer Kurt Langer.

2007 50c Phonak Audéo Personal Communication Assistant Produced 31 May 2007 by Phonak New Zealand Ltd, a company specialising in the design, development, production and worldwide distribution of technologically advanced wireless and hearing systems. Perhaps in an effort to dispel the stereotype of a person with hearing difficulties, a male model was selected from an Auckland modelling agency to model their most recent and most discreet hearing aid, which they have named an Audéo Personal Communication Assistant. Although a good idea in theory, as the hearing aid is so discreet as not to be visible in a full face view as in this CAL and with no other descriptive wording of any sort, the effect was rather lost on this CAL. Before Phonak was identified as this CAL's originator, various other rumours were circulating amongst the CAL collecting community as to just what on earth this one was all about. (Indeed, some of these rumours do not bear repeating "in this family magazine").

2007 50c Montana World of WearableArt Awards Show In May 2004, New Zealand Post issued a set of five stamps for World of Wearable Arts S893-7, and three years later on 9 August 2007 WOW released their own CAL. The Montana World of WearableArt Awards Show is celebrated each year in September in Nelson. The first show was in 1987 and today it is an internationally acclaimed seven night theatrical extravaganza, now staged in Wellington. Nelson is home to the World of WearableArt Museum.

2007 50c Motorbike Racing First Place Cup Winner Produced 6 Sept 2007 by Lyntec Holdings Ltd, this CAL features 18 year old Katherine Prumm who was the winner of the 2007 World Motocross Women's title, making her the FIM World Women's Motocross Champion for the second year in a row. Lyntec Holdings Ltd are the Kawasaki motorcycle distributors in Auckland.

(Thanks are due for research contributing to this article to Jo Blyth, Margaret Ingley and David Stalker).

New Zealand Stamp Exhibition Dates

Tarapex 2008 7-9 November 2008

A New Zealand National exhibition plus Australasian Challenge, TSB Stadium, (next to the Racecourse, near Pukekura Park), Mason Drive, New Plymouth.

Open: Friday 7 November, 10am-5pm

Saturday 8 November, 10am-5pm

Sunday 9 November, 10am-4pm

National Literature Exhibition 27 June 2009, Palmerston North

Timpex 2009 17-19 October 2009

A New Zealand National exhibition, SBS Events Centre, Aorangi Park, Timaru

Palmplex 2010 12-14 November 2010

A New Zealand National exhibition, Arena3 Stadium, Pascal Street, Palmerston North

CPS 2011 August 2011

A New Zealand National exhibition for Christchurch Philatelic Society's Centenary, 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

STAMPS FOR CHARITY

We are quite often asked for the name and address of a worthy cause for charity donations of used stamps torn off the mail, old accumulations of stamps, unwanted beginner's stamp collections, etc. One such charity organisation that we can now suggest for this purpose is:

Anglican Missions Board
PO Box 12012
Thorndon
Wellington

They have a distinct need for all stamps, worldwide, in any condition, of any age. Material sent to this charity would be for a most worthwhile cause benefiting the many charities supported by the Anglican Church of New Zealand.

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EIGHTY-FIVE YEARS AGO

From The New Zealand Stamp Collector – October 1923

AUSTRALIA DISSENTS

During a speech at Dargaville recently, the Postmaster-General (Hon. J.G. Coates), made an important statement in connection with penny postage, which comes into operation on October 1st. He said that all countries in the Postal Union with the exception of the Australian Commonwealth, had agreed to accept penny postage from New Zealand. He had received a communication to that effect yesterday. He did not know any reason for the Australian refusal, but he said: "it is not for us to interfere in Australia's domestic affairs. I suppose they know their own business best".

Thus, he stated, all letters to Australia would have to bear three-half-pence postage. He was disappointed, but would try again to see if Australia would not come into line.

NEW ZEALAND PHILATELIC COUNCIL

Representatives have been appointed and, in accordance with the decision of the Congress, form an Expert Committee. Any New Zealand collector is eligible to apply for expert opinion, and full particulars will be supplied on application to the Secretary.

Mr. Charles Lathrop Pack, FRPSL, the well-known American collector, is particularly interested in the early cancellations of New Zealand and has evidenced his interest in a practical manner by donating the sum of \$20 which is to be used to provide a medal for the reward of original research. The thanks of the Council are due to Mr. Pack. Mr. Pack has made only one stipulation, that a copy of all data is to be submitted to him. The Council will welcome correspondence from specialists on this matter.

An endeavour is being made to start several new societies, in parts where no organized body at present exists, and the Council is also at the service of all collectors in an advisory capacity.

FIFTY YEARS AGO

From the Newsletter October 1958

by Campbell Paterson

1/9d Q.E. Invert N12a(Y)

Mr. R.N. Thomas has shown us the current 1/9d with inverted watermark – alas, only a single used copy. It is tantalising to think of a postal clerk somewhere casually breaking up a sheet of 160 inverts and neither he nor any of his customers noticing the variety.

It is an astonishing fact that during the currency of the Q.E. stamps we have learnt of no less than seven inverts (1½d, 6d, 8d, 9d, 1/-, 1/6d, 1/9d) only through an odd copy or two of each, usually used. In not a single Q.E. case (outside of the Booklets) has an invert been spotted in time to save the sheet or even a substantial part of it. Surely, even if postal clerks are not interested, every collector should have a quick look at a stamp when he buys one.

Sight-sorting the 1935 Pictorials L14 3/- Mt Egmont

Once again I will presume that you have in front of you a heap of unsorted stamps; also that you can distinguish vertical from horizontal mesh and fine paper from coarse paper.

Making sure that all stamps are cleaned of old paper and hinges, turn the pile face downwards and away we go. First select out all stamps with vertical mesh. These are all the first or "registered" watermark. (One can only loosely call them "single" watermark as each stamp carried two of the "N.Z. and Star" units). Dealing first with these vertical mesh stamps, there are two perfs to be separated – the 13-14 x 13½ and the 13½ x 14. Using the gauge you can safely classify as 13½ x 14 any stamp which gauges a regular 13½ over the whole length of the long sides. The others will be 13-14 x 13½ and can now be labelled "L14a". Putting these aside, deal now with the 13½ x 14. Check the watermarks. Any which are **inverted and reversed** will be the great rarity L14c of which only 3,000 ever existed. Those with normal watermark will all be L14b, the result of the "wet-printing" experiment. Rarely, copies of L14b are found with the **inverted** watermark and care must be taken not to mistake these for L14c.

You have now disposed of all your "first watermark" stamps and you can turn to the pile previously put aside having horizontal mesh. Dealing with these face downwards, put aside all with coarse paper. The remainder, all on fine esparto paper will be perf 13-14 x 13½ or perf 12½. The separation of these is easy by the gauge or by sight as the perf 12½ holes are noticeably larger. Label the 13-14 x 13½ stamps "L14d". Label the 12½ stamps "L12e".

You now have only the coarse paper stamps left on hand. These will include two different perfs: 13¾ x 13½ and 14¼ x 13½. Though your gauge may not give quarter perfs you need not have any real difficulty. You can take it that if the long sides of a stamp nearly fit the 13½ line of dots on the gauge then you have the 13¾ x 13½. The other perf nearly fits the 14½ dots but is nowhere near to fitting the 13½, that is, as far as the long sides of the stamp are concerned. Once you have these two perfs separated you label the 13¾ x 13½ "L14f" and the 14¼ x 13½ "L14g". This completes all your sorting outside of such specialist work as looking for inverted watermarks in L14b and L14d, frame retouches in all issues and for centre retouches, flaws and re-entries in L14e, f and g. Some of the re-entries in these last are good examples. It is possible, given large supplies, to reconstruct the whole sheet so that every stamp is identified and in its original place. This is done by the use of evidence provided by both the frame retouches and centre re-entries and flaws. Of course a full description of the evidence needed for "plating" is quite beyond the scope of the Newsletter, but I believe may be given in the forthcoming Volume IV of the Handbook.

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.

"The service from your company has always been first rate and I hope to be able to return to collecting in the near future."

M.C., Dorset, UK

OFFICIALS

Starting a run through the Overprinted Official issues – an opportunity to fill gaps.

King Edward VII – Mint

375(a)	HO1a	½d Green. Green UHM	\$75
		Yellow-green UHM	\$75
		Or the pair LHM	\$75
376(a)	HO3a	3d Chestnut p.14 x 14½ Chestnut UHM	\$145
		Deep Chestnut UHM	\$145
		Deeper Chestnut Fine UHM block of four	\$400
		Or Chestnut and Deep Chestnut in LHM, pair	\$145
(b)	HO3c	3d Ditto p. 14 x 13½ LHM copy	\$200
377(a)	HO6b	6d Carmine p.14 x 14½ Carmine superb block of four UHM	\$750
		Or single UHM	\$175
		Or LHM single	\$75
378(a)	HO7b	8d Indigo-blue p.14 x 14½ Deep Bright blue UHM	\$125
		Or Deep Bright Blue and Indigo-blue in LHM, pair	\$125
(b)	HO7c	8d Ditto p.14 x 13½ Deep Bright Blue UHM block of four	\$600
		Or Deep Bright Blue UHM	\$125
(c)	HO7d	8d Ditto Two perf pair Indigo-blue VVLH	\$300
379(a)	HO8b	1/- Orange-vermilion UHM	\$500
		Or Vermilion UHM	\$500
		Or the pair of shades VLHM	\$400
1d Dominion			
380(a)	JO1a	De la Rue Paper Carmine and Carmine-pink in UHM set	\$20
		Or (W) Q flaw UHM	\$130
		Or VLH	\$50
		Or Carmine and Carmine-pink in VFU set	\$7
		Or (W) commercially used Q flaw	\$35
		(X) Feather flaw U	\$15
		(Y) Globe flaw U	\$12.50
(b)	JO2a	Jones Paper lightly hinged example	\$20
		Or VFU	\$20
		Or (Z) Globe flaw FU	\$80
		(Y) Feather flaw FU	\$80
(c)	JO5a	Art Paper with litho watermark UHM copy	\$20
		Or VFU copy	\$60
		Or (Z) commercially used Globe flaw	\$90
		(Y) Feather flaw LHM	\$50
(d)	JO6a	Cowan LHM	\$17.50
		Fine used	\$5
		(X) N flaw U	\$175
		(Z) Globe flaw U	\$50
		(Y) Feather flaw U	\$50
(e)	JO7a	Reversed Watermark UHM	\$180
		VFU	\$60
George V Recess			
381(a)	KO4a	3d Chocolate-brown magnificent UHM block of four	\$175
		Or single UHM	\$40
		Or Plate 18 in fine block UHM	\$900

		Or Top right serial number selvage block UHM	\$250
		Or plate single, Plate 19 UHM	\$250
		Or Chocolate and Chocolate-brown, fine used pair	\$11
		Or (X) watermark inverted, fine used	\$15
381(b)	KO4b	3d p. 14 x 14¼ Chocolate-brown superb UHM bottom selvage block of four, slight plate wear	\$240
		Or single UHM	\$60
		Or Deep Chocolate and Chocolate-brown, fine used	\$16
		Or (Y) inverted watermark commercially used	\$12
(c)	KO4c	3d Ditto two perf pair Chocolate-brown UHM	\$275
(d)	KO4d	3d Ditto Pictorial Paper p. 14 line Chocolate block of four UH	\$140
		Or single UHM	\$35
		Or commercially used fine	\$200
(e)	KO5d	4d Violet p. 14 x 13 ¼ UHM	\$125
		Or Plate block HM, gum disturbance stamps, selvage, block	\$75
		Or Ditto plate single UHM, narrow left selvage (Cat \$350)	\$275
		Or fine used	\$125
		Or (Z) R1/6 fine used	\$100
		Or (Y) R4/10 CU	\$95
(f)	KO5g	4d Ditto p. 14 x 14¼ in Dull Purple serial number block UHM	\$450
		Or UHM block	\$425
		Or Single UHM	\$115
		Or very fine used Deep Bright Violet, Blackish-purple, Deep Purple, Blackish-violet in fine set	\$250
		Or Deep Bright Violet Used	\$14
		Or in fine Fiscally used block of four, the finest Deep Bright Violet example we've ever seen	\$20
382(a)	KO8a	6d Carmine p. 14 x 13¼ Carmine superb block of four UHM	\$150
		Or single UHM	\$35
		Or Carmine-rose LHM superb example	\$100
		Or Plate 37 in block (Narrow selvage) (Cat \$1100) UHM	\$875
		Or Ditto Plate Single UHM	\$300
		Or fine shades set Deep Carmine, Carmine-pink, Dull Carmine-rose FCU	\$150
		Or Carmine-pink FU	\$20
		Or Carmine-rose FU	\$150
		Or Carmine-lake in good commercially used example (guaranteed) (Cat \$950)	\$775
(b)	KO8b	6d Ditto p. 14 x 14¼ Plate 37 in UHM block	\$1600
		Or in UHM Deep Carmine block of four	\$225
		Or single UHM	\$55
		Or in Pink, single UHM	\$65
		Or Carmine, Carmine-pink, Pale Carmine in fine set U	\$15
		Or Pink in deep aniline shade U	\$25
		Or Deep Carmine-rose, fine U	\$135
(c)	KO8c	6d Ditto two perf pairs Bright carmine pair in UHM	\$400
		Or in fine commercially used	\$500
383(a)	KO10d	8d Red-brown p. 14 x 13¼ fine UHM	\$550
		Or LHM fine	\$250
		Or Plate 39, plate single	\$750

		Or fine used	\$500
		Or commercially used	\$375
384(a)	KO11a	9d Pale Sage-green p. 14 x 13¼ Sage-green UH(Cat \$200)	\$160
		Or lightly hinged	\$50
		Or Deep Yellow-Olive LHM example	\$125
		Or Plate 25 full selvage single UHM (Cat \$550)	\$325
		Or very fine used Sage-green (Cat \$150)	\$100
		Or very , very fine commercially used block of four	\$500
		Or Deep Yellow-olive VFU (Cat \$300)	\$225
385(a)	KO12a	1/- Vermilion p.14 x 13¼ Orange-vermilion block UHM	\$500
		Or in Orange-vermilion plate single UHM (Cat \$300)	\$250
		Or Orange-vermilion FU	\$80
(b)	KO12b	1/- Ditto p. 14 x 14¼ Vermilion UHM	\$100
		Or Orange-vermilion UHM	\$100
		Or Superb block of four UHM	\$450
		Or Salmon UHM	\$110
		Or Pale Orange-vermilion UHM	\$100
		Or lovely set of the four shades in LHM Vermilion,	
		Orange-vermilion, Salmon and Pale Orange-vermilion	\$100
		Or Orange-vermilion Plate 41(1LH,3UH)selvage gum spots	\$425
		Or Vermilion fine used	\$17.50
		Or Orange-vermilion FU	\$10
		Or Salmon FU	\$85
		Or Pale Orange-vermilion FU	\$125
(c)	KO12c	1/- Ditto two perf pairs Vermilion in LHM	\$120
		Or Orange-vermilion fine LHM	\$100
		Or Orange-vermilion very fine used (coin-type date-stamp)	\$650
CALs OFFERS			
470(a)	2005/2006	CALs Pack 1, fourteen values	\$20
471(a)	2004	BMW Cars early scarce single value CAL, not included in above CAL Pack 1 UHM	\$550
472(a)	2007 Feb 1	Huttplex 2007 Stampshow Exhibition 1st Issue, 45c two value First Day Cover	\$25
(b)	2007 March 1	REAL Aotearoa 45c CAL used on Auckland local cover	\$10
(c)	2007 June 11	Tarapex 2008 National Stamp Exhibition 1st Issue, two value First Day Cover	\$35
(d)	2007	Tarapex 1st Issue two values blocks of four UHM	\$25
(e)	2007 June 16	Huttplex 2007 Stampshow Exhibition 2nd Issue, two values, First Day Cover	\$20
(f)	2007	Huttplex 2nd Issue 50c pairs UHM	\$15
473(a)	2007 July 3	PYC National Youth Stamp Camp Balloon flown FDC	\$30
(b)	2007	PYC National Youth Stamp Camp single, left selvage UHM	\$5
(c)	2007 Nov 29	Opie & Dron set of two CALs, self-adhesive and gummed right selvage on FDC, Terrace End, Palmerston North to Auckland.	\$20
474(a)	2008	Kiwi Stamp Circuit 2nd Issue Kiwi CAL, right selvage pair, UHM	\$5

MAXIMUM CARDS

480(a)	SS41a-3a	1982 Summer Autumn Winter Three out of the Four Seasons, set of three Maxicards	\$6
(b)	PD6a x 2, S383a	\$1 Round Kiwi x 2, Katherine Mansfield, PhilexFrance '89, set of three Maxicards	\$15
(c)	S798a-803a	2002 Lord of the Rings II – The Two Towers Superb Official set of six Maxicards	\$30
(d)	S961a-5a	2005 King Kong set of five Maxicards	\$20
(e)	S966a-70a	2005 The Chronicles of Narnia I – The Lion the Witch & The Wardrobe Excellent set of five Official Maxicards	\$20

MODERN ERRORS

A recent collection purchase revealed the following scarce and/or better examples. They are offered subject unsold and not expected to last long. All UHM.

1023(a)	SP260-2(Z)	1980 125 th Anniversary of New Zealand's First Stamps Classic black colour omitted in se-tenant strip with top selvage.	\$750
1024(a)	P11b(X)	1974 8c John Dory The key missing blue-green colour in this issue – spectacular.	\$900
(b)	P19a(V)	50c Abel Tasman National Park The hard missing dark green colour for this value.	\$750
(c)	P30a(Y)	4c on 2½c Provisional In a strip of three – an excellent example with value almost omitted.	\$250
(d)	P30a(U) (T)	Ditto – Surcharge Shift In block of four, top selvage is showing traffic lights as well as 4c. Two examples of each error – Superb!	\$2,000
1025(a)	PA19a(Z)	\$1.00 Scallop Strong, full yellow offset. Excellent example.	\$400
(b)	PA25a(Z)	15c Te Heu Heu Excellent example of green offset.	\$350
(c)	PA30a(Y)	4c on 8c Provisional Strip of five illustrating this variety in varying strengths – a very nice piece.	\$500
(d)	PA31a(Z)	14c on 10c Provisional Orange colour omitted.	\$450
1026(a)	PC2a(Z)	40c Blue Duck Scarce pale printing. Vertical pair with bottom selvage. Two excellent examples. (Cat increase)	\$675
(b)	PC2b(Z)	40c Blue Duck Vertical pair heavy print	\$400
(c)	PC17a(Z)	70c Paradise Shelduck triple impression. Lovely example of this always popular demonstration of this genre of error.	\$300
(d)	PD6c	1993 \$1 Blue Circular Kiwi Major perforation shift left, highly visual item	\$200

AUCTION CATALOGUES Nine recent auction catalogues from Spink of London, covering GB, the Monarch Collection (2), and Stamps and Covers of Asia, etc. Total auction cover price £200(!!) - \$525 **\$60**

(N.B: Plus heavy postage, if not collected)

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