

CLASSIFICATION

CONFIDENTIAL

PT/1/1

MAI/STA/6#5

GROUP

VOL 3

SUB-GROUP

POLICY

SUBJECT

POSTAGE STAMPS

# ARCHIVE

OFFICER DEALING

DCS

ED FILES

FILE OPENED

14 - 2 - 1978

FILE CLOSED

23 - 1 - 81

DCS	15/2	FS	15	22/4	DCS	5/4	PA	BN	5/10/79	5/6	PA	DCS	56	12/2	DCS	78	1/5
PA	6	CS	16	26/8	PA	DCS	48	29/6	Type	DCS	44	22/4	Type	Type	-	-	-
DCS	7	Type	-	27/9	CS	34	31/3	Reg	DCS	1/11	Type	23/11	PA	PA	-	-	-
DCS		DCS	-	27/9	PA	PA	Type	DCS	-	23/11	DCS	58	12/2	DCS	81	-	-
PA	1/3	DCS	-	28/9	DCS	37	1/6	DCS	49	DCS	-	23/11	PA	PA	-	-	-
DCS	BN	DCS	-	29/6	Type	SH	4/6	PA	-	DCS	6/11	DCS	60	DCS	81	-	-
DCS	9	PA	Reg	2/5	DCS	47	6/10	DCS	50	25/8	DCS	Type	27/11	PA	Type	-	-
DCS	12	DCS	-	3/10	DCS	4/6	Type	BN	16/11/79	DCS	-	27/11	DCS	63	4/3	PA	-
DCS	8	1/10	BN	3/11	DCS	5/10	DCS	2/8	Type	12/11	DCS	27/4	Type	DCS	83	-	-
DCS	9	5/7	DCS	17	DCS	6/6	DCS	2/8	DCS	-	28/4	BN	24/3/80	Type	-	-	-
DCS	9	9/10	BN	15/12	DCS	6/6	DCS	PA	PA	DCS	52	DCS	52	DCS	83	-	-
DCS	10	9/5	DCS	BN	PA	PA	DCS	40	14/11	DCS	18	DCS	66	DCS	80	2/6	-
Reg	10/5	BN	10/11	29/5	DCS	40	12/6	DCS	2	53	Type	14/11	DCS	19	Type	28/5	PA
DCS	10/5	DCS	BN	Type	1/6	Type	29/5	DCS	15/11	48	DCS	-	24/3	DCS	87	-	-
PA		BN	3/10	79/5	PA	DCS	21/8	DCS	15/11	Type	14/12	BN	20	27/3	PA	-	-
DCS	12	2/7	DCS	BN	3/11	DCS	44	15/6	DCS	DCS	14/12	Type	28/3	PA	89-92	-	-
Type	-	1/5	BN	19/2	Type	1/6	BN	5/10/79	PA	DCS	4/12	DCS	-	3/3	PA	-	-
DCS	-	1/8	DCS	BN	DCS	-	15/6	DCS	56	DCS	4/2	13/11	DCS	-	DCS	93	-
DCS	-	1/8	BN	DCS	-	18/6	DCS	57	21/9	Type	16/11	PA	-	PA	PA	-	-
DCS	-	1/8	DCS	15	30/2	DCS	Type	-	21/9	DCS	16/4	DCS	53	DCS	70	PA	94
DCS	-	1/8	Type	-	24/3	PA	DCS	24/9	DCS	-	16/11	DCS	Type	Type	94	-	-
DCS	14	18/9	DCS	-	4/4	Type	1/6	DCS	24/9	DCS	55	DCS	8/11	DCS	95	-	-
DCS	14	20/13	Type	-	DCS	-	19/6	DCS	24/9	PA	DCS	55	Type	DCS	13/11	-	-
DCS	14	20/13	DCS	-	5/4	DCS	-	19/6	DCS	20	DCS	55	DCS	13/11	DCS	96	-
DCS	14	20/13	DCS	-	19/6	DCS	-	19/6	DCS	20	DCS	55	DCS	13/11	DCS	96	-

PM 22 PA

38 48 1

PCS

HE's minute at 37

2. Perhaps we should propose a meeting for pm. on Friday, 2 December? If PM. needs to refer to numerous files, I could suggest that HE. may care to come here for the meeting.

3. We ought to compile an agenda including the Capt Cook issue about which HE is unhappy in respect of the Colony. I should like to see a list of arguments for and against the Colony using the occasion; some suggestions for an alternative, if necessary; and, if an alternative is to be used, an assessment of its practicability in view of the time scale to which we would be working.

not necessary  
the

4. On this occasion Messrs. Halliday & Stephenson should not attend.

*W.*  
17/11

39 48 2

CS.

38 I think the following should be considered at the meeting to be held on Friday 2nd December at 2.30pm

1. Capt Cook issue P.T./2/41
2. Jubilee booklets P.T./2/20
3. Tuvalu system of handling stamp issues (this file)
4. BAT SG co-ordination of issues. See 49
5. Stamp matters in general
6. Opening of the airport cachet/frank | FDC
7. Celebration Issue P.T./2/36
8. Major Apaffard's letters P.T./2/3  
D.H. 24/4

40 48 3

PCS

Your proposed agenda seems fine & HE, I think, is particularly interested in Item A, papers on which I should like to see beforehand.

*W.*  
25/11

~~4~~  
4

CS

Ref BAT SG stamps. Pl see (83)

(84), (85) and minutes 12 and 13  
(103) seems to be the last word from FCO.  
DPM 28/4

~~5~~  
5

Re 5/2/78 to  
CS for  
(132)

132

We spoke about HE's minute at Folio 132.

2. Perhaps the best way forward might now be for you to prepare in consultation with PM a brief commentary on just how FIG conforms with or departs from the various points made in the Memorandum with some details. That prepared, we can ask HE to appoint a time for us to meet with him.

3. We might then also consider pursuing the points raised in Folio 131

~~6~~  
6

6

CS

5. PM + I are ready for a meeting at any time preferably a morning but not on a Monday if avoidable from P.M.'s point of view  
DPM 15/2

Rey ✓ see folio 9 1/2.

Bill with 1977 Memorandum (previous volume) on 1 March

*[Handwritten signature]*

6

YE

At folio 4 you asked for a meeting to discuss the Secretary of State's Memorandum on Postage Stamp Policy, now at folio 7.

2. I regret that pressures of other business have caused your request to have been relegated in priority, though we have mentioned it from time to time. I apologise for my not having been more energetic in bringing this forward.

3. Meanwhile, DCS and PM had prepared, at folio w/8, a commentary upon the Memorandum. This shows that in general we are following the guide-lines attentively.

4. You will also wish to see, at folio 9, Mr Sims' apologia on the Crown Agents' interpretation of S of S's guide-lines. It speaks for itself, but I ought to make just two points:

- a) whatever the merits, or otherwise, of the Coronation issue, the stamp value of 25p is of significant practical postage value within the Falklands. We have established that 70% of the inland parcel traffic would bear 25p stamps or multiples of them. In fact, future short commemorative issues are likely to include a 25p rather than a 22p stamp which is now very little used; and
- b) despite the furore in "The Upland Goose", it does seem true that the Coronation Issue is being well-received generally in philatelic circles for the quality of its design and presentation. It might be premature yet to pass final judgement upon it.

5. Finally, you may care to see the minutes of the latest meeting of the Stamp Co-ordinating Committee, at Folio 23 on P&T/7/1 attached. A number of significant projects are in hand, so I wonder whether, having seen all the relevant papers, you may now wish to call a meeting to discuss future policy and issues.

*[Handwritten signature]*

CS  
1.v.78

9

c.s. I am grateful to have seen  
 for commentary so fully on  
 S of S's Dispatch. I am satisfied  
 we are following your guidelines  
 and I will not disturb you with  
 "priorities"!  
*[Handwritten signature]*

ACS To see HE's Comments at 9

9/5

CS  
seen, ty.

9/5

12.

D.C.S.

Please refer to the letter sent to the Crown Agents at folio 101 in vol. 2.

As no credit has yet been received from Messrs Unicover Ltd I will be garetful if a reminder can be sent off to C/A's please,

Done  
D.C.S.

for FS  
24.7.78.

13.

YE.

(24) An increase in ~~the~~ commission rate was inevitable, I suppose, in the face of rising costs. I hope the thorough examination of the services the Crown Agents provide will be productive.

D.C.S. 18/9/78

14

ACS 20/9

I agree with your comments & I was particularly interested to read Mr. Sime's remarks about the importance of the role of the local philatelic bureau. In a way he is preaching to the converted

we must try to ensure that we obtain all possible help in establishing out on a sound footing as quickly as possible. Has the PM, I wonder, any proposals for possible implementation at this stage?

2. Both he & F. may care to see Mr. Quin's letter?

*[Handwritten signature]*

15

FS

To note (24) pl

*[Handwritten signature]*  
20/9

16

b. s.

Allen K. Y.

*[Handwritten signature]*

G.S.

22/9/78

17

ag. c. s.

Reference (23) no reply has been received, can a further reminder be sent please.

*[Handwritten signature]*  
21/11/78

18

~~47~~ 18

CS

The Sir Francis Drake idea came from the Crown Agents in their letter at f. 56

2. The Stamp Committee thought it a possibility, and we asked the Crown Agents at f. 59 for their views, but haven't got anything other than the tel at f. 47 which doesn't give an opinion on the likely reaction to our featuring Sir Francis Drake who never visited the Falklands.

3. On reflection I am not in favour of deviating from our policy of relevancy to take in Sir Francis Drake. It would mean changing our programme, and all in all, I do not think we are justified in featuring Sir Francis Drake. I know we took part in the "Rowland Hill" but he "invented" stamps (bless him!)

*DSM*

DCS

4 12 79

~~47~~ 19

DCS

Although I have always had a great admiration for Drake I must reluctantly agree with you. I suggest you tell CAs we have changed our minds. *DS 5/20*

20

*Phr*

(65) with (44) & (61). Pl let me have your early comments on the Crown Agents letter.

*DSM 26/3/80*

21

D.C.S.,

I agree with previous correspondence on this matter that we should not become involved in this scheme. I think we would be on very dangerous ground indeed. We can discuss if you wish?

*DSM*

P.M. 27.3.80

Pm

22

Pl see (96) and w/d your award

25m

26/1/81

23

Ag. C. S.

See l. y. and award withdrawn

26

26.1.81.

24



Green Patch,  
East Falklands,  
Falkland Islands.

130  
1  
Copied p. 2. to P17/2/44

The Hon. Chief Secretary,  
Chairman,  
Stamp Committtee,  
Secretariat. Stanley.

7th January 1978.



Dear

John,

I am writing to you with a few thoughts concerning Falkland Island stamp issuing policy for the future, with a view to increasing revenue without lowering the standard and reputation of our stamps in the world.

Booklets: It was a pity that the Jubilee Booklet was in sheetlet form but that is now all water under the bridge. For future issues, booklets can be a useful source of revenue as well as of practical benefit to the public.

I would like to suggest that we issue booklets of the new "mail boat" issue containing stamps of current use, namely 3p, 6p, and 11p, either all in one booklet or separate. The stamps must be in their original form, i.e. normal sheet stamps without a special surround - they have the edging on one side only for attachment to the booklet. The booklet itself can be attractively printed and contain such as a description of the Islands, current postage rates etc. For your information I enclose a booklet of 7p stamps from Britain. An alternative to this form could be like the earlier U.K. stamp booklets which were stitched together through the stamp edging.

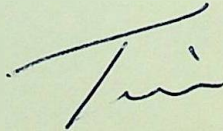
Minature or Souvenir Sheets: I am not in favour of these at all. Britain is producing one in 1978 but purely to raise money for financing the International stamp exhibition in 1980. In other words this sheetlet is for a specific philatelic event and as such is accepted by philatelists. I think that the forthcoming Crown Agents Omnibus sheetlet issue for the 25th Anniversary of the Coronation just falls within the limits as it is not just a one country affair, it is being organised by a group of Commonwealth territories. Also I am very conscious of the estimated £250,000 revenue that we can expect. However I would suggest that the Crown Agents are asked to be very careful about such types

of stamp issues in the future.

Presentation and Souvenir Packs. This is something which we should get moving on as soon as possible. The point to remember is that in such a pack, containing normal sheet stamps, nothing has been done to interfere with the stamps or the printing of them: what is done is to package and market them in an attractive form. I fully support the recommendations made by the Pepper Report in this area. As an example I enclose three such packs produced by the G.P.O. in Britain. Such packs would I feel be widely purchased by tourists visiting the Islands and also sell well overseas, particularly at stamp exhibitions - I also would like to see the Falklands represented at international exhibitions. Not only should this increase our revenue but it will also get us more international publicity which would help us in other areas as well as philatelic revenue.

I hope that my views may be of some use to you and the Committee.

Yours sincerely,



T.J.D. Miller.

N.B. Would be grateful if the presentation packs and booklet could be returned to me eventually as they are part of my collection.

Obviously the sale price of a pack would include a figure to cover printing costs etc.

in my safe. <sup>13/1</sup>

1. It is most important, when considering real philately, to have constantly in mind that above all postage stamps are issued to pay postage on letters and other postal matters and, I believe in the case of the Falkland Islands, to pay certain revenue and tax dues. Once one gets away from this concept, one starts to run into trouble. Over the years certain collecting interests have developed, such as collecting covers cancelled on the first day of use of a particular stamp series, and such varied things as the collecting of postmarks, special cachets and other peripheral material such as postal stationery, revenue stamps, registration labels and so on. Apart from First Day Cover collecting, which is harmless, all the other types of collecting mentioned are geared to the operation of the Post Office in its normal day to day business.
2. Philatelists. There are, of course, many types of collectors of stamps, though not all of these are Philatelists in the accepted meaning of the term: these range from (usually) children who often collect to a theme (topic in American parlance) to Postal Historians, who chiefly collect used covers bearing the correct postal rates at specific dates/times or representing specific events/circumstances in the issuing country; Aerophilatelists, who collect flown mail, and so on. Apart from these are the pure investors, who are lured by various means to set aside stamps purely in the hope, often a vain one, of reaping a profit from stamps rather than from the more usual means of investing money; these pure investors care little about philately or their stamps: they do not study them or probably even look at them except as a Midas counting his hoard, and their one aim is to reap the maximum profit in the shortest possible time, though often any increase in value is absorbed by inflation, especially where modern issues are concerned. Then there are the gimmick collectors, who put away anything from souvenir match boxes to brass buttons or Souvenir Sheets of stamps. People can collect anything they like, but these latter two classes of collector can by no stretch of the imagination be counted as Philatelists; they are tolerated, but become hated and resented by Philatelists when they influence the philately of any country - because of the disruption caused to a fine hobby.
3. Irresponsible Philately. Over the last decades a number of postal administrations, especially those of the newly independent nations, discovered that there was a great deal of money to be made out of stamp collectors. They therefore played on this to the maximum in various ways: for example they over-issued in quantity and frequency to attract extra income, or they under-issued in quantity on certain stamps to create a market; they manipulated the face value of stamps regardless of postage rates to maximise their profit; they put two or three stamps together into a small sheet, so that collectors would be tempted to collect the sheetlet in its own right; they reinforced this by adding marginal markings on the sheet, and, sometimes, they issued normal sheet stamps and these "miniature sheets" at the same time, so that collectors would be tempted to collect the stamps in both forms, and thus double the Post Office profits; recently one country discovered that by inscribing the date of issue in the margin of all definitive stamps, and then by reprinting every year <sup>with a new date</sup>, they could tempt some collectors into buying a complete new definitive set every year; another postal administration discovered that by issuing stamps for an outlying and practically uninhabited group of islands with few postal needs, they could create a whole new country to collect; one or two "postal authorities" have created stamps for totally uninhabited islands having no postal system at all. The various combinations of reaping extra profits at the expense of the collector have been legion and new ideas are being thought up every year. Such postal administrations are described, with surely some reason, as being greedy! Ghana was one of the first postal administrations to attempt to "Rip off the collector" (as the Americans so aptly describe it) and, once as the Gold Coast a popular collecting country, it is now no longer collected - the philatelists having been "Ripped off" looked elsewhere. St. Vincent, as well as several other West Indies countries, is now going down the same drain. Inevitably these postal administrations have found out, usually too late, that most philatelists will not collect all this gimmicky

material and sales dwindled; this has usually meant thinking up new gimmicks to try to maintain the country's income from the Post Office with the inevitable results, because these irresponsible issues have little or nothing to do with philately, because collectors simply cannot afford the outlay especially on rubbish, and because they debased the monetary value of the country. This is the slippery slope on which philatelists now see the Falkland Islands embarking, if not well on the way. Don't forget we have all seen it before many times, starting in just this way. Don't forget that not only will the philatelists desert the Falkland Islands for other spheres, but the investors will too, because there will be no profit in their investment!

4. Falkland Islands Philately. Apart from one unfortunate episode over a Miniature Sheet in 1974 and a crazy set of designs in the same year (UPU), the Falkland Islands, by some good luck and some good judgement, have carefully steered their stamp issues, so that all the pit-falls and gimmicks have been avoided. Issues, apart from important Royal occasions, have generally been related to Falkland Islands events and almost always the designs have featured Falkland Islands subjects; quantities have been realistic and one of the most praiseworthy policies maintained. This has resulted in a large number of philatelists, who had become disillusioned with the irresponsible policies of other countries increasingly turning to the Falkland Islands for their collecting interests. Many of these are amongst the higher echelons of philately in the World - take for example Mr Bauer who is Secretary Of the largest philatelic society in the World or Mr Ayre who wins Gold Medals and "Best in Competition" awards -, amongst the wealthiest (Presidents of Banks, American businessmen, wealthy South Africans), amongst the most learned (a Bishop, several University Professors, countless Doctors, Lawyers, and School Masters) and a few of the better known philatelic journalists (Hal Jernigan, for example). These people have gradually become intensely interested and devoted to the Islands and the Islanders themselves. At this time the following of Falkland Islands Philately in general has become so great, that it is counted amongst the ten most popular countries in the World. Similarly the Falkland Islands collector is slightly special (take for example our two members from Stanley Gibbons - Mr Aggersberg, who is the Editor of the Stanley Gibbons Elizabethan Catalogue and Mr Colin Whitehead, who is the Manager of Stanley Gibbons Rare Stamp Department) in that he does tend to be a very high grade philatelist who will not accept gimmicks or other outpourings of the irresponsible issuing countries. Falkland Islands Philately could be equated to Fortnum & Mason, whereas St. Vincent, for example, could be equated to Fine Fare or some other inferior supermarket. The policy statement issued by the Falkland Islands Government last March promised Fortnum & Mason quality goods, whereas the product now being put on the shelf is of the worst Fine Fare supermarket standard, and the established Falkland Islands clientele will not buy it. The product, in the view of the Falkland Islands Philatelist simply does not fall within the policy guidelines!

5. The Coronation Anniversary Issue. To look at this proposed issue in detail:

- a. The fact of making the issue at all. Open to a deal of criticism being so soon after the Silver Jubilee, but possibly you can get away with it in spite of obvious criticism. Don't expect the same sales as for the Silver Jubilee issue, whatever the format.
- b. Three stamps with different designs se-tenant. No doubt open to criticism, but possibly will be accepted. I wonder how many non-British people will refer to it as "The Three Beasts" - and I apologise for making such a suggestion, but I am trying to be objective, not offensive.
- c. Face Value. This is advertised as 25p. per stamp. This bears no relation to any postal rate or needs, except for an Inland parcel weighing 4 lbs. I wonder how many Inland parcels of 4 lbs. Harry Luxton handles every day? Such a face value is totally unacceptable.

It was either an arbitrary figure, a joke or a complete "Rip Off"! In all good sense this MUST be changed. Does someone think we are stupid?

- d. Miniature Sheet Format. Very bad indeed - not anywhere within the guidelines of the Policy Statement. Totally unacceptable!
- e. Marginal Markings between the two se-tenant strips. Pure gimmickery. This is far beyond the Policy Guidelines. Completely unacceptable. Is the Falkland Islands Government trying to laugh at us and the support we have given them in the past?

Conclusions: The whole item is pure gimmickery, bearing no relation to postal needs or postal use; it is designed solely and purely to gain as much money as possible for the Falkland Islands Government at the expense of the philatelist. In American parlance it will be described as "A Complete Rip-Off!", and various people will accuse the Falkland Islands of greed - and at £1.50 per sheet, not surprising! This issue has nothing to do with the hobby of Philately. To include it in any stamp exhibition at any level will earn the exhibit MINUS marks. It is a certainty that the American Philatelic Society will award it a large BLACK BLOT. No serious philatelist will give it space in his collection. It will not go in mine - I would prefer to spend £1.50 on a Coronation Anniversary handkerchief: at least I could blow my nose on it!

6. The Crown Agents Advice. As I have outlined to the Governor, rather than some ~~whore's~~ agency, I still support the Falkland Islands employing the Crown Agents, for other substantive reasons than the advice they are now giving. Their advice of late to the Falkland Islands has been appalling, since they are merely emulating the worst policy of the other agents. I appreciate your dilemma over taking part/not taking part in this Omnibus Issue, however it must be remembered that the Falkland Islands is the most prestigious country looked after by the Crown Agents, and, furthermore, you look after two other issuing countries: South Georgia and The British Antarctic Territory, which is a large slice of the countries for which they advise. If the Crown Agents lost you as a Principal, I venture to suggest that they would not last long as Stamp Agents. Collectors of neither of these three countries will thank you for the Miniature Sheet ~~Format~~ ~~and~~ ~~the~~ ~~rediculous~~ ~~marginal~~ ~~markings~~ ~~which~~ ~~have~~ ~~been~~ ~~resisted~~, although the collectors of South Georgia and B.A.T. have a somewhat different outlook from the Falkland Islands philatelist. Secondly, it is not so much the fact of the issue which is in contention but the Miniature Sheet format and the rediculous marginal markings, together with the unrealistic face value, which should have been resisted. Thirdly, and this is most important, the Crown Agents are surely your servants, who must do your bidding; you are the Principal. Surely their advice must be considered as to whether it is good or whether it is bad. I feel more certain all the time that the Falkland Islands Stamp Committee are uncertain of what is acceptable to Falkland Islands philatelists, whom one must presume are the main purchasers, and I think this is quite understandable since it includes no philatelists! Is this not the crux of the whole matter?
7. The demand for this issue is from the worst type of cheap-jack dealer such as Ronald Frank in the United States and Rushstamps in this country; they are typical philatelic dealers prostituting the hobby by fooling the beginner and ~~misleading~~ children, but not selling to the real collector. Most collectors would not include these firms as reputable philatelic dealers, but instead purveyors of gimmicks. If the Falkland Islands wish to provide material for gimmick collectors, then this is the sort of collector they will be left with as their sole supporters, after the philatelists have departed elsewhere followed very smartly by the investors.
8. There will be no question in the eyes of your present customers, that you have departed far beyond the bounds of the declared Stamp Policy issued by the Falkland Islands Government last March. I am therefore delighted that you will be consulting with a cross-section of local people in the Islands, though

I think you have few really knowledgeable philatelists. In fact, probably the most knowledgeable is Nutt Cartmell, who although only a tractor driver by employment, does have a reasonable feel for what is good and what is bad in philatelic policy.

# THE F.I.P. LIST OF BANNED STAMPS

## Lists of Harmful Issues which are Forbidden at Exhibitions held under F.I.P. Rules

(as at November 15th, 1967)

**T**HE Fédération Internationale de Philatélie bans certain stamps from competitive entries displayed in national and international stamp exhibitions held under its patronage. Entries including any of the stamps listed under the heading "HARMFUL" are liable to disqualification.

### HARMFUL, IMPROPER AND UNDESIRABLE STAMP ISSUES

The F.I.P. has adopted the following definition of the above issues.

#### A.—The following issues are considered HARMFUL

(1) Issues or parts of same which are sold *en bloc*, or of which an important part is sold exclusively to certain parties who can then dictate the price.

(2) Issues, or certain values of same, which are not freely on sale at the postal counters of the country of issue, or which are sold only on special conditions.

(3) Issues, or certain values of same, which carry a surtax of more than 50 per cent over face value.

*Exception.*—When the issue appears following a disaster

or national calamity and directly supports the victims,

or when the issue finances a national or international stamp exhibition. In these cases the total surtax should not exceed two gold francs.

(4) Stamps, sets or blocks normally issued which are perforated or overprinted by private persons or bodies without postal standing, with a view to giving them the appearance of a special issue.

(5) Special prints of normal sets not sold by post offices.

(6) Imperforate issues issued with normally-perforated issues, even if the imperforates differ in colour or value from the normally-perforated issue. This shall not apply to accidentally imperforate stamps, colour trials, proof sheets, etc.

**HARMFUL issues are not allowed to be displayed at philatelic exhibitions.**

#### B.—The following issues are considered IMPROPER

(1) Issues without indication of the quantity printed.

(2) Indivisible issues (one block of every X sets or one rare stamp to X common ones).

(*i.e.*, those cases where purchase of a souvenir sheet or rare stamp in an issue is conditional on purchasing a stated supply of the normal issue or values.—EDITOR.)

(3) Issues with identical sets in several colours or blocks differing in colour.

(4) Reprints of an issue or parts thereof for financial reasons in the same, or only very slightly different, form.

#### C.—The following issues are considered UNDESIRABLE

(1) *Definition.*—The postage stamp, being essentially a receipt for payment for postal transmission, all issues not obviously corresponding to this purpose are declared undesirable.

(2) Commemorative sets of undue length.

(3) Face values unduly high.

→ (4) Souvenir sheets, especially those of very large format.

(S.G. Nos. are given where applicable. In all other cases, the stamps are not listed by Gibbons although some are included in certain foreign catalogues)

	Reason
<b>AFGHANISTAN</b>	
1964 Teachers' Day (not listed) .. .. .	Surtax over 50%
<b>ALGERIA</b>	
3 fr. + 9f. Orphans (not listed) .. .. .	do.
<b>ARAB STATES</b>	
All issues appearing after May 20th, 1967 from: AJMAN and its dependency MANAMA; DUBAI; FUJERA; JORDAN; QATAR; RAS AL KHAIMA; SHARJAH and its dependency KHOR FAKKAN; UMM AL QUIWAIN; YEMEN; SEIYUN, QU'AITI, MAHRA, and other countries of Southern Arabia.	
<b>ARGENTINA</b>	
1956 20 + 30c. Polio (884) .. .. .	do.
<b>BELGIUM</b>	
<b>A Postage Stamps</b>	
1946 Damian, Vandervelde, Bovesse (C.404-12) .. .. .	do.
Do, overprinted "Airmail" (not listed) .. .. .	do.
1947 War Victims (C.425-29) .. .. .	do.
1947 Tuberculosis (C.430-34) .. .. .	do.
1948 Abbey of Achel (C.435-38) .. .. .	do.
1948 Abbey of Chevremont (C.439-42) .. .. .	do.
1948 Edward Anseels (C.433-46) .. .. .	do.
1948 Do., souvenir sheet (MSC.446a) .. .. .	do.
1948 Resistance Monument (C.447-48) .. .. .	do.
1948 Isabella & Albert (C.452-53) .. .. .	do.
1949 Jordaens souvenir sheet (MSC.453b) .. .. .	do.
1949 Van der Weyden souv. sheet (MSC.453a) .. .. .	do.
1950 European Athletic Games (MSC.471a) .. .. .	do.
1951 Aero Club triptych (C.483-84) .. .. .	do.
1952 Koekelberg souv. sheet (MSC.503a) .. .. .	do.
1952 Verhaeren with label (C.509) .. .. .	do.
1952 Conscience with label (C.510) .. .. .	do.
1964 Van der Weyden min. sheets (MSC.750-51) .. .. .	do.
1965 Ghent Flower Show souv. sheet (MSC.760) .. .. .	do.
1965 Liberation of the Concentration Camps (C.761-64) .. .. .	do.
1966 Queen Elizabeth, two sheets (MSC.778-79) .. .. .	do.
1966 Refugees (MSC.785) .. .. .	do.
<b>B. Labels</b>	
1947 Bastogne Memorial with ovpt. "Homage a Roosevelt" (not listed) .. .. .	Private speculation
1947 Perforated initials IMABA (not listed) .. .. .	do.
1949 Sheet 1849-1949 reprint essay Delpierre (not listed) .. .. .	do.
1949 Sheet with corrected inscription "Delpierre" (not listed) .. .. .	do.
1949 First Belgian-French Philatelic Salon, Bepitec sheet with ovpt. + 50f. (not speculation listed) .. .. .	Private speculation

## BOARD OF VICE PRESIDENTS PROCEDURE

Be It Resolved, that the Board of Vice Presidents shall not be obligated to consider complaints involving loss of philatelic merchandise in transit when sent by the complainant, unless he can furnish proof of its delivery, it being hereby understood that responsibility for safe delivery rests with the sender.

Be It Further Resolved, that it is not the duty of the Board of Vice Presidents to appraise or evaluate the worth of any philatelic merchandise or to determine whether the material is worth the price charged unless deceptive advertising, misrepresentation, flagrant breach of good conduct, or dishonesty are apparent. It shall be considered the responsibility of the purchaser to exercise reasonable prudence and caution in his purchases and to return, promptly and without delay any unsatisfactory merchandise.

Be It Further Resolved, that in complaints involving counterfeit, fraudulent, false or repaired or damaged stamps, the complainants shall provide the Board of Vice Presidents with expert opinion, other than his own, from a recognized authority, to support the charges.

Be It Further Resolved, that in the filing of complaints involving non-payment or the return of philatelic merchandise, the complainant shall provide the Board of Vice Presidents with evidence showing that the material was actually ordered. Any such complaints arising from the sending of unsolicited approvals need not be accepted by the Board.

—65th Annual Convention, 1951.

## POLICY ON SOUVENIR SHEETS

This 80th annual Convention assembled of The American Philatelic Society does hereby reaffirm the action relative to souvenir sheets taken during the 76th annual Convention of the Society at State College, Pa., and does hereby enact a standing resolution concerning the Society's policy in relation to such souvenir postal sheets as follows:

The American Philatelic Society, concerned with the constant pressures on stamp collectors to purchase stamps and souvenir sheets produced primarily for collectors, with little regard for their postal usage, condemns the practice.

Specifically, the Society condemns the practice of a postal administration issuing souvenir sheets, sometimes referred to as "miniature" sheets, which for all intents and purposes are not likely to be used for prepayment of postage, especially souvenir sheets without perforations to permit removal of the stamp and/or stamps for use as postage if the entire sheet cannot be utilized for prepayment of mail charges on ordinary sized letter envelopes or post cards.

The American Philatelic Society will consider such issues described above as coming under its Point 5 in the "Black Blot" program as "an oddity intentionally included with an issue," and will so record such issuances, publicizing such facts, not only in its own journal, The American Philatelist, but also making those facts available to other journals as well, to apprise collectors, notably the newer collectors, of this practice judged inimical to the hobby of stamp collecting.

The American Philatelic Society is cognizant of the fact that many such souvenir sheets have been issued in past years, mainly in connection with gatherings of philatelists, for specific national or international exhibitions. The American Philatelic Society does not condemn this past practice of many governments, nor does it condemn the practices of those governments that have habitually used a small format (for example 12, 20, 25 stamps) for the production of their general issues, or commemorative stamps.

However, The American Philatelic Society has taken recent notice of a newer method of exploitation by a postal administration printing sheets, referred to as "compact sheets," with wide marginal selvage into which fancy inscriptions and pictorial art is designed. Such sheets are strictly so designed and arranged, usually containing high denomination stamps, to entice a collector, particularly a topicalist, to purchase an entire full sheet to obtain the decorated selvage. Such decorated selvage serves no need in the prepayment of postage, and the practice is condemned as harmful to the hobby, and shall be considered under Point 5 in the "Black Blot" assessments.

Specifically and in conclusion, The American Philatelic Society condemns the practice of government postal administrations that are today adding—without need—such souvenir sheets, miniature sheets and so-called "compact sheets" in order to fill their own treasuries, such sheets having no purpose or need for postal use, being created solely for stamp collections.

— 80th Annual Convention, 1966.



#### USE OF MEMBERSHIP NUMBER IN ADVERTISEMENTS

Whereas, many stamp dealers using fictitious or corporate names refer to American Philatelic Society membership in their advertisements, and

Whereas, the Board of Vice Presidents has found instances where such a reference was being used when no American Philatelic Society membership was directly connected with or exercising any managerial authority in the business, and

Whereas, it becomes necessary to define the proper use of such references in order to safeguard our members and maintain the integrity of this Society;

Therefore, Be It Resolved, That:

1. No American Philatelic Society member shall permit his membership number to be used in connection with any dealer's organization in which he is not a principal, a partner, or owner of at least  $\frac{1}{2}$  of the corporate stock of a corporation

2. Any American Philatelic Society member acting to gain for his business the prestige and patronage that accrues through reference to membership in American Philatelic Society shall be personally responsible to the Society for any infringement of rules or any conduct or method of business engaged in by his organization which is contrary to American Philatelic Society standards.

3. All dealers and all members using fictitious or corporate names, when referring to membership in the Society in their advertising, shall place after the initials A. P. S. of such ads. the membership number of the principal, partner, or stockholder who is an American Philatelic Society member, and shall register said information with the Board of Vice Presidents together with the title of the position which this member holds in the firm.

4. Any violation of this resolution shall be grounds for disciplinary action.

—72nd Annual Convention, 1958.

#### "FAVOR" ITEMS

Be It Resolved, That the American Philatelic Society shall go on record as opposing the practice of the release of "favor" items, and, furthermore, since such items have no postal validity nor serve any postal need, they shall be classified as non-postal items and therefore shall not be dignified by being included in any present or future evaluations; and

Furthermore, Be It Resolved, That all American Philatelic Society members are hereby cautioned to remain alert against the purchase of such "favor" items placed under the guise of postally valid items;

It Is Further Resolved, That all members seek the opinion of a reliable American Philatelic Society member-dealer in all cases of doubt that may exist in the appraisal of such items that may fall within the classification of these so-called "favor" items; and

Be It Further Resolved, That the American Philatelic Society commend the editors of Scott's Standard Catalogue and the Minkus Catalogue for not listing these "favor" items, thus factually noting their lack of postal validity.

—79th Annual Convention, 1965.

#### EDUCATIONAL PROGRAM FOR EVALUATING NEW ISSUES

This 80th annual Convention assembled of The American Philatelic Society does commend the action taken by the Board of Directors in the Spring of 1962 to institute on a worldwide scale an Educational Program for the Evaluation of New Postal Issues. This program, through the use of two visual aid symbols, designated as a "Black Blot" and a "Big Q," has gained universal recognition and support. This program does provide five criteria for evaluating new issues.

Therefore, be it resolved that the 80th annual convention assembled does reaffirm the Society's stand against the deluge of many needless stamp issues, and does hereby adopt a standing resolution authorizing the continuance of the A. P. S. Educational Program for the Evaluation of Worldwide New Issues.

Be it further resolved that the meaning of the "Black Blot" symbol, when assessed against a new issue, shall indicate one or more of the following philatelic deficiencies: (1) A limited printing, or a limited "on sale" time in the country of origin. (2) An excessively extended issue. (3) Unwarranted high values included with an issue. (4) No direct relationship to the issuing country. (5) Oddities intentionally included with the issue.

See previous page

Be it further resolved that the "Big Q" shall be assigned to an issue that could lend itself to speculation, or when insufficient information has been made public by a postal administration to permit a proper evaluation of an issue; and

It is further resolved that a need exists for an additional category in the Educational Program for the Evaluation of New Postal Issues to censure those postal administrations that are habitually in violation of the five criteria outlined under the "Black Blot" assessment, does now adopt a third symbol to be known as the "Caution" sign.

The "Caution" sign shall be used in the Program to alert collectors by specifically listing those countries that are habitually abusing the stamp-issuing privilege, thus creating a harmful situation against philately and the pursuit of stamp collecting as an enjoyable and educational hobby.

Therefore, a monthly "Caution" list shall be published in The American Philatelist listing the names of the countries then presently engaging in stamp-issuing practices that are deemed harmful to the hobby. When a country's postal administration corrects the deficiencies its name shall be removed from such lists, which will be made available to all interested publications, editors and columnists by the A. P. S. Publicity Committee and Press Bureau.

Further, it is resolved that the following additional abusive practices shall warrant the assignment of a "Caution" sign against a postal administration:

- (1) Mass production of canceled-to-order material.
- (2) Repeated issuance of postal paper that draws "Black Blot" assessments.
- (3) Too frequent issuance of regular, definitive and/or airmail stamps contrary to long-accepted practices.
- (4) Staggering an issue over an extended release period to disguise what eventually will become an overly-extended issue.
- (5) Needless inscriptions or decorations on sheet selvage.
- (6) Multiple or repeated release of so-called commemorative issues on the same or related subject.

It is further resolved that this standing resolution does supercede the resolution pertaining to new issues that was adopted at the 61st annual Convention except that portion of the 1947 resolution establishing a New Issues Committee which shall remain in effect under the following guidelines:

Each President, upon assuming office shall appoint a New Issues Committee to serve concurrently with his term. The committee shall be composed of no less than three members of the Society, one of whom shall always be the Editor of The American Philatelist. The Committee shall administer and maintain, through sufficient funds provided out of the General Fund, the A. P. S. Educational Program for the Evaluation of New Postal Issues. The Committee shall have the express authority, by a simple majority vote of its membership, to declare the various assessments and/or assignments as outlined in this standing resolution. It shall also have the authority to withdraw, amend and/or elaborate on any assessments and/or assignments as outlined in this standing resolution. The Committee, through its chairman, shall present an annual report of its actions and recommendations to each annual Convention hereafter.

—80th Annual Convention, 1966.

### Charms Now Available For Femme Members



Enlarged Illustration  
of A.P.S. charm

In meeting requests from femme members of the A. P. S., our Central Office has now added two types of charms to the A. P. S. identification jewelry line. The charms are similar in size to the identification pins and lapel buttons worn by our male members.

The 10k gold charm is priced at \$4, and the sterling silver charm is \$2.50. The postage and tax are included in these prices. Now our femme members can possess an identification charm of their own.

All orders for femme charms should be sent, accompanied by remittance, directly to: A. P. S. Executive Secretary, P. O. Box 800, State College, Pa. 16801.

*How can the Philatelist Islands now believe that they are carrying out a responsible policy?*

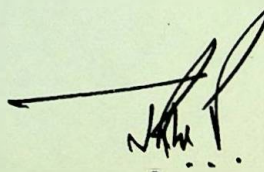
DCS

CS (on return) *minute to DCS*

## STAMP POLICY

1. You will, I think, have had a copy of the Secretary of State's despatch of 7 December setting out firm guidelines for philatelic policy in Dependent Territories.

2. This is an important document, and we must pay serious heed to it by ensuring that our own practice follows the principles set out in the despatch. I would be grateful if you, and the Post Master, could go through it point by point with a view to an early discussion, at which I shall take the Chair, on the future of our policy and on what measures we may need to take to conform with the Secretary of State's views. So far as I can see we are, in general, on the right lines but there may be one or two aspects of our practice we should take steps to correct.



Governor

18 January 1978

#6

*Secretariat copy*

---

214 GOVERNOR FKTKU  
214 GOVERNOR FK  
214 GOVERNOR FK

POSTMASTER  
FALKLAND ISLANDS

ATTENTION: POSTMASTER PORT STANLEY

WE WISH TO BUY FALKLAND ISLAND, BAT AND SOUTH GEORGIA MINT  
STAMPS IN QUANTITY FROM YOU. PLEASE ADVISE WHAT BANK  
FACILITIES YOU RECOMMEND FOR SENDING FUNDS TO YOU FOR  
STANDING ORDER DEPOSIT AND CASUAL ORDER ACCOUNT. PLEASE  
TELEX ADVICE TO 143114 INOUE HWLT WHAT ISSUES CURRENTLY  
AVAILABLEZM BEST WISHES FOR THE NEW YEAR.

HERRICK STAMP COMPANY  
USA

214 GOVERNOR FK.....  
VIA ITT 01/19/78 1014 EST

PAT/1/1

7th February 1978

(6)

Chief Secretary

Postmaster

FCO Stamp Policy

I attach rough drafts in preparation for a meeting with H.E., C.S., D.C.S. and yourself and shall be grateful if you would amend as necessary.

As we want to clear this matter shortly please let me have your reply as soon as possible.

*for D.C.S.*  
CHIEF SECRETARY

*Reply at 6A*

us

# MEMORANDUM

Reference P&T/1/1.....

It is requested that this number and date should be quoted.

Date 14th February, 1978.....

From Postmaster

To Chief Secretary

6A

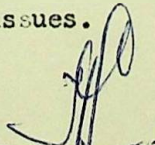
Subject:- FCO Stamp Policy

6

Your Memo dated 8th refers.

The attached draft appears to cover all aspects of the FCO Stamp Policy ~~Stamp~~ memorandum

Para 1.2 is of interest with regard to the criticism of our recent and forthcoming issues. Had the Queen's interest or our reputation been at stake the British Government would not have approved the issues.

  
Postmaster

copy to DCS  
PM

CONFIDENTIAL

CS  
(H.C. has copy)



YFP.205/1

Foreign and Commonwealth Office

London SW1A 2AH

7

7 December 1977

DCS  
The attached memo is both timely & interesting

2. I do not know whether it contains anything new (I found VIII(v) of particular interest). Perhaps you would draw my attention (for HFE) to any departures or advice. But for the most part we seem to conform strictly to the guide lines.  
3. All members of Stamp Committee should see. 20/11

Sir,

...

I have the honour to enclose a revised Memorandum on Postage Stamp Policy which replaces both Saving Despatch No 21/71 of 15 April 1971 (reference MUT 4/3) and Circular Saving Telegram (No 8 Saving addressed to Hamilton) dated 30 September 1975.

2. All matters concerning postage stamps of the dependent territories are now dealt with in the Hong Kong and General Department. The department's remit includes responsibility for keeping in touch with the Crown Agents and various bodies in philatelic circles and with current developments in the stamp trade. The guidance contained in the accompanying Memorandum is directed towards maintaining the high reputation which the stamps of the UK dependent territories at present enjoy in Philatelic circles. For this reason, emphasis has been laid on the need to evolve a rational policy for the future. Since revenue from postage stamps forms an important element in the total revenue of most of our dependent overseas territories, governments will wish always to examine carefully the possible long-term consequences of any new commercial propositions concerning their issues of postage stamps.

3. A territory's high philatelic reputation takes decades to build up but can very quickly be destroyed by unscrupulous commercial dealing. From time to time members of local governments are approached by certain dealers whose only objective is to make large and quick profits in the shortest possible time. Administrations may be tempted to accept commercial deals which

File pl  
vbm

CONFIDENTIAL

7 December 1977



which appear to offer a quick solution to immediate financial difficulties. One technique commonly adopted by some dealers is to establish confidence by an apparently innocuous but profitable proposal. Having thus gained a foothold in a territory's stamp trade and being now able to influence policy the dealer proceeds to develop his own business secure in the knowledge that he can always move on elsewhere when the market value of the territory's stamps eventually begins to decline. Even if a territory were to retain a tight control over its printing programme and be able to reject its agents' pressures for more stamp issues or the adoption of cheap commercial devices, it is virtually impossible for local governments to maintain full control in the overseas marketing field where the dealers' unscrupulous practices could quickly damage the territory's reputation.

4. Some administrations in dependent overseas territories do not have the expertise to deal with every development in the international philatelic business, nor is it always possible to foresee pitfalls. These are the considerations that have led to the preparation of the present memorandum.

5. This despatch is addressed to: The Governors of Belize, Bermuda, British Virgin Islands, Cayman Islands, Falkland Islands and Dependencies, Gibraltar, Gilbert Islands, Hong Kong, Montserrat, Pitcairn, St Helena and Dependencies, Solomon Islands, Turks and Caicos Islands, the British Resident Commissioner, New Hebrides, the High Commissioner for the British Antarctic Territory, to HM Commissioners in Anguilla and Tuvalu and to the Administrators in Ascension Island and Tristan da Cunha. Additionally, copies of the despatch are also being sent for information to the British Government Representative in Castries and the Deputy British Government Representative in Antigua and St Vincent.

I have the Honour to be Sir  
Your most obedient humble Servant

David Owen



CONFIDENTIAL

MEMORANDUM ON POSTAGE STAMP POLICY IN THE DEPENDENT TERRITORIES

I. OUTLINE OF POLICY

1. Postage stamps are primarily intended for the prepayment of postage and Article 9 of the Universal Postal Union Convention states that "postage stamps for denoting payment of postage shall be issued by postal administrations only". The sale of stamps to collectors, however, supplies a direct source of revenue important to many countries and to almost all British dependent territories. Most countries also expect their stamp issues to enhance their international standing and their tourist trade.

2. Except where it has been specifically transferred to the governments of certain territories in the course of constitutional development, the responsibility for postage stamp policy throughout the dependent territories, and for approval of designs and issues, rests with the British Government. Authority to use The Queen's Portrait or the Royal Cypher on postage stamps has in no case been transferred. In formulating our policy, our primary concerns are:

- (a) To protect The Queen's interests overseas;
- (b) To protect the reputation of governments and postal administrations;
- (c) To avoid political embarrassment which could arise from the use of postage stamps for political purposes;
- (d) Subject to (a), (b) and (c) above, to ensure that the maximum economic benefit accrues to the territory concerned.

3. According to the best advice we have received, (d) above is best achieved by attracting the long-term interest of serious philatelists, rather than by going for quick sales to people with only a passing interest. To do this, it is essential to ensure:

- (i) high quality, by constant control of design (including the appointment of top class artists), production and marketing;
- (ii) strict limitation on the number of issues;
- (iii) the selection of subjects that are relevant to the territory concerned;
- (iv) the selection of denominations that are related to

/postal

- 2 -

postal needs and that would not be seen by serious collectors as an attempt to exploit them.

Commonwealth stamp issuers have established a worldwide reputation for maintaining high standards in philatelic practices. This is a valuable asset that must not be eroded.

4. The detailed guidance that follows has been formulated in the light of the principles set out above. It is based largely on the accumulated experience of many years of administering postage stamp policy on behalf of numerous dependent territories. It also takes account of expert advice received not only from the Crown Agents and from the British Post Office, but also from reputable authorities within the stamp trade. As the constitutional position varies from territory to territory the guidelines are not mandatory in all cases.

## II. ROYAL APPROVAL AND RELATED MATTERS

5. The postage stamps of dependent territories should bear The Queen's Portrait or the Royal Cypher and the designs for them must be approved by Her Majesty The Queen. The Queen cannot be expected to approve a design which in itself, or because of the circumstances in which the stamp would be issued, could be held to exploit the Monarchy for commercial purposes or otherwise to bring the Monarchy into disrepute. Nor can a design be submitted which, in the opinion of the Foreign and Commonwealth Secretary, falls below a reasonable standard or fails in some other way to conform with the policy set out in this Memorandum. Public announcement of the details of a proposed issue should not be permitted until Her Majesty has signified approval; nor should this approval be anticipated in any way. Finished artwork is inspected personally by Her Majesty who takes great interest in the stamp proposals for the dependent territories. It is customary for stamp designs bearing The Queen's Portrait (or the Royal Cypher) not to include reproduction of living persons. Only those Portraits and Silhouettes which Her Majesty has specifically approved for postage stamp purposes may be used. Portraits are normally crowned with the St Edward's Crown or the Diadem of Maltese Crosses. As certain restrictions exist on the representation of The Queen or other

/Members

- 3 -

Members of the Royal Family on stamp designs the advice of the FCO should be obtained in cases of doubt.

### III. PROCEDURE, CHOICE OF THEMES, FREQUENCY AND FACE VALUE OF ISSUES

6. While the advice given in this and succeeding paragraphs is not obligatory for those administrations to whom responsibility for stamp policy has been transferred, it nevertheless suggests the ideal which should be aimed at in all cases. As considerable time is needed for the planning, processing and final printing of postage stamps, ideally Governments should seek approval in principle for a year's programme of new issues from the FCO eighteen months before 1 January of the year in which the issues are to be made, unless circumstances are exceptional. The application for approval in principle should signify the subject matter of the designs and the number of denominations to be used. Finished artwork for submission to The Queen should be ready not less than six months before the proposed date of release. If a design could give rise to comment by a foreign government it should be submitted to the FCO in time to allow for any necessary consultation. Stamp-size bromides (ie photographic reproductions) should be included in the submission of the finished artwork to The Queen along with, where necessary, an explanation of any unusual features incorporated in the design or occasion to be commemorated. As unexpected occasions may arise necessitating revision of an approved programme at short notice, eg a Royal Wedding, it is recognised that in such cases the advice in this paragraph could not be followed.

#### 7. Definitive Issues

- (a) A new definitive issue should not normally be made until the current definitive issue has been on sale for five years.
- (b) It is essential that themes for definitive issues should relate to the issuing territory.
- (c) The number of values should be determined by genuine postal requirements. There should never be a need to exceed 14-16 denominations.

/7.

#### 8. Special and Commemorative Issues

The terms "special" and "commemorative" are loosely used to describe postage stamps other than definitive issues. Certain issues are also called 'thematic', these being stamp issues with a general theme (eg. birds, trains, etc.) which attract the 'thematic' collectors who might otherwise have no interest in a particular territory's stamps as such.

#### 9. Frequency of New Stamp Issues

It is recommended that new stamp issues in a territory do not exceed four in any one year. However, it is no longer necessary to reduce the number of special issues in the year a new definitive issue is released.

#### 10. Subjects of Stamp Designs

It is important that the subjects of stamp designs relate to the territory in question since this enhances the value of the stamps to the collector. Such subjects may be of an historical, geographical, economic or constitutional nature. It is recognised that some territories have great difficulty in finding ideal subjects for stamp designs; in such cases it is occasionally permissible to participate in the commemoration of anniversaries of general international interest, but discretion should be exercised and this practice should not be misused. Such misuse could lead to a falling off in revenue as collectors become disenchanted with postal authorities continually issuing stamps which have little or nothing to do with the territory concerned.

#### 11. British Post Office Policy and Practice

The policy and practice of the British Post Office vary in several respects from the policy recommended in this memorandum. This reflects not so much any disagreement over policy (as mentioned in paragraph 4 above, the Post Office were consulted in the preparation of this memorandum) as the different conditions prevailing in Britain and the dependent territories. The British

/Post Office

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Post Office is catering for the needs of a population many times greater than that of an average dependent territory. The provision of basic postal services is therefore their primary pre-occupation. Their philatelic service is only a minor part of their total operation. Also, in assessing the collectors market, they are influenced by the fact that they have a large home market. In a dependent territory, on the other hand, the provision of a philatelic service represents a proportionately more important part of the total operation, and that service necessarily has to concentrate much more on overseas buyers, which pre-supposes a much higher proportion of serious philatelists.

#### 12. Withdrawal of Stamp Issues

It is recommended that 'commemorative' or 'special' stamps should normally be withdrawn from sale three months after the date of issue, or when stocks are exhausted, whichever may be the sooner. Such stamps may, however, remain available for supply on demand in the Bureau for one year after the date of withdrawal from sale over the counter.

#### 13. Face Value of Postage Stamps

In periods of inflation the face value of stamps may need to change frequently but at the time of issue of this Memorandum it is recommended that the face value of a definitive issue should not exceed the equivalent of £5 to £5.50 and the total face value of commemorative or special sets issued in any one year should not exceed the equivalent of £4.

#### IV. EMPLOYMENT OF AGENTS

14. Dependent territories which do not have the resources necessary to arrange and supervise the design and production of postage stamps, and their sale in overseas philatelic markets, find it necessary to appoint agents. For most dependent territories such an agent may not be appointed without the approval of the Foreign and Commonwealth Office. In the experience of the British Government,

/the interests

the interests of dependent territories are best served by appointing the Crown Agents. The alternative is to appoint commercial agents who are almost inevitably also stamp dealers. This can lead to a conflict of interests since dealers will seek to pursue policies that bring them commercial benefit as dealers. With reputable firms, this need not invariably be incompatible with the best interests of the issuing countries. But the temptation will always be there to sacrifice the territory's long-term philatelic reputation in order to maximise the immediate return.

15. The following are some examples of the methods which some agents use or advocate for the purpose of boosting revenue:

- (a) Unjustified increases in the frequency of issue and face value of commemorative stamps;
- (b) The addition of new denominations to commemoratives which have already been on sale for some time so that purchasers of the original issue have to buy the additions to complete their sets;
- (c) The indiscriminate issue of souvenir or miniature sheets;
- (d) Making the purchase of popular stamp issues conditional upon the buying of given quantities of less popular stamps;
- (e) Using designs aimed at attracting thematic collectors without regard to the relevance of the designs to the country of issue;
- (f) Sales of stamps to dealers at well below face value;
- (g) The date stamping of mint stamps and selling them at a fraction of the face value;
- (h) The introduction of bogus errors to create rarity value, thereby bringing money to the dealer but not to the country concerned.

16. These practices often produce tempting profits in the short-term but only at the expense of long-term revenue. Long

/experience

- 7 -

experience has shown that unwarranted increases in the cost of collecting a country's stamps will eventually turn away the regular collector who will be unable to afford the stamps or will resent being exploited. Undue concentration on thematic markets without due regard to traditional markets is also likely to alienate regular collectors. It cannot be emphasised too strongly that once a philatelist stops collecting the stamps of a particular country he will very rarely return.

17. This is the reason why we insist that those territories for whose postage stamp policy we remain responsible should appoint the Crown Agents to act for them. The Crown Agents have no interest in the commercial exploitation of the stamp market. Their only interest is in retaining the long-term business of their customers, which means in practice that their interest is identical with that of the territories they represent, ie. to develop and maintain the highest possible reputation for the territories' stamps.

18. The governments of those dependent territories to whom responsibility for issuing postage stamps has been transferred do not normally require Her Majesty's Government's approval for the appointments of agents. Nevertheless, those governments are also strongly advised to use the services of the Crown Agents, since it is in their own interests to retain proper control of stamp policy, and to ensure that overseas marketing (which very few governments are in a position to undertake or to supervise effectively) is in reliable hands.

#### V. CROWN AGENTS MARKETING

19. It is the responsibility of the Crown Agents, when acting for the government of the issuing territory, and in consultation with the FCO as necessary, to organise sales outside the territory in such a manner as to produce the optimum revenue consistent with securing and retaining the goodwill of collectors and dealers. In many territories there may be advantage in setting up a Stamp Bureau

/to stimulate

- 8 -

to stimulate local philatelic sales and provide services for overseas collectors. The Bureau should be staffed and managed by the postal administration and in its simplest form may only require the part-time attendance of a postal clerk. The Crown Agents are prepared to offer advice on the operation of such a Bureau. Internal sales can be increased by expanding the market among local residents but this is a long-term affair.. Quicker results may be obtained by interesting tourists in stamps as souvenirs. For this purpose attractive packaging and presentation are necessary and stamps must be placed on sale at key points. The Crown Agents are prepared to advise on methods of presentation. Those territories already possessing established Philatelic Bureaux should consider the possibility of expanding in order to take advantage of sales potential.

#### VI. DISTRIBUTION OF NEW POSTAGE STAMPS

20. When stamps are ready for distribution the Security Printers should under the supervision of the Agents send to the territory concerned the quantities required for local use, and at the same time send to the Agents the agreed quantity for sale by them. The latter also supply the International Bureau of the Universal Postal Union with sufficient numbers of specimen stamps for distribution to the member nations, including the United Kingdom Post Office, to fulfil the requirements of the detailed Regulations of the Universal Postal Union Convention. Corner blocks of four stamps from each printing, showing where indicated all Plate Numbers in use, should be sent to the Palace for the Royal Collection, as should one example of the stamp size bromides of the designs and one example of all printers' proofs for each issue, First Day Covers, miniature sheets, stamp booklets and real stamps where applicable.

#### VII. WITHDRAWAL AND INVALIDATION OF STAMPS

21. The date of release of new definitive postage stamps should be publicised in advance and the old definitive issue may remain on sale alongside the new stamps for a limited period. There is also no objection to the concurrent sale of commemorative and definitive stamps of the same denomination. Neither is there any objection to

/continuing



- 9 -

continuing the sale of old patterns of embossed stationery, and stamps in roll or book form for a limited period after new definitive stamps have been issued. The Agents should be advised, preferably not less than one month beforehand, of the date on which a stamp will cease to be sold in the Post Offices of the territory so that the sale of that stamp to dealers may be discontinued from the same date. Where stocks of stamps are required to be destroyed this should be done under the supervision of a responsible officer and an affidavit of destruction retained. In normal circumstances stamps should be invalidated five years after they are withdrawn from sale. Notice on invalidation should be given in the official Gazette and should take effect not less than six months after the date of publication. The notice should provide for a period of grace (normally not less than six months ) during which holders of invalidated stamps may exchange them for equivalent stamps in the current series. The Foreign and Commonwealth Office should be informed of invalidations. The Crown Agents need also to be informed so that they can publish the information in their Stamp Bulletin.

#### VIII. MISCELLANEOUS RECOMMENDATIONS

##### 22. SERVICES TO COLLECTORS AND DEALERS

###### (i) Accounts and Credit Facilities

Provided that the accounting arrangements are adequate there is no objection to acceptance of deposits from collectors or dealers to cover the cost of future purchases or of standing orders. In no circumstances should stamps be supplied on credit. Arrangements for handling remittances received by post must be secure. Forms issued to the public for ordering stamps by post should stipulate that remittance should take the form of banker's drafts, money orders or crossed postal orders. Cash remittances should not be rejected, but the senders should be informed of the stipulation.

###### (ii) Credit for Returned Mint Stamps

The conditions under which postage stamps may be exchanged for current postage stamps at Post Offices are laid down in territorial legislation. In order to support the market it may

/sometimes

- 10 -

sometimes be necessary to authorise the Crown Agents to give credit (for the purchase of subsequent issues of the territory's stamps) against the return by dealers of bulk quantities of stamps. In that case a percentage of the face value should be deducted to cover the administrative costs and the commission paid to the Crown Agents on the original sale. A deduction of 20% would be reasonable.

(iii) First Day Covers

First Day Covers are used to mark the day of issue of new postage stamps. They must be postmarked with great care. A small charge may be made to cover the cost of the extra work involved. <sup>Do we?</sup> The value of the stamps used, however, is often much higher than the postage rate making the service profitable in itself, in which case the handling charge may be waived. Advance orders for first-day covers to be made up at Post Offices should be encouraged. Normally first-day covers are addressed and there is no objection to "peel-off" labels being used by dealers for this purpose. They should pass through the post in the ordinary way. However, if the originator so wishes, a quantity of covers for a single addressee may be enclosed in one outer cover for a single addressee to protect them from damage and simplify handling.

(iv) Cancellation of Stamped Envelopes

Some collectors send stamped and addressed covers in bulk to Post Offices for cancellation and return through the post. There is no objection to this practice.

(v) Cancellation of Stamps to Order

It has been normal policy in the past to oppose the supply of sheets of mint stamps that have been cancelled without being used, on the grounds that the stamps thus produced are not strictly authentic. However, there may be a growing acceptance of this practice, though the view is still taken that there is a considerable danger of its lowering philatelic reputations.

/Under

- 11 -

Under the circumstances, it is left to governments to exercise their discretion in this matter, though they are strongly advised to monitor the reaction of the philatelic public, should they make cancelled to order stamps available. In no circumstances, however, should sheets of mint stamps be printed with any form of cancellation as part of the printing process. If cancelled to order stamps are made available, they should only be date stamped during the currency of the issue and with date stamps which are in general use at the time. Finally, cancelled to order stamps must never be sold for less than face value.

(vi) Post Office Recommendations of Agents to Dealers or Collectors

Members of postal administrations should not undertake the responsibility of recommending private persons or firms to act as agents for dealers and collectors.

(vii) 'Postage Due' Labels

There is no objection to the sale of 'postage due' labels through a philatelic bureau, or from the Head Office of the Postal Administration.

(viii) 'OFFICIAL' Stamps

Experience has shown that the introduction of 'Official' stamps raises a number of difficulties and can lead to malpractices. It is recommended therefore that such issues should not be made. Over-printing stamps with 'SPECIMEN' or 'OHMS' is also to be discouraged.

7 December 1977

POSTAGE STAMP POLICY IN THE DEPENDENT TERRITORIES

7

I OUTLINE OF POLICY

- 1) The only point is that it confirms what we already know; ie the sale of stamps to collectors provides a direct source of revenue important to many countries and to almost all British Dependent Territories.
- 2) This is the same as paras 2 and 3 of the 1971 policy. We follow this advice.
- 3) The Crown Agents undertake the design, production, and marketing of our stamps unless the subject is something that our local artists can tackle. We keep within the four issues per year unless there is a 'Royal' issue which puts us over the accepted number. We note the point about issues meeting the test of relevancy. Denominations are related to postage rates.

II ROYAL APPROVAL AND RELATED MATTERS

Similar to the 1971 guidance notes.

III PROCEDURE, CHOICE OF THEMES, FREQUENCY AND FACE VALUE OF ISSUES

1) We have prepared the Colony Stamp issue so that we have a programme which extends some four years ahead, which provides us with a degree of flexibility for inserting new issues or deferring others according to circumstances. The point about finished art work being ready for the Queen is of course a matter for the Crown Agents. We have always borne in mind the question of the sensitivities of foreign governments; eg we cleared with the FCO the question of the 'Graf Spee' in the Battle of the River Plate issue and made the point of no battle scenes or a depiction of the ignominious end of the 'Graf Spee'.

2) Definitive Issues

The previous definitive issue was released in 1968 so we have had double the required period of five years. The previous definitive was a flower issue which was relevant to the Falklands and the present one is a mail ship issue. The values are determined by postal requirements and do not exceed the maximum number permitted; we have fifteen stamps in our definitive issue.

3) Special and Commemorative Issues

This merely defines the terminology. No comment.

4) Frequency of New Stamp Issues

Position noted. We conform.

5) Subjects on Stamp Designs

We were criticised about the Centenary of the UPU issue, which was a theme common to a number of territories; but this surely came within the requirement which enables us occasionally to participate in the commemoration and anniversaries of general international interest? As it was a general issue of the UPU it proved an excellent seller and was sold out by the Crown Agents within one week. We never intended our issue to depict the work of the UPU in the Falklands.

6) British Post Office Policy and Practice

Position noted: no comment.

7) Withdrawal of Stamp Issues

We follow the practice of withdrawing commemoratives from sale three months after the date of issue. We have advice from the Crown Agents that there is no harm in the bureau selling stamps after the date of withdrawal from sale over the counter.

8) Face Value on Postage Stamps

Our definitive is £5.50 which is near enough to the amount set. The position about the total value of commemoratives is noted. I doubt if we will ever approach this amount as our commemoratives are normally in the region of 50p. If we have four a year that would only mean that we approach 50% of the permitted value.

IV EMPLOYMENT OF AGENTS

We have considered and rejected the employment of Urch Harris as an agent. In any case the decision does not lie with us but with the FCO who appear to be adamant that we must remain with the Crown Agents. I do not know how Tuvalu managed to set up an agency with Urch Harris who runs Tuvalu's very successful philatelic bureau. Although of no relevance here it is perhaps worth noting that we believe that there are territories such as Gibraltar and others who do have their stamp affairs managed by an agent other than the Crown Agents.

V CROWN AGENTS MARKETING

Position noted.

Our stamp bureau is only a part-time one at present although the Postmaster has under consideration the extension of this; this is necessary if we are going to increase our sales. The tourism trade does not provide a great amount of money as tourists these days seem more interested in shops. The Crown Agents have in hand a scheme to sell Falkland Islands stamps in presentation packs.

VI DISTRIBUTION OF NEW POSTAGE STAMPS

This works smoothly enough and is well organised by the Crown Agents.

VII WITHDRAWAL AND INVALIDATION OF STAMPS

The Crown Agents undertake publicity of our issues and cope with this fairly well. They have been particularly enthusiastic about publicising our new definitive. We sell the current commemorative and definitives of the same denomination at the same time.

Postage Stationery: apart from registered envelopes and aerogrammes we have no postal stationery.

Notification is always given to the Crown Agents about the withdrawal from sale and invalidation of stamps. Stamp stocks are destroyed in accordance with Financial Regulations; a Certificate of Destruction is provided by the Board.

VIII MISCELLANEOUS RECOMMENDATIONS

1) Accounts and Credit Facilities

The Post Office does not provide a full deposit account service because it does not have the staff to undertake this. However, it is inevitable that some deposit accounts are maintained as surplus funds are sometimes forwarded. No stamps are supplied on credit. The Financial Instructions of Government are adhered to.

2) Credit for Return of Stamps

We exchange on the normal basis of equal amounts.

3) First Day Covers

We make a small charge to cover the cost of preparing covers. Advance orders for first day covers are encouraged. A quantity of covers for a single addressee may be enclosed on one outer cover. There are no problems about conforming to the guide-lines.

4) Cancellation of Stamped Envelopes

We provide this service for collectors.

5) Cancellation of Stamps to Order

Introduced some years ago with the full permission of Government. It provides a service that collectors like to have. There is no problem here and no adverse reaction has been received.

6) Post Office Recommendations of Agents to Dealers or Collectors

Inapplicable. We would welcome more agents in Stanley!

7) Postage Due Labels

We do not use these.

8) Official Stamps

We do not have official stamps.

The 1977 memorandum on postage stamp policy in the Dependent Territories is virtually the same as the 1971 memorandum, except that it is set out better and some of the wording has been changed.

2. For our purposes we can take it that there is no change in FCO's policy since 1971 and that, generally speaking, we conform to that policy,

3. We are advised on stamp matters by the Crown Agents who seem to be making efforts to improve their marketing. They have certainly set up and encouraged the sale of first day cover projects with a good financial return accruing to us.

4. We have had a boom period with the Jubilee issue, the Jubilee booklets, and the new Definitive. After the Coronation issue we may well be in for a much leaner time; and it will be interesting to see the reactions of certain factions.

*DJM 15/2*

9



Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON, SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 200000 CROWN SUTTON



H1/FALKLANDS 3/01739/3

15 February 1978

Dear Mr Massingham

STAMP POLICY - FALKLAND ISLANDS

Thank you for your letter P&T/1/1 of 14 December which I have considered very carefully before replying.

2 You will by now hopefully have received Mike Vaughan's letter of 6 February on the specific point of the definitive booklets and I should perhaps open my reply to your earlier letter by saying that we know of no other postal authority with a philatelic unit having a local influence to match that of the Falkland Islands Study Group. Major Spafford specialises in Falklands stamps and postal history but as far as I am aware his interest does not extend to the stamps or the postal history of any other part of the world. Perhaps for this reason he is little known outside the Falklands.

3 It need hardly be reiterated that in trying to raise the level of revenue from stamp sales it was inevitable we should be criticised by the purists. At the same time our issues are aimed at a much wider range of collectors who without being specialists enjoy stamp collecting as a pastime and who by their wider knowledge of the stamps issued by other postal authorities are nowadays prepared to accept stamps of higher face values than in the past. What we have tried to do is to relate the issuing policy of your Government to that of comparable governments such as St Helena, Gibraltar and the Gilbert Islands all of whom also enjoy a high philatelic reputation. No criticism has come to us either from these governments or from collectors who have a close interest in their stamps.

4 For this reason we felt justified with the approval of the F&CO in fixing a face value for the Coronation issue of 75 pence per set, or £1.50 for those collectors who nowadays prefer something a little more ambitious. Just how attractive the whole set of sheetlets should look may perhaps be judged by the five printed so far - as per specimens. Incidentally it merits my mentioning that by comparison a Jersey commemorative issue aimed at the European market and due to be released in the coming Spring will be printed in sheetlets of twenty with a total face value of £4.90.

Retained  
26/11



5 It seems to us that against this background our publicity on your releases must be aimed at the whole market. There is as far as we can see little we can do to address different styles of publicity to the various and varying collectors. This is especially so when we take into account that it is the dealers who order from us and who in turn must attract the interest of collectors. In other words our promotions and publicity must be acceptable to the trade. Nonetheless I am making sure that your declared policy is re-stated in as many journals in the UK as can be persuaded to republish it between now and the release of the Coronation issue - probably most of the periodicals.

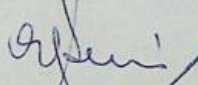
6 Having touched upon the contentious items I would like to draw attention to the extensive coverage we have obtained for the new definitive issue in "Stamp Monthly" and "Stamp Magazine". As you will see from the enclosed copies in both cases there is emphasis on the traditional approach and the traditional styling of this issue, a factor which hopefully will have indicated the importance you (and we) place in maintaining the goodwill of all collectors.

7 I am entirely confident that you need not be worried about the long-term effects of the Coronation issue on your reputation. It is hardly likely that we shall have another opportunity in the foreseeable future to link two "Royal" occasions together to make two such attractive issues.

8 If I may comment on the last sentence of paragraph 5 of your letter, you will wish to know that in an attempt to expand sales we are at present looking into the American market with our New York distributors, StanGib, whose vice president is due at Sutton next week. Additionally, one of my colleagues has just returned from a visit to the Far East where he stressed to our distributors in Japan the need for greater penetration in the traditionally difficult Japanese market.

9 I hope that what I have said in the foregoing paragraphs will help allay the fears of the specialist collectors. If you feel there is anything more I can do by perhaps a direct approach to Major Spafford I shall be only too pleased to have a word with him or arrange a meeting. He has certainly misrepresented Mr Freeman's comments.

Yours sincerely

  
E J SIMS  
Head of Security Printing

Mr J D Massingham  
Chief Secretary

*As I require - six specimens  
not five  
EJ*

EXTRACT FROM "STAMP MAGAZINE" (JANUARY 1978 EDITION)

"STAMPS TO LOOK FOR"

R + Pa  
(Pa T / 1 / 1)  
J 6 / m

X Falkland Islands

The Silver Jubilee £2.00 booklets released around the beginning of December are already proving to be a very useful item. They are made up from a special printing and are printed in sheetlets of four, similar to the current Jersey Crests booklets, with selvedge all the way round. The 11p and 33p values are identical to the normal Jubilee issue released in February 1977 but the 6p value is printed on the old block CA watermarked paper making it a completely different item to the original Jubilee issue and obviously a useful stamp. Do not be put off by the rather drab looking cover as the contents will in the not too distant future be far more colourful.

J.P.A.  
16/3

6 March

78

Major R A Spafford  
29 Queens Road  
Waston-Super-Mare  
BS23 2LH

## STAMP POLICY: JUBILEE BOOKLET

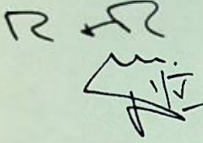
After our recent exchanges of letters about the unacceptability, in philatelic terms, of our Jubilee booklets, I have been interested to see that they are favourably mentioned in the January edition of "Stamp Magazine" (page 71) in the regular feature "Stamps to Look For". Indeed, the relevant part of the column ends with this sentence:

"Do not be put off by the rather drab looking cover, as the contents will in the not too distant future be far more colourful".

I am not drawing this to your attention simply to challenge the views that you have so forcibly expressed. But I should be interested to receive your comments. You will, I am sure, understand how bewildering it can be to my Committee to find this issue, which was over-subscribed and sold out in two days and has earned such a recommendation from a reputable British magazine, can at the same time receive condemnation in your journal and earn a "black blot" from the American Philatelic Society.

John Massingham  
Chief Secretary

Port Stanley May 1st 1978

*R*   
To the Chief Secretary  
The Right Honorable  
Mr. John Massingham  
The Secretariat  
PORT STANLEY - Falkland Islands

Dear Mr. Massingham:

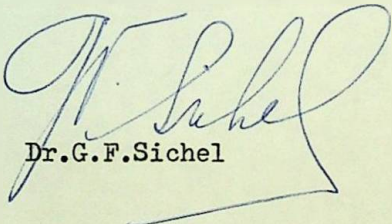
This is to thank you in the first place for the nice reception which I received last Friday from you. If you do come to Buenos Aires, please call on me.

I have been doing some inquiries on the lines mentioned to you, and would like to ask you if possible to give me a copy of the elapsed license granted to Alginate Limited, in order to study same.

I feel that there might be a possibility to look into the matter of harvesting, drying and sorting seaweed in accordance to your kelp ordinance of 1970. The copy of the license and the territory it covered would help me greatly, for obvious reasons.

If something further develops it would be channeled most probably through Port Louis Fishing and Shipping Co. domiciled in this town. Please reply to me to my Buenos Aires office: 25 de Mayo 35 piso 12 (1397) Buenos Aires Argentina, with a copy to Mr. R. Reid, who will send same second mail in order to make sure that I will receive same.

Very truly yours,

  
Dr. G. F. Sichel

gfs/gfs

P&T/1/1 ✓

Handwritten scribbles and initials, possibly "H/V".

16

P&T/2/36

1 May

78

Major R A Spafford  
The Editor, "The Upland Goose"  
29 Queens Road  
Weston-Super-Mare BS23 2LH

I have just seen that, in your Editorial in the March edition of "The Upland Goose", you cast doubts upon the practical uses of a stamp of 25p face value. Indeed, you asked how many 4lb parcels (bearing such a stamp) the Post Office handles in one day.

2. This is a question that had exercised the Stamp Committee when we received the proposal that the Coronation Issue should comprise 25p stamps. Subsequently my colleague, Councillor Tim Miller, asked about this in a formal letter of enquiry. He, in fact, asked specifically how many 4 lb parcels the Postmaster handles in one week. Accordingly, we did a spot check in the Post Office on 9 February upon parcel traffic. (The day happened to be the one on which I had passed on Councillor Miller's query). The figures were as follows:

2 lb	15p postage	10 parcels
4 lb	25p "	32 "
7 lb	30p "	7 "
11 lb	40p "	7 "
22 lb	75p "	23 "

3. That sample, we are satisfied, was quite typical of the normal flow of parcel traffic. I think that you will agree that the figures are very revealing and do show that a 25p stamp has a very real practical use in the Colony for all parcels of 4 lb and above as well as for parcels going overseas. 70% of local parcels could usefully and appropriately bear 25p stamps.

4. This knowledge has prompted us to have another look at the values that we generally cover in our short commemorative issues, and the Stamp Committee has decided that, in future, we should normally substitute a 25p stamp for the 22p stamp which we have been favouring, and for which there is now little demand. (The introduction of aerogrammes and the improved frequency of flights to the mainland seemed to have reduced significantly the weight of airmail letters.

5./

Major R A Spafford

1 May 1978

-2-

5. I very much hope that you will feel able to publish the gist of this letter in your columns, for it has been sent, not to score a debating point in the controversy about the Coronation issue, but to draw attention to the facts that determine stamp values. We are trying to ensure that the values relate to realistic values. We are keen also that commemorative issues should - so far as is possible - be used and seen locally. All too often it is only overseas recipients and collectors who seem to see specially issued stamps.

6. Because of his interest in this topic and the fact that he is a member of your Study Group, I am sending a copy of this letter to Tim Miller.

JOHN MASSINGHAM  
CHIEF SECRETARY

cc The Hon T J D Miller  
Walker Creek

JB

29 Queens Road  
Weston-Super-Mare  
BS23 2LH  
Tel: 22025  
21<sup>st</sup>. April 1978

John Massingham Esq.,  
Chief Secretary,  
The Secretariat,  
Stanley,  
Falkland Islands,  
South Atlantic.

ach sent  
J 3/v.  
Dear Mr Massingham,

I must ask you to forgive me for being so slow in replying to your letters. I now owe you replies to four letters, spanning some 8 weeks, and I can only plead that I have been totally occupied during that time on various matters, in one form or another, concerning the Falkland Islands or Falkland Islands' stamps. Firstly there was the March issue of The Upland Goose to produce; then we had a Falkland Islands Weekend at an hotel in Boscombe for our members of the Study Group, which included an Auction. Following this I had to get the postally purchased lots away to various successful bidders around the world, which took considerable time, and after this I had to distribute The Upland Goose on its return from the printers. The Auction was most successful with a gross realisation of over £5,000, and giving a profit of £500 to our Study Group Funds, which will be used to finance a book "Falkland Islands Philatelic Digest No.2"; this will be a re-edited version of The Upland Goose Vol I, issues 5-8 and Vol II complete. I shall be forwarding the March issue of The Upland Goose to you soon; you will not like the Editorial, but I do not think that you would expect it to be any different! However I hope that it will be the last time that I feel bound to write such a critical piece, which was as distasteful to me to write, as no doubt it is as distasteful for the Stamp Committee to read.

I have also been very occupied on the article writing front, but whilst I am prepared to criticise the Falkland Islands in our own private journal, I have no inclination to wash the dirty linen in public, so these should cause you no distress. The April issue of Philatelic Magazine carries an article from my pen on the Telecommunications stamp issue, which, in fact, I wrote last November, and I have a series of 3 articles to be published in Stamp Collecting Weekly, probably on three successive weeks in May/June; this is about the Mail Ship definitives, with an emphasis on their place in Falkland Islands Postal History, and trying to give the credit due to John Smith for his work on the stamps, which has been rather neglected in some of the other publications. I hope you will feel that by serialising the article, I shall have helped to spread the interest and publicity for the stamps over a longer period of time, rather than just one longer article in one issue of one magazine. Certainly Stamp Collecting Weekly is the most widely read philatelic journal in this country by the average collector. I have a commission to write an article for Stanley Gibbons "Stamp Monthly" on the Centenary of the First Postage Stamps issue, which should appear at the same time as the stamps are issued - August or September, and the MS I have to produce to Gibbons this month, so that they can get the illustrations ready in time. So I have not been idle! My present and future activities, I shall touch on towards the end of this letter.

Incidentally, I have heard indirectly that there has been some criticism of the Mail Ships stamps within the Islands; apart from one small criticism I have heard that there might be a problem in distinguishing between the values on the stamps, I wonder what this criticism might be? I am delighted that they are selling so well: they are a splendid stamp issue, in my view and the view of everyone else to whom I have spoken. I for one am most grateful to John Smith for his beautiful designs, and to the Stamp Committee for the way in which it has been handled.

To turn to your various letters:

1. Ref P & T/1/1 Vol 2, dated 6 Feb 1978. I think you have misunderstood the Falkland

2/ Islands philatelists' view on Omnibus Issues, slightly. Although we prefer more individual commemoratives, we fully realise that there is a large sales potential in Omnibus Issues from certain types of genuine philatelists, which cannot be ignored. However we believe that each stamp must include some relevance in design to the issuing country, and, apart from the 1974 UPU issue, we have to go back to the 1965, 1966 and 1968 Omnibus Issues to fault the Falkland Islands on this point (incidentally there were similar rows then). We would certainly not fault an issue to mark the marriage of the Heir to the Throne, which would be an appropriate issue for a deeply loyal British Colony. We would, of course, hope that there could be something individually Falklands incorporated in the design.

What we do object to is a Miniature Sheet/Souvenir Sheet/Mini-Sheet/Sheetlet - call it what you like a format, whether it is sold separately, in addition, or wrapped up in a booklet. We would expect to see the face value appropriate to the postage rates in force at the time. This goes back to the basic and over-riding principle, that stamps are issued to pre-pay postage on mail, and not a gimmicks or souvenirs, which are produced by some Postal Administrations to extract the maximum money from the ignorant, with false promises of quick profits by the purchaser. Of course we have no objection to booklets designed to be used by postal users, or indeed any means of packaging (in fact I would defend them to the hilt) provided the stamps inside are indistinguishable in every way from the normal issue sheet stamps, with no extra margins or inscriptions etc. Even Souvenir Packs/Presentation Packs are perfectly acceptable, provided they contain the normal issue stamps, because the stamps themselves remain unaffected.

2. Ref. P&T/1/1, dated 20 Feb 1978. I would not agree that the frontiers of Philately are rapidly extending; in fact I would say, from the greatly increased criticism in the philatelic press, that the views of philatelists are hardening against the gimmicks. Two or three years ago, philatelists' comments on the matter in the British philatelic press were almost totally absent, and this was remarked upon by American philatelists in their own philatelic press. 90% of the dealers' advertisements for the gimmicks are from opportunist dealers, of whom one has never previously heard. I do not know of any serious collector who collects these items and so cannot comment on their reputation, only on their ignorance as philatelists. Many of us deeply regret that the Crown Agents have recently moved into this field of issuing, and no doubt it will accelerate collectors away from the British Commonwealth into the collecting of other countries such as Sweden, because of its modern fine engraved stamps. Although I and others appreciate the need for increased revenue to the Falkland Islands Treasury, there is a danger that the Government can be viewed as being totally motivated by money, and one hears the criticism levelled at Postal Authorities of trying to extract the maximum amount of money out of the collector to the detriment of a fine hobby. The United States and Canadian Postal Administrations are equally guilty of this, and come in for severe criticism and sometimes successful restraint; perhaps this is why, American Philatelists are particularly vociferous when any country disobeys the accepted rules - the published and laid down International rules.

My answer to the comment heard from some quarters that the Falkland Islands made a profit of £90,000 out of the Silver Jubilee booklets and have been promised a profit of £125,000 out of the Coronation Miniature Sheet, is to reply how much more the Government would have made if the stamps had been produced in sheet form, because then we should have all purchased them! I, for example, reduced my order for the Silver Jubilee booklet to one copy, so that I could see it, and I have cancelled completely my normal Falkland Islands standing order in the case of the Coronation Miniature Sheets. Many others will have done the same.

I am delighted that you are now having informal discussions with collectors in the Islands. This is fine. Apart from the more opportunist small dealers, I wonder just who are the strong supporters of the Coronation Miniature Sheets - of course, we must not forget that a general interest in the Falkland Islands has arisen on all fronts around the world, because of the enormous publicity generated in recent months, and no doubt this is being reflected in stamp sales; we notice in our Study Group that an article in the philatelic press always brings in more members, and we have had members joining just because of general Falklands publicity.

I am pleased to be proved wrong over the requirement of a 25p. stamp and shall publish the result of your survey of parcels in the June Issue of The Upland Goose. This should silence the critics, just as we were able to silence the critics of the £3 definitive stamp, which is wholly justified.



3. Ref. P&T/1/1, dated 6 Mar 1978. I saw the comment about the Silver Jubilee Booklets under "Stamps To Look For" in the January issue of Stamp Magazine. I do not know which dealer it is who writes this column. However you should also read the letter entitled "Philatelic Suicide", under "Dear Sir" in the same issue of Stamp Magazine - I have no idea who R. Shewring is, but his view is reflected in every magazine these days. You should also read Richard West's comment that "collectors must be more discriminating in the countries they collect. Boycotting the greedy countries may bring more sense." in relation to the Silver Jubilee issues under "The Editors Column", in the same issue. There have also been strongly critical Editorials in Stamp Collecting Weekly, The Philatelist and The Philatelic Trader. All these investment oriented articles such as "Stamps To Look For", "Watchman On Market Movements" and "Stamp Market" by Philatelia are all written by a staff member of one of the smaller London dealers. Their names are never disclosed, as they come in for considerable criticism; in the same way the man who writes in The Upland Goose about Auctions under the name of "Stanley" is a dealer, and it is for his protection that we hide him under a pen-name.

I would suggest that the Jubilee Booklets were oversubscribed and sold out in two days, firstly, because of the recommendation in the September issue of The Upland Goose, which was based on false information passed to me by the Crown Agents, and not corrected until the December issue, which was not distributed until mid-December! and, secondly, because several of the lesser dealers thought that they could cash in on the general popularity of the Falklands with collectors. One must remember that the greatest bulk of orders from Falkland Islands stamps comes from dealers specialising in new issues, or having new issue departments; they have to estimate their potential sales some months beforehand. When some dealers first advertised the booklets, they priced them a £6.50; they then quickly rose to £8.50 - this for a face value of £2, which in my view is gross profiteering! Now the selling price seems to have dropped to around the £2.50 to £3 mark, presumably because dealers found that they had estimated the demand wrongly and the booklets have been left on their hands. I wonder if "Stamps To Look For" was written for publication before the December issue of The Upland Goose changed our September issue recommendation to buy, or if the dealer/author was trying to push his unsold stock? Maybe I am overestimating the influence that The Upland Goose may have, but it does seem to attract attention from time to time in the stamp trade. In any case the Falkland Islands have made their profit, even if some dealers may have been left with their stocks; however I would not recommend a repeat performance.

4. Ref. P&T/1/5, dated 4 Apr 1978. I find this letter slightly difficult to answer, but I shall try. My first attempts to assist in suggesting suitable stamp issues for the Falkland Islands goes back a few years to the period when it became obvious that the Stamp Committee were almost completely stuck for ideas, and issues had degenerated to involvement in Omnibus issues only, and with designs having little connection with the Islands. At this stage I compiled a list of historic Falklands events up to the end of the Century, which might possibly be commemorated with a Falklands stamp issue. I then sent an extract of the list covering the next 3 or 4 years to both the Crown Agents and the then Chief Secretary, together with design sources, some of which have been subsequently used for stamp issues both for the Falkland Islands and South Georgia.

Some two or three years ago, the Crown Agents put a free-lance designer, John Cooter, in touch with me, because he was interested in prospecting designs for the Centenary of the First Falkland Islands Stamps. I gave him some help during the various stages of design, and, indeed, the Victorian stamps on these designs are from my collection, and the perforations on the Victorian stamps are photographed from my 1s. value reversed. The eventual design of the First Stanley Post Office was taken from a postcard, which chanced to come my way by good fortune at a moment when no other picture could be found, and I have had some conversations with Mrs Anne Cameron, who was born in the building. Since that time John Cooter has become a good friend of mine and he comes to me for ideas for Falkland Islands stamps, because he is keen to design them. John Cooter, who is a very nice man and a very amenable person, and whose wife has been a close friend of Lord Shackleton's family for many years, works on a free-lance basis, prospecting stamp issues some years ahead. Of course he knows the risks of working on this basis, which is why he works so far ahead to provide designs before Postal Administrations have yet considered that time period for which is designing, and, therefore, he scores by having something suitable ready, saving the Postal Administration time and trouble. No doubt I am useful to him by providing ideas and by the existence of my list; in his turn he provides a service by designing the sort of stamps which we, philatelists, should like to see, and which we think will be good for the Islands from

4.  
general publicity and sales value. It would seem that this was a good arrangement from everyone's point of view. Because John Cooter works on a free-lance basis, prospecting designs in competition with other designers, presumably he does not get many commissions initiating from the Crown Agents - but I am not certain.

About 18 months ago, John Cooter was looking for suitable Falkland Islands subjects and was talking generally to me about the Islands. Kelp came into the conversation and he said that he would consider designing an issue based on the different types: I think he had some conversations with Alginate Industries about it - they were obviously interested and helpful. When I visited the Islands at this time last year, I heard that Ian Strange had been approached to design some stamps featuring Kelp, and, I believe, two issues featuring Falkland Islands birds. Incidentally we had some correspondence about the possible Birds issue, because there were certain birds which had never been featured on stamps anywhere in the world, yet certain species had been featured several times, and there is a good following for "Birds on Stamps", with a ready-made market in addition to the normal Falkland Islands collectors. I supplied Ian with a list of certain birds which the "Birds on Stamps" philatelists said they would welcome, and for which, they said, there would be a heavy demand - some of these incidentally Ian had already painted, which made matters easier. I told your predecessor of some of my ideas for future stamp issues and he told me to carry on as I was doing.

On my return to this country, I told John Cooter that I thought that someone in the Islands had already been asked to design a Kelp issue, and later in August of last year, at the Falkland Islands Reception in London to which I took John Cooter as a guest, he talked to Douglas Morrison, who told him that indeed Ian Strange was already designing a Kelp stamp issue. As far as I was aware, John Cooter stopped work on the Kelp issue at this stage, realising that his designs were unlikely to be accepted in view of the obvious preference for an Islands designer, who is a skilled artist. I am therefore surprised to learn that some designs for a Kelp issue have reached you from John Cooter, via the Crown Agents. Presumably it will be no surprise to John Cooter if his designs are not accepted and Ian Strange's are. Certainly you should feel no embarrassment in turning down John Cooter's designs.

I have encouraged and helped John Cooter to produce a set of designs to mark the Centenary of the start of the Kosmos Mail Contract in 1980, which is an event of signal postally historic importance, and which designs are probably now with you. I am about to send him source material to mark the Centenary of the Building of Cape Pembroke Lighthouse (Lighthouses are another collected theme) for 1981. I did discuss these ideas with your predecessor whilst I was in the Islands and he encouraged me to continue with them.

Obviously the Falkland Islands Stamp Committee have now become more aware of possible stamp issues and have many more ideas. Of course this is a turn for the good. We Falkland Islands Philatelists want good Falklands oriented designs, which will help publicise the Islands' history and life and the Islands' philately in the best possible way. Who better to design the stamps than Falkland Islanders themselves?

I understand your request that I should write to you first, but I wonder where this leaves John Cooter? I wonder if the Crown Agents have the capability and time to research the material for the designs themselves? Of course I get nothing out of the liaison which I have with John Cooter except that thereby I am often able to write a well researched article with background information on the source designs, well in time for the philatelic press. This pays very little in terms of cash, in fact barely covering the research costs, but that is not the point: I feel that I am helping to promote Falkland Islands stamps with the obvious benefit to the Islanders. I wonder, if I disclose all my ideas, will it just be a case of hearing nothing more until the future issue is eventually formally announced? - and then competing with the other journalists for the small amount of space available in the commercial philatelic press; after all I am just another private individual writing in with ideas, just as a 1,000 others might. I have just heard that the coloured proof of the designs by Bradbury Wilkinson for the Centenary of Postage Stamps is very poor in the colour of two values of the Victorian stamps - I have been able to pass this on to the Crown Agents so that they can look at the colour proof more closely before accepting it; I am now passing this on to you so that the Stamp Committee can have a close look before accepting it. I wonder, if I am not able to alert you to this sort of thing who else would before it is too late and the proof is accepted and printed. I even wonder if anyone in the Islands for example possesses copies of SGs 1 to 4 to compare? I wonder if the Crown Agents are even able to do this? - I think not.

I am delighted to hear on the "diddle-dee" telegraph that you are having an issue to mark the anniversary of the UPU next year, featuring the photograph which we

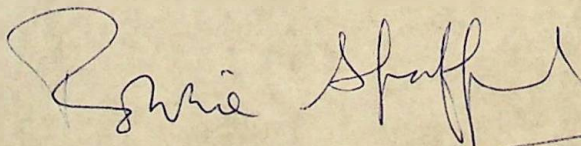
published in The Upland Goose of December, as well as a horse mounted postman, a free mail drop from a Beaver and a local mail ship - could this be the "Afterglow"? This is a million times better than non-existent mail coaches etc. which were featured on the last U issue. If my information is true, then this will make a superb and popular issue, and I would hope to provide a worthy article for publication in the commercial philatelic press, if all the other journalists do not beat me to it.

Although I have been one of the leading critics of the Crown Agents Coronation Omnibus Miniature Sheets, though but one among many, they were kind enough to invite me to their reception last Tuesday to mark this issue, and I was polite enough to accept. Although I had to suffer an outspoken verbal attack from Mr Simms during the reception, which I suppose was to be expected, it was taken in good part. I just hope that they do not publish a photograph of me at the reception as I saw two being taken.

You will be interested to hear that I have been appointed Consultant to BBC television for a forthcoming series of programmes on philately to be broadcast during the first quarter of 1979. So far I am the only member of the team appointed to the programme, because, as yet, the Producer has not been selected. Once the Producer has been appointed, probably within the next two weeks, he will select the other members of the team including the Presenter, Script Writer and Author of the Book etc. I am hoping to be appointed as the Script Writer and possibly the Author as well, though these jobs could be shared. The skeleton script and the book, which are complimentary will have to be completed by the end of June in order to get the book published in time to be on sale at the start of the programme. There is therefore going to be a scramble to achieve this with so little time in hand, and meanwhile I am trying to cover as much ground as possible to relieve the possible "panic" which may ensue during May and June. In view of this I am visiting the Crown Agents next Tuesday afternoon to discuss the part that they can play in the programme, as I want to feature them on stamp design and production, rather than any of the other agencies, and I believe there is more scope in dealing with British Commonwealth stamps rather than British stamps. I hope to avoid as far as I can controversial matters such as Miniature Sheets! - as it is, I hope, going to be a happy programme. Although the BBC are well aware of my preoccupation with Falkland Islands stamps and therefore they will be at pains to ensure that it does not become exclusively a Falkland Islands Programme (!), I shall attempt to ensure that Falkland Islands Philately is not forgotten and shall, of course, present it in the best possible light - you need have no worries on that score. As you may visualise, I am going to be pretty busy over the next weeks, visiting and meeting people likely to help in the programme, and doing a fair bit of travelling. The programme is something for which there has been a great desire by philatelists in this country for some years and everyone is determined to make it a success, from the large dealers to the collectors of all types. Stanley Gibbons are virtually throwing open their doors to the programme and so are many other dealers, as of course philately in general is bound to benefit enormously from the publicity and interest which will be built up. Of course we want it to be the first of several subsequent series, so it just has to be successful! Perhaps if I get some of the jobs which I want on the programme, I shall be able to afford another trip to the Islands soon. I just have to keep my fingers crossed!

I hope that you will forgive this letter being so long and for my slowness in replying to your four letters,

With all good wishes,



(R. N. SPAFFORD)

RES: To see Major Spafford's letter,  
the  
JMS  
4/5/78

3 May

78

Major R N Spafford RA  
29 Queens Road  
Weston-Super-Mare  
BS23 2LH

This is just a brief acknowledgement of your letter of 21 April: a magnum opus indeed.

2. I am grateful to you for responding so fully to all the various points that have been raised. I suspect that we may not always totally agree about every aspect of stamp issuing policy, but I do value our lively exchange of views and, of course, the scholarly support that you so readily offer.
3. There is not time to take up now more than two points:
  - (a) my letter of 1 May about 25p stamps is otiose in the light of what you have written at the bottom of the second page of your letter under reference; and
  - (b) there is indeed some substantial criticism locally about the titling and values of a number of the definitive stamps. These are hard to distinguish clearly and therefore are undoubtedly difficult to handle at the Post Office counter. John Smith himself is in the vanguard of the critics and has prepared a redesigned lettering and value plate which could be used when reprinting is necessary. This is being considered very cautiously indeed. But this is not a fund-raising ploy in any way and, of course, may not even be adopted.
4. Congratulations on your television appointment. If it should lead to your being able to visit Stanley again, then there will be double cause for rejoicing.

JOHN MASSINGHAM  
CHIEF SECRETARY

P&T/1/1

4 May 1978

Ficut

19

Chief Secretary

Broadcasting Officer

FALKLAND ISLANDS STAMPS

You may be interested to see the attached photo-copy of a statement about Falkland Islands stamps issued by the Crown Agents and published in the May edition of "Gibbons Stamp Monthly". May I suggest that this be carried in "In Print" or some other suitable programme?

JOHN MASSINGHAM  
CHIEF SECRETARY

JB

Copy sent to HE & to  
Broadcasting Office.

20

See above page. Date 4/5  
M/L

STAMP MONTHLY  
MAY 1978

PT/1/1

#### FALKLAND ISLANDS

It will be recalled that in April 1977 the Government of the Falkland Islands announced its present stamp policy of increasing revenue from philately after accepting the recommendation made by Lord Shackleton in the 'Economic Survey of the Falkland Islands'.

The interest shown in the Mail Ships definitive series and the impressive sales to date re-affirm the Islands undoubted popularity with collectors and indicate the success of this policy. The maintenance and safe-guarding of the high philatelic reputation built up for Falkland Islands issues is of paramount importance to both the Government of the Islands and The Crown Agents.

The responsibility for the production and marketing remains with The Crown Agents under the strict policy control of the Government.

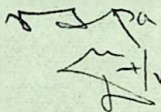
#### Volume Numbering

Unfortunately the numbering of the March and April Gazettes is incorrect, they should both be Volume 7.

Extracted from Gibbons Stamp Monthly  
(May 1978)

P&T/1/1

4 May 1978



Chief Secretary

Broadcasting Officer

**FALKLAND ISLANDS STAMPS**

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**JOHN MASSINGHAM  
CHIEF SECRETARY**

JB

RT/111

(21)

Capa

YE

We asked the Crown Agents to issue a re-statement of our stamp policy and this they have done in the May edition of "Gibbons Stamp Monthly" and possibly also in other philatelic journals. We have not heard from the Crown Agents themselves about this but the attached extract was kindly passed to me by Mr Milne of FIC.

CS  
4.v.78

c/s. The point was we did not accept the recommendations of the Shackleton report.

But no matter, this is a useful statement and I am glad to note, by inference, that C.A. are going to



achieved by an  
"strict policy  
control", and  
will lead to more  
dubious paths.

That is all!

have been trying  
to establish, after having  
had to accept, for  
cautious reasons imposed  
on me, the denial of  
quick big gains in the  
interest of a quiet  
policy of reticence that is

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29

# MEMORANDUM

8/11/78  
Reference .....

Date ..... 11th July, 1978 .....

I requested that this number and date should be quoted.

From Postmaster

To Chief Secretary

Subject:- Delay of Air Freight in Buenos Aires

I submit the attached history relating to 14,000 Coronation Covers for Falkland Islands, South Georgia and British Antarctic Territory which were Air Freight in March by the Unicover Corporation of Cheyenne, Wyoming, USA. Apart from the correspondence etc. quoted on the attached schedule I have made enquiries at LADE office most weeks regarding the relative freight.

A further three packages of our Flying Boat Covers have been despatched by StanGib Ltd., New York - Flight particulars etc. received this morning by cable:

Flight 357 Eastern Airlines

AWB 00782392170

Contents - 11,630 covers.

Copy passed to V.C. Canosa by the C.S. NFA at present. DM 11/7 PA

  
Postmaster

22nd and 29th  
March, 1978

Telegrams from Crown Agents advising  
Air Way Bill Numbers etc:

Falkland Islands - AWB 028 0068 4073  
South Georgia - AWB 028 0068 4084  
B. A. T. - AWB 028 0068 4025

Above particulars passed to LADE, Stanley.

31st March

Telegram from British Embassy (Carless)  
in Buenos Aires advising freight was withheld by  
I.E.S.A. - Freight Agents for Panam.

Spoke to V.C. Canosa who promised to  
investigate matter while in Buenos Aires.

No results.

6th April

Notifications from IESA, Buenos Aires  
to attend at their office to clear freight  
in question.

Notifications passed to LADE who contacted  
IESA by radio.

Again no results !

26th April

Wrote to IESA by Registered Mail requesting  
them to redirect freight in question to  
Port Stanley.

1st June

Telegram to IESA referring to my previous  
letter and their notifications and again  
requesting them to redirect the packages  
in question to Port Stanley.

21st June

LADE in Stanley asked for a letter authorizing  
their Buenos Aires office to collect freight.  
Authorization prepared immediately for despatch  
by mail of 22nd June.

11th July

Freight still not received



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copied to P.4 24/9/78

Crown Agents for Oversea Governments and Administrations

ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr J Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



Our ref PH28

4 September 1978

Dear Mr Massingham

As you know, we have been successful during the last three years in achieving worthwhile increases in the level of philatelic sales we make on your behalf. This has been achieved in a variety of ways and in particular by increased penetration of the European market, by greater promotional effort and by working closely with you to ensure that between us we take full advantage of changing trends among the collectors. In North America the efforts of StanGib, our distributors and ourselves have achieved very substantial sales of FDCs.

The demand is still buoyant and we are anxious to continue expanding our activities, thereby ensuring we earn the maximum revenue for your Government. Promotional and other costs are rising, however, and with great reluctance I am forced to tell you that with effect from 1 October we propose to increase our commission rate to 17 1/2%. For sales effected in North America we shall be making an additional Supplementary charge of 5% since our present sales operations in New York do result, at present, in our incurring significantly greater expenditure than for those conducted from London.

These changes will apply to Falkland, South Georgia and British Antarctic Territory issues.

Our last increases were made in 1971 for British Antarctic Territory and South Georgia and 1973 for Falkland Islands issues. These increased charges are necessary to meet the current rate of increase in our costs in relation to the revenue derived from the philatelic sales arranged on your behalf. We feel, however, that in face of the probability that such costs will continue to rise we need to conduct a thorough examination of the services presently provided to you by our Stamp Bureau, with the object of increasing sales revenue. There is a particular need to do so, of course, because there are not likely to be significant and profitable special issues in the next few years to match those of 1977 and 1978. Furthermore, we feel that local philatelic bureaux have a greater part to play in increasing total sales.

/Since ...

From: THE CROWN AGENTS

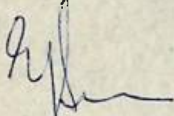
Page No. 2

To Mr J Massingham

Date 4 September 1978

Since our last revision of fees, sales have greatly increased, of course, but we hope to do better and during the next twelve months we expect to put some ideas to you which, if adopted and successful in operation, would enable us to construct our scales of charges in a matter more directly relevant to the services we provide specifically for you. In the meantime, I hope you will understand our reasons for increasing our fees at this time.

Yours sincerely



E J SIMS  
Head of Security Printing

PH28

27th September

78

Mr. E. J. Sims,  
Head of Security Printing,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

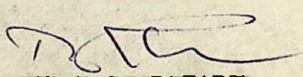
Dear Mr. Sims,

Thank you for your letter of 4th September about the increase in your commission rate from 15% to 17 $\frac{1}{2}$ %. I suppose this was inevitable with the rising costs with which you are faced. However, I should be grateful to see the outcome of your examination of the services provided by your Bureau with the hope that we can increase our sales.

You may wish to know that we have recently created a Philatelic Bureau with a young energetic officer in charge who, with your help and advice, will, we hope, increase our sales. In this connection you may also wish to know that we have just heard that ODM are prepared to finance a feasibility study of our Philatelic Bureau and its potential.

I look forward to receiving your proposals for the future.

Yours faithfully,

  
AG. CHIEF SECRETARY

us

(26)

*Major R. N. Spafford*, M.J.I. Philatelic Journalist

29 Queens Road, Weston-super-Mare. BS23 2LH

Tel: Weston-super-Mare 22025

17<sup>th</sup> March 1979

*Dear Mr Moxingham,*

*Reply sent.*

I owe you many apologies: firstly for not forwarding the September issue of *The Upland Goose*, because my attention was fixed elsewhere; secondly for the December issue of *The Upland Goose* being so late in publication and distribution, because of my deep involvement with the TV series "In the Post"; thirdly for not replying to your last letters. I have wanted to write to you since last September, but always I have been prevented. Now, I understand, you are just about to depart from the Falkland Islands, which is unfortunate, but perhaps if you think fit, the gist of this letter can be passed on to your successor. I had hoped to meet him before he left for the Islands, and was hoping that he might get in touch at Mr. Mitchell's prompting, but, no doubt, he has many other things to do, and I am not certain how I can get in touch with him.

2. You may have heard that we managed to give Falkland Islands Philately a good boost in Programme No.4 of the BBC series, with giant blow-ups of the Mail Ship stamps, individually backgrounding various parts of the programme. John Smith would have been thrilled. The TV series will be repeated, so the Islands should get a further boost of publicity. Since one of the Presenters of the series is one of the normal staff of our local TV news programme "Points West", I have now established an invitation to "Points West" to be interviewed on any points about the Islands whenever the situation warrants it. I have also managed to instill an interest in the Islands with other members of the Bristol TV staff, such as the Producer and the Director of the series, which should prove valuable in the future. My Membership of the Institute of Journalists also should bear fruit, since I meet newspaper men at all the meetings, and gradually they are learning that they can turn to me for some news of the Falkland Islands.

3. Romeo Pauloni was here, staying with me, during the late summer and I took him up to London to the national stamp exhibition "B.P.E." to sell some of the Falkland Islands stamps which he has been amassing over the years. The message came across "loud and clear" that it is almost impossible to sell First Day Covers to dealers; the reason being that the dealers are absolutely overloaded with these - not only those of the Falkland Islands, but of every country - and they cannot afford to purchase any more; the market will not stand it. Romeo will have returned to the Falkland Islands with this message clearly on his mind, and, no doubt, he will tell everyone in the Islands about this fact. The logical result will be that all those many people in the Islands who stockpile large quantities of First Day Covers, will now cease to do so. Whether this logic will prove to be fact, I cannot say, but it is worth watching out to see if there is a falling off of local sales of these. I shall not, of course, advertise this fact in *The Upland Goose* - people can find out for themselves.

4. As you will read in *The Upland Goose*, we are all delighted with the definitive booklets, which certainly put the productions of the British Post

Office in the shade. The Crown Agents have done you well: superb production, attractive cover, excellent perforations on the stamps etc. The booklets have been tipped by the commercial stamp magazines as a good investment for collectors, and I hear that they are proving to be very popular. I also hope that the Islanders are using them as a convenient way to buy their postage stamps, because this would confirm finally the legitimacy of booklets, and also help to use up the stocks quickly. I do hope that we can see a new booklet soon, with a different cover, say two more ships in the same style: this would get collectors hooked onto collecting the booklets as a subject in its own right, and, consequently, the Islands would be increasing their sales of definitives on an "on-going" basis.

5 I thought the Christmas Aero-gramme delightful: the more so because it was locally printed. I do hope that this will be repeated in December 1979, but with a new equally tasteful design. As you have possibly heard, each of the Members of our Study Group received a Christmas Aero-gramme, and, in this way, we hope that we have started them all off collecting these.

6 You will note from the copies of The Upland Goose, that we are trying to boost the Philatelic Bureau. Should the new Head of the Bureau wish to make use of The Upland Goose to promote the Bureau, I am prepared to help and, if desired, to offer him a page; however it will be no surprise to you that we hate the idea of the Miniature Sheet format for the top value of the Rowland Hill commemorative issue, which seems entirely unnecessary and pointless - such a waste of paper, for which, no doubt, you have to pay! It will almost certainly be condemned by the American Philatelic Society. I cannot understand the Crown Agents when they persist in following the practices of the more shady entrepreneur run agencies. I am not too keen on the way they have produced the other values either, if I am to judge by the bromides sent to me: the Queen Victoria stamp is about the worst centered example I have ever seen, and will probably be ridiculed by many. I regret that it just shows up some of the ignorance of the Crown Agents; Oh, dear! They get very upset when they are criticised, yet they will not seek any advice. But without any doubt, they are far better than any of the other alternatives. I just wish they were better!

7 I think that Ian Strange has done quite well with the rather dull subject of seaweed, but the general comment is that the colours are too lurid, more like a West Indian issue; I think that one of the problems is that the Goaman head of the Queen has not been used, but instead a head of the Queen often seen on stamps of the West Indies, which comes out in an even stronger shade than the background; the Goaman head is much more delicate, and very definitely Falklands! I look forward to seeing the Airport Issue. So far I have not been sent any Bromides or details of the issue by The Crown Agents; I want to write this particular issue up in some detail.

8 I have been requested to write an article for "Stamp Collecting" on the Bureau and the latest issues, such as the booklets and the Christmas Aero-gramme, and this will be done when I have some time.

9 As you will see from The Upland Goose, we have just affiliated the Study Group to the American Philatelic Society for the benefit of our American membership - at their request. We are already affiliated to the British Philatelic Federation. This new affiliation to the largest philatelic society in the world, will afford considerable opportunities for publicity of Falkland Islands philately, including the obligation to provide annually a page article for their very good magazine "The American Philatelist", which has an enormous circulation. We are also



*Major R. N. Spafford.* M.J.I. Philatelic Journalist

29 Queens Road, Weston-super-Mare. BS23 2LH

Tel: Weston-super-Mare 22025

holding a meeting of our Study Group in Boston, Massachussettes, in August at the A.P.S. Annual Convention, and several of our Study Group Committee Members will be travelling over from the U.K. to the United States to attend. I hope to be going too, financed by my earnings from the TV series, and afterwards I hope to do a coast to coast tour, visiting our members there, and also, I hope, giving some general talks promoting the Islands to Rotarians, Lyons Clubs, English Speaking Union, etc, much as I do here.

10. Our Study Group is meeting for the weekend at Bradford next month, and we anticipate an attendance of something around 40 members, I think, including some visiting members from overseas, including the United States. We have found a nice modern hotel offering conference facilities at a most reasonable price, so it should be very good for encouraging enthusiasm in Falkland Islands affairs in general as well as stamps, of course. We also have some members who have lived in the Falkland Islands, such as Richard Griffiths and some ~~XXXXXXXXXX~~ who were there as youngsters doing VSO; these are attending.

11. I have to close as I have to get on with editing Falkland Islands Philatelic Digest No. 2, which is a re-edited version of The Upland Goose Vol 1 and 2; it will be bound in hard back format and we hope that it will be on sale by the London International Exhibition in 1980. Its predecessor, Digest No.1 sold out very quickly. Digest No.2 should be a much better book, so we hope that it too will sell.

With best wishes,

*Yours sincerely*

*Ronnie Spafford*

30th March

79

Major R. N. Spafford, M.J.I.,  
29, Queens Road,  
Weston-super-Mare, BS23 2LH.

26

Many thanks for your letter of 17th March. There was absolutely no need for you to send any apologies, for I rather think that your last letter to me was mislaid and was never acknowledged. So it is for me to offer the apology.

2. I was most interested to hear of your "plug" for the Falkland Islands in the fourth programme of your TV series and I shall arrange for this to be made known in the next "Newsletter" on the "Box". Altogether you seem to be accomplishing a good deal to keep the Islands in the public eye.

3. Your letter will be brought to the attention of the Stamp Committee as it contains a wealth of diverse and interesting points notably about the possible imminent drop in the market for First Day Covers. We should be sorry if that were to happen especially after recent visiting tourist ships managed to clear most of our "dead stocks" of old F.D.C.s. We had been looking for a continuing flow of funds from this source; but possibly our disputed position may help sustain interest in our covers.

4. We are pleased that the definitive booklets have proved so popular and a new booklet is now being prepared with a right hand selvedge - to use up sheets already used for the first booklet - and depicting two more ships: "Nautilus" and "AES". This should be on sale in May/June and will we hope meet with equal approval. Meanwhile, we are contemplating the issue of a locally produced booklet of 3p stamps. This would be austere and plain but would be undoubtedly a proper postal instrument.

5. The Christmas aerogramme was another success which I am particularly glad that you liked. It was only launched rather late in the day after I had received a specimen of the British Post Office's garish production and asked the Head Printer and Post Master whether we might issue one. Joe King did a magnificent job using his own blocks and we very much hope that this will become a regular feature.

/6. I am sorry.....

6. I am sorry that you do not seem to like the Rowland Hill Omnibus issue much. Of course, we simply cannot afford not to participate but we would not claim that the designs are anything special. However, I feel that you have done Ian Strange rather less than justice for his handling of that intractable subject: kelp and seaweed. The colours are too harsh but that is more a printing than a design fault. Ian himself is approaching his designs in a thoroughly professional way and we are excited by some of the work that he is producing.

7. Three of the Airport Opening stamps are very pleasing, we think; but the fourth and highest value of a rather different type is perhaps better suited in a poster than a stamp. But the handling of designs is always tricky and the problems are exacerbated over eight thousand miles of sea.

8. Your letter arrived simultaneously with my successor, so this is the last letter that I will be addressing to you. Thank you for the lively interest that you shown in our stamps and the publicity that you give them. I have enjoyed being Chairman of the Stamp Committee. Stamps were a subject of no interest to me until I got to Stanley. Now I take a keen interest in this growing industry though I doubt whether I would ever wish to collect stamps. However, I have enjoyed our exchange of views and I am sorry that we seem unlikely to meet.

With all good wishes,

JOHN MASSINGHAM  
CHIEF SECRETARY

Extract from a letter to the Chief Secretary from Major R. N. Spafford, dated 17th March 1979.

Romeo Pauloni was here, staying with me, during the late summer and I took him up to London to the national stamp exhibition "B.P.E." to sell some of the Falkland Islands stamps which he has been amassing over the years. The message came across "loud and clear" that it is almost impossible to sell First Day Covers to dealers; the reason being that the dealers are absolutely overloaded with these - not only those of the Falkland Islands, but of every country - and they cannot afford to purchase any more; the market will not stand it. Romeo will have returned to the Falkland Islands with this message clearly on his mind, and, no doubt, he will tell everyone in the Islands about this fact. The logical result will be that all those many people in the Islands who stockpile large quantities of First Day Covers, will now cease to do so. Whether this logic will prove to be fact, I cannot say, but it is worth watching out to see if there is a falling off of local sales of these. I shall not, of course, advertise this fact in The Upland Goose - people can find out for themselves.

As you will read in The Upland Goose, we are all delighted with the definitive booklets, which certainly put the productions of the British Post Office in the shade. The Crown Agents have done you well: superb production, attractive cover, excellent perforations on the stamps etc. The booklets have been tipped by the commercial stamp magazines as a good investment for collectors, and I hear that they are proving to be very popular. I also hope that the Islanders are using them as a convenient way to buy their postage stamps, because this would confirm finally the legitimacy of booklets, and also help to use up the stocks quickly. I do hope that we can see a new booklet soon, with a different cover, say two more ships in the same style: this would get collectors hooked onto collecting the booklets as a subject in its own right, and, consequently, the Islands would be increasing their sales of definitives on an "on-going" basis.

I thought the Christmas Aerogramme delightful: the more so because it was locally printed. I do hope that this will be repeated in December 1979, but with a new equally tasteful design. As you have possibly heard, each of the Members of our Study Group received a Christmas Aerogramme, and, in this way, we hope that we have started them all off collecting these.

You will note from the copies of The Upland Goose, that we are trying to boost the Philatelic Bureau. Should the new Head of the Bureau wish to make use of The Upland Goose to promote the Bureau, I am prepared to help and, if desired, to offer him a page; however it will be no surprise to you that we hate the idea of the Miniature Sheet format for the top value of the Rowland Hill commemorative issue, which seems entirely unnecessary and pointless - such a waste of paper, for which, no doubt, you have to pay! It will almost certainly be condemned by the American Philatelic Society. I cannot understand the Crown Agents when they persist in following the practices of the more shady entrepreneur run agencies. I am not too keen on the way they have produced the other values either, if I am to judge by the bromides sent to me: the Queen Victoria stamp is about the worst centered example I have ever seen, and will probably be ridiculed by many. I regret that it just shows up some of the ignorance of the Crown Agents; Oh, dear! They get very upset when they are criticised, yet they will not seek any advice. But without any doubt, they are far better than any of the other alternatives. I just wish they were better!

4th April

79

Mr. M. Vaughan,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Mike,

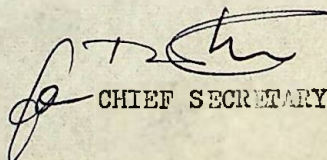
FIRST DAY COVERS

para one of (28)

I attach an extract from a letter from Major Spafford about First Day Covers and would welcome your comments. Is the picture as gloomy as he paints it?

There is a considerable difference between trying to sell First Day Covers up The Strand and the market as a whole; and I know that it is not easy to sell covers to the boys up The Strand; but this doesn't mean that the market is depressed. However, I am a long way from the market and could do with some advice. The acid test I suppose is whether we can sell F.D.C.'s and we seem to be able to sell a fair number of them.

Yours sincerely,

  
CHIEF SECRETARY

enc.

c.c. Postmaster

us

P+T/1/1

(30)

Government House  
PORT STANLEY  
Falkland Islands

P.A.  
Jeu  
1/4

10 April 1979

R Gozney Esq  
BUENOS AIRES

POSTAGE STAMPS

1. Earlier this week, Doug Morrison and Henry Luxton approached me about the possibility of their promoting the sale of Falkland Islands stamps in Argentina. As you are aware, stamps are very big business here, our second largest source of revenue, and the recently formed Philatelic Bureau are making a great effort to engender as much interest as possible in their First Day Covers and current issues. I am enclosing two information sheets which they have produced. The one sheet, advertising their standing order service, was principally aimed at the Tourist Ships. The other sheet, in the form of a letter, gives instructions for the purchase of stamps, and also details the First Day Covers available and the 1979 Programme. In due course, the Bureau intend to combine these two fact sheets.
  
2. Henry Luxton has asked me whether the Embassy Commercial Section would be prepared to offer any helpful advice to the Bureau, on the promotion of stamps, or, alternatively, supply a few addresses of philatelists. My own thought is that we could perhaps mount a relatively modest advertising campaign, by placing adverts in the "Buenos Aires Herald" or some comparable publication, and wait to see the results. I mentioned this idea to Henry, and he seemed quite taken with it.
  
3. As you are a keen collector, you will probably be able to come up with some constructive ideas. Undoubtedly, there will be those here who will not welcome this sort of trade with the Argentines. But both Doug and Henry seem happy to see Falkland Islands stamps sold to all interested parties, including residents of Argentina, and they are, after all, two of the key men who intend to make a success of this venture. I know that they will more than welcome any suggestions or advice which you may care to give to them, so please do not hesitate to send us your ideas, if you feel disposed to.

M A M Lawrence (Miss)

26th April

79

Mr. M. Vaughan,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Mike,

Mr. Ian Strange

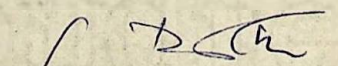
Mr. Strange, who designed the Kelp issue, the Dolphins and Porpoises issue, and is currently working on several issues depicting birds, and an issue based on the old maps and charts of the Falklands, is visiting England in about six weeks time.

It would be helpful if Mr. Strange could come and have a talk with you or Brian Hawthorne about the preparation of art work. Ian has also mentioned that he would very much like to be put in touch with an artists studio so that he may learn about the preparation of art work.

I very much hope that you will be able to help Ian Strange. I hope that any artists you put him in touch with do not see Ian as a rival. For our part, we would like Ian to get as much benefit as possible from his visit to you and an artists studio, or even see one of the printers of Falkland Islands stamps. If you think there is anyone else who would be able to help Ian perhaps you would let me know. At this stage, I should hasten to add that we do not want to become involved in payment of expenses or fees that may be charged by any artists studio.

I should be grateful for your thoughts on what I have written about so that I may tell Ian and make any arrangements that are necessary.

Yours sincerely,

  
CHIEF SECRETARY

us



BRITISH EMBASSY

BUENOS AIRES

204/492/1

8 May 1979

Miss M A M Lawrence  
PORT STANLEY

H.C.

D.C.S.

Post Master

Dear Maureen,

y  
19/5

## POSTAGE STAMPS

1. Many thanks for your letter of 10 April. (30)
2. I think there is a good market here for Falklands stamps. A recent press article about stamp auctions put the number of Argentine philatelists who belong to stamp clubs at 30,000 and the total number of collectors at perhaps half a million. From what I see of the display counters of local dealers and from the comments of one or two local collectors, Falkland stamps are particularly popular.
3. The Philatelic Bureau may like to establish direct contact with 3 of the principal dealers here who apparently all understand English. They are:
  - Sr Haas - Corrientes 322, Capital Federal
  - Sr Gosse - Reconquista 257, Cap Fed
  - Sr Klass - Maipú 329, Cap Fed
4. As far as the advertisement in the Buenos Aires Herald is concerned I think this might be effective but would like to have a word with the editor, Bob Cox, first of all. He is away in the States until near the end of the month but I shall write again as soon as I have had a chance to speak to him.

Yours,  
Richard.

R Gozney

PM COPY sent to PM &amp; 1/5

This is the result of my suggestion to tap the Embassy and possibly the Argentine market. For action as in para 3 pl. I think you should bear in mind to pass brochures to Embassy from time to time.



PH/11

Dec. ~~27/5/79~~  
Post matter.

33

✓ sent 23/5  
Registry  
Copy this KAM  
for action idc.  
25/5



you may wish to follow  
BRITISH EMBASSY this up.

BUENOS AIRES

22 May 1979

Yarman  
23/5.

204/492/1

Miss M A M Lawrence  
PORT STANLEY



Dear Maureen,

POSTAGE STAMPS

1. In my letter of 8 May I said that I would have a word with the editor of the Buenos Aires Herald about the FIG placing an advert in his paper. I have now spoken to Bob Cox who said that the idea presents no problems for the Herald. He would be pleased to hear from you when you have developed your ideas for promoting stamp sales and will ask his Advertising Manager to send you the rates for classified adverts when you are ready to go ahead.

2. I have some other addresses of principal Philatelic dealers:

Casa Filatélica Holler  
Corrientes 320  
1043 Capital Federal

Miroslav Samovensky  
Maipú 484  
1006 Capital Federal

Estudio 20  
Viamonte 496  
1053 Capital Federal

Casa del Coleccionista  
Maipú 697  
1006 Capital Federal

Guerra Hnos  
Florida 142  
1333 Capital Federal

The address of Sr Gosse is:

Casa Gosse Filatelia  
Reconquista 284  
1003 Capital Federal

and not the address I sent you before.

3. I expect that your Philatelic Bureau either directly or through Crown Agents have links with the Philatelic Traders Society in Britain. The Society will be sending a Mission to Argentina for the last week of August as part of a Latin American tour and you may wish to get your people in London to make a special point of briefing them about Falklands stamp sales here in Argentina.

Yours,  
Richard

R Gozney

P+T/1111

Walker Creek,  
East Falklands,  
Falkland Islands.

The Chief Secretary,  
Chairman, Stamp Advisory Committee,  
Secretariat,  
Stanley.



18th May, 1979.

Dear Sir,

I am writing to you about two aspects of the Postage Stamp issues for the Falklands, assuming that as Chief Secretary you have inherited the post on the Stamp Committee.

Firstly, concerning the forthcoming issue to celebrate the centenary of the Universal Postal Union, I am dismayed to learn that one stamp of this issue, the 33p value, is to be issued as a miniature sheet with a printed surround that has nothing to do with the Falklands. In other words if issued it is a gimmick and a pretty expensive one at that. This is the dead opposite of what was stated in 1977 and again by your predecessor earlier this year - that the Falkland Islands Government Stamp programme would seek to maintain a high standard and not lurch into gimmick issues which bear no or little relation to the postage of the Islands.

This stamp will, if printed as a miniature sheet, cost far more to produce than if printed in normal sized sheets as will be all other values of this issue, therefore I cannot see how the Post Office will gain, even if it does sell well.

Many Countries, which are also issuing stamps for this event, are not issuing a miniature sheet, certainly none of the reputable ones.

Is it not too late to stop the issue of this sheetlet and have the 33p stamp issued in normal sheet size? No doubt some artist employed by the Crown Agents will be upset but I would suggest that The Falkland Islands does not have to do just what the Crown Agents suggest each time - we are one of, if not the biggest, major postage stamp clients of the Crown Agents and as such are entitled to our say.

If issued as planned this set will earn the Islands yet another 'black mark' internationally to the long term detriment of philately and the postage sales and subsequent Government Revenue.

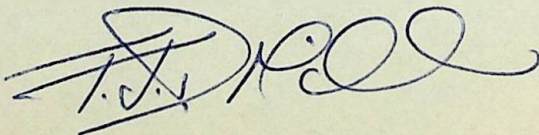
I have recently had a letter from the Chief Editor of Stanley Gibbons expressing his concern at the direction Falkland stamps seem to be moving in

My second point concerns the disappearance of the picture of the Queen's head, the <sup>Goanar</sup> head, as on the current ships definitive issue and many previous issues. This portrait has come to be recognised all over the world as almost uniquely 'Falkland' and is very popular. More recent issues have featured the plain Royal Cypher and in the case of the Kelp issue the the Queen's Head is identical to that used by the West Indian Countries. This may seem to be a small and trivial point but amongst stamp collectors it is quite an important one and one that helps to give the Falklands stamps their reputation, and it would be interesting to know the reasons for the change.

One final thing that concerns me is that it has been reported to me unofficially that Fox Bay first day covers are being serviced, i.e. franked, in Stanley and not all at Fox Bay.

I would be grateful if you could ascertain if this does go on or not. If it is the practise it should be stopped immediately as it is fraudulent and against the Trades Description Act.

Yours faithfully,



T.J.D. Miller M.L.C.

cc Postmaster Stanley.

Spaffordy.

Reference .....

requested that this  
and date should be  
quoted.

Date 22nd May 1979

From Postmaster

To Chief Secretary

Subject:- Letter from Hon. T.J. Miller

I submit for your information comments on the letter dated 18th May from Councillor Tim Miller (obviously the parrot of Major Spafford) regarding the Falkland Islands Stamp Policy. How I wish these people would get their facts correct before committing pen to paper.

2. We do not intend to issue a Souvenir Sheet in connection with our forthcoming U.F.U. Centenary Issue. We are however having a Souvenir Sheet with the Sir Rowland Hill Issue and I imagine it is to this issue that Councillor Miller refers. Although I hate to admit it, I must agree with Councillor Miller with regard to Souvenir Sheets. This<sup>is</sup> purely a personal point of view and in no way reflects the official policy of the Administration. Our Stamp Committee agreed, upon the advice of the Crown Agents, that one Souvenir Sheet per year would in no way damage our reputation in the Philatelic World. In the past, Souvenir Sheets have often embodied the same stamps as appeared in the relative issue and collectors complained that they were then obliged to purchase the same stamp twice, one in normal format and again in Souvenir Sheet form. The Souvenir Sheet in question is however quite separate from the other three stamps of the Rowland Hill set, and could I suppose be deemed a fourth stamp. Souvenir Sheets are universally accepted as genuine items for the prepayment of postage and are therefore quite legal. We certainly are not puppets of the Crown Agents and do not always take their advice. In this instance we were advised that a Souvenir Sheet would be included in the Dependent Territories Omnibus Issue. There does appear to be a demand for these sheets, especially on the American Market and already the original printing figure has been increased from 35 to 50 thousand. The production cost for Souvenir Sheets is £18.65 per thousand as opposed to £3.90 for normal stamps. Finally, I estimate that our revenue return from this issue will be in the region of £70,000.

3. It would be very interesting to know in what way the Editor of Stanley Gibbons is concerned regarding Falkland Islands stamps.

4. While I agree the 'Goaman Head' has in the past been particularly associated with Falkland Island stamps I see no reason why we should not vary the format from time to time. In fact, in some instances we are obliged to use the Royal Cypher and in other cases the Royal Cypher is more appropriate to the actual subject matter of the issue.

5. I take great personal exception to the final paragraph of Councillor Miller's letter. The suggested action may well be contrary to the Trades Description Act but more seriously it adversely reflects the integrity of a long serving officer of the Administration and is in fact a libellous statement. Fox Bay Covers are sold by our Philatelic Bureau in Stanley but they have NEVER been franked anywhere but at the Fox Bay Post Office.

  
Postmaster

30th May

79

Hon. T. J. D. Miller, M.L.C.,  
Walker Creek,  
East Falklands.

Dear Mr. Miller,

34  
Thank you for your letter of 18th May which raised various points about Falkland Island stamps. Firstly, you are correct in your assumption that I have inherited the Chairmanship of the Stamp Advisory Committee, although obviously I cannot as yet claim much knowledge of this subject and shall for some time be very reliant on the experience of the other members.

With regard to your concern about the Universal Postal Union Centenary issue I hope it will be some reassurance to you to learn that it is not in fact intended to issue a souvenir sheet on this occasion. On the other hand it is planned that such a sheet will form part of the Sir Rowland Hill issue. I can well understand your reservations about such sheets and indeed although I was not here when the decision was taken I do know that certain members of the Stamp Committee were in fact opposed to the idea. However, at the end of the day it appears that the majority decision prevailed and the Committee agreed, bearing in mind the advice of the Crown Agents that one souvenir sheet per year would in no way damage our reputation in the philatelic world. The Postmaster tells me that while in the past souvenir sheets have often embodied the same stamps as appear in the relative issue thus giving rise to complaints from collectors that they were then obliged to purchase the same stamp twice, the souvenir sheet in question will be quite separate from the other three stamps of the Rowland Hill set. Also in this instance we were advised that a souvenir sheet would be included in the Dependent Territories Omnibus Issue. The Postmaster also tells me that there does appear to be a good demand for these sheets especially on the American market and that the original printing figure has already been increased from 30 to 50 thousand. You are, of course, correct in saying that it is more costly to produce souvenir sheets than normal stamps. However, at the end of the day it would appear that such issues are financially advantageous to us without causing harm to our international philatelic reputation so long as, as with so many things, this is not over-done. The Postmaster estimates (and I should point out that this figure is made known to you in confidence as a Councillor) that our revenue return from the issue in question will be in the region of £70,000.

/Your.....

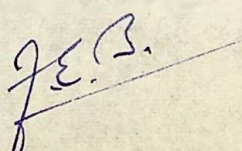
Your comment about concern expressed by the Chief Editor of Stanley Gibbons on the direction in which our stamp issues seem to be moving in is rather worrying and it would be of great value to all of us if you were possibly able to elaborate on the reasons for such concern.

With regard to the "Goaman Head" it is agreed that in the past this has been particularly associated with Falkland Islands stamps but it is perhaps no bad thing for the format to be varied from time to time. Presumably this is a question of taste and selection and a matter on which many opinions may be held and expressed.

I found the point raised in your final two paragraphs particularly disturbing and have of course taken it up with the Postmaster. He assures me that in no circumstances have Fox Bay covers ever been franked anywhere but at the Fox Bay Post Office and he assumes that some confusion may have arisen due to the fact that Fox Bay covers are sold by the Philatelic Bureau in Stanley. I am therefore confident that these allegations are without foundation but would be obliged if as a Councillor you would continue to make known to us any such reports that you receive since you will no doubt be aware that allegations of this sort directed against public officers might very possibly be actionable.

Lastly you will be interested to know that the expert we requested from O.D.M. to advise us on the operation of our Philatelic Bureau should be arriving within the next few days and appears to have excellent qualifications and experience in this field.

Yours sincerely,



F. E. Baker  
CHIEF SECRETARY



37

Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

PH1/1618

21 May 1979



Dear Doug

31

I am sorry for the delay in replying to your letter of 26 April - you may have been aware that I have been on a short tour of the Caribbean on business - but my immediate reaction is that we shall be delighted to welcome Ian Strange and lend him every assistance in learning the finer points of producing artworks.

We shall obviously have to be fairly careful in our selection of artists for briefing Ian Strange as some, as you suggest, may be inclined to regard him as a rival. However, there are certainly one or two who would be willing to spend an hour or two with Ian, but I propose not arranging anything until Ian actually arrives over here and we can see exactly what sort of help he wants and brief the artists accordingly. We have to remember, after all, that to any artist time is money and we would not want to impose too greatly.

I look forward to hearing further from you or Ian in due course.

Yours sincerely

M VAUGHAN

Mr D Morrison

4th June

79

Mr M Vaughan  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton  
Surrey SM1 1EL

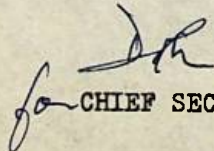
Dear Mike

Thank you for your letter PH1/1618 of 21 May from which I see that you have been to the Caribbean (lucky devil).

2. Ian Strange left here on 30 May so I couldn't tell him what was in your letter. However, I have written to him suggesting that he gets in touch with you, so one of these days expect a call from him.

3. Our Postmaster - Henry Luxton - will be on leave from June so I expect you will be swamped out with visitors from the Falklands!

Best wishes

  
for CHIEF SECRETARY

sh



5th June

79

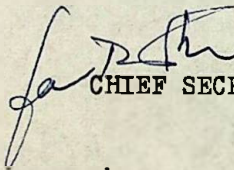
Mr Ian Strange  
The Maltings  
Stradbroke  
Nr Diss  
Norfolk

Dear Ian

I have heard from Mike Vaughan that the Stamp Bureau will be delighted to see you and help you as much as they can.

2. I suggest you ring or write to Mike Vaughan reference his letter to me of 21 May on their file PH1/1618 so that Mike can see exactly what you want and make an appointment.

Yours sincerely

  
CHIEF SECRETARY

sh

D.C.S. I don't see any harm do you?

(Perhaps they would let us have  
a few free samples !!)

F 1/12

40

214 GOVERNOR FK  
214 GOVERNOR FK  
214 GOVERNOR FK  
267103 CASUTN G  
11-6-79 1446 TLX

**ACTION  
COPY**

214 GOVERNOR FK  
267103 CASUTN G  
11-6-79 1447 TLX 656

FOR CHIEF SECRETARY

HAVE BEEN APPROACHED BY MBI INC A FIRM WHO PRODUCE COLLECTORS  
ITEMS WHO INTEND MARKETING IN UK AND USA SET SOLID SILVER INGOTS  
DEPICTING TWELVE STAMPS FROM PAST COMMONWEALTH ISSUES AND PROPOSE  
INCLUDE FALKLAND ISLANDS 1933 KING GEORGE V ONE POUND (STANLEY GIBBONS  
REFERENCE 138). THIS IS REPEAT OF PREVIOUS EXERCISE USING UK STAMPS  
AND THEY SEEK APPROVAL TO AVOID COPYRIGHT PROBLEMS AND ASSURE  
ADVERTISING AND PRODUCT WILL BE IN GOOD TASTE WHICH THEY CONTEND  
WILL ENHANCE IMAGE YOUR STAMP ISSUES. BOTH WE AND FCO DOUBT ANY

BENEFIT BUT CAN SEE NO HARM. MAY WE TELL MBI THEY CAN PROCEED  
COOPER PH DEPT CROWN SUTTON

+

JN

+

CORRECTION PSE READ ( STANLEY GIBBONS... ETC


214 GOVERNOR FK  
267103 CASUTN G



# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	5/47
OFFICE STAMP AND DATE		NO. OF WORDS		DATE	TIME		
				12.6.79			
		INSTRUCTIONS					

NOTICE: In the absence of any indication to the contrary it will be assumed that this telegram is to be charged at full rate and treated accordingly

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND  
ADDRESS

**LTF CROWN SUTTON**

**No.205 FOR COOPER YRTEL11JUNE NO OBJECTION MBI PROJECT**

**CHIEFSEC**

I REQUEST THAT THE ABOVE TELEGRAM BE FORWARDED SUBJECT TO THE CONDITIONS PRINTED ON THE BACK OF THIS FORM BY WHICH I AGREE TO BE BOUND.

SIGNATURE AND ADDRESS OF SENDER

TELEPHONE

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

(42)

yes

**ACTION  
COPY**

214 GOVERNOR FK TKS  
214 GOVERNOR FK  
267103 CASUTN G

267103 13.6.79 TELEX NO 904 15.12

FOR CHIEF SEC

PLEASE ADVISE IF YOU CAN SUPPLY US WITH 1000 GUTTER PAIRS  
ON ALL FUTURE COMMMS FALKLAND BAT AND SOUTH GEORGIA FOR U.S.  
CUSTOMER

V JONES DEPT PH3  
CROWN SUTTON ++  
LM



214 GOVERNOR FK  
267103 CASUTN G



# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS P.T./11	51/47
OFFICE STAMP AND DATE		NO. OF WORDS		DATE	TIME		
				13.6.79			
		INSTRUCTIONS					
						VIA CW	

NOTICE: In the absence of any indication to the contrary it will be assumed that this telegram is to be charged at full rate and treated accordingly

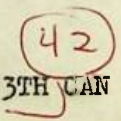
PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

ADDRESS

LTF CROWN SUTTON



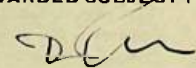
NO.209 FOR JONES YRTEL 13TH CAN SUPPLY 1000 GUTTER PAIRS ALL FUTURE

COMMEMORATIVES

CHIEFSEC

I REQUEST THAT THE ABOVE TELEGRAM BE FORWARDED SUBJECT TO THE CONDITIONS PRINTED ON THE BACK OF THIS FORM BY WHICH I AGREE TO BE BOUND.

SIGNATURE AND ADDRESS OF SENDER



TELEPHONE

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

44

# MEMORANDUM

Reference 24th/1.....

It is requested that this number and date should be quoted.

Date 12th June, 1979.....



From Postmaster

To Chief Secretary

Subject:- Writeoff of First Day Covers

Authority is requested to write-off for display and record purposes the following Official First Day Covers:

- F.I. Postage Stamp Centenary  
Kelp and Seaweed  
Air Port
- S.G. Coronation - Large  
    ... - Small  
    Captain COOK
- BAF Coronation - Large  
    ... - Small  
Penguin

A handwritten signature in dark ink, appearing to be "J.P.", written over the printed name "Postmaster".

Postmaster

R&T/1/1

15th June 1979

45

Chief Secretary

Acting Postmaster

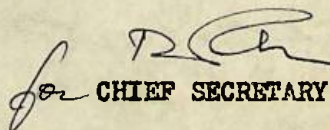
c.c. Treasury

44

First Day Covers - your memo of 12th June refer~~s~~

This memo authorises the write-off of the following official First Day Covers for display and record purposes:

F.I.	Postage Stamp Centenary Kelp and Seaweed Air Port	
S.G.	Coronation - Large Coronation - Small	Captain Cook
B.A.T.	Coronation - Large Coronation - Small Penguin	

  
for CHIEF SECRETARY

DCS

CS. 46

2/15/6.

**ACTION  
COPY**

214 GOVERNOR FK TKU  
214 GOVERNOR FK  
267103 CASUTN G

18-6-79 1206 TLX 1167

FOR CHIEFSEC

FURTHER YOUR CABLE 14/6/79

MANY THANKS FOR AGREEMENT TO SUPPLY 1000 GUTTER PAIRS ALL FUTURE  
COMMENMS PLEASE COMMENCE FROM NEXT FEW ISSUES

V JONES DEPT PM 3 CROWN SUTTON

++

JM

+

214 GOVERNOR FK  
267103 CASUTN G





# CROWN AGENTS STAMP BUREAU

ST. NICHOLAS HOUSE,  
SUTTON, SURREY, SM1 1EL

TELEPHONE 01-643 3311

TELEX No. 267103

CABLES "CROWN SUTTON"

OUR REFERENCE PH3/

## CROWN AGENTS STAMP BUREAU

Full information concerning all new stamp issues, both commemorative and definitive, is given in the Crown Agents Trade Circulars and the Gazette, (published in "Stamp Monthly"). "Stamp News" (published in "Stamp Magazine") contains details of the majority of new issues.

Dealers resident in the USA, Canada and Central/South America are invited to order their requirements from Stangib Limited, 601 Franklin Avenue, Garden City, New York 11530, USA.

## CONDITIONS OF SALE

Orders are invited only on the following conditions:-

- 1) The Crown Agents act solely as agents for and on behalf of the postal administration(s) ("The Principals") whose stamps are offered for sale.
- 2) Availability:
  - (i) Fulfillment of orders is subject to the postal needs of the Principal(s) and the availability of the postal matter required.
  - (ii) If insufficient stocks are available to fulfill orders for new issues, the quantities and values which will be supplied to each dealer will be determined by the CA on the date announced in the Trade Circulars as the date on which orders should be received for first posting. Supply of the stamps so determined shall constitute fulfillment of the orders concerned.
  - (iii) When ordering stamps in sets customers should state clearly whether or not the order should be cancelled in the event of some of the values being unavailable. In the absence of such an instruction the values available will be supplied.
- 3) Minimum Order Values/Quantities Initial orders for the stamps of any one issue must be at least £50 in value.

Repeat orders for the same issue from any dealer will be accepted only if at least £ 10 in value.

Stamps of any value will be supplied only in multiples of 25. Special terms will apply to orders for booklets, reels, first day covers and presentation packs as available and these will be stated in Trade Circulars at the same time as the issue is announced.

Standing orders cannot be accepted.

4) Price:

Indications of price published in Trade Circulars are for guidance only.

- (i) UK - The price charged for stamps to be delivered within the UK will be face value converted to £ Sterling at the exchange rate prevailing at the time when the items are despatched. The price charged will be post free but subject to Value Added Tax and any other Government duty or tax which is applicable.
- (ii) Foreign - The price charged in currencies other than £ Sterling will be face value converted at the exchange rates prevailing at the time when the items are despatched. The cost of despatch by airmail and any local import duties taxes will be payable by the purchaser.

5) Payment:

- (i) Normal terms of payment are cash with order before delivery. This condition may be varied only by express written agreement of the Crown Agents to accept payment which must be received not later than the 20th day of the month following the month in which the items are invoiced.
- (ii) In those cases where orders cannot be fulfilled either completely or partly due to insufficient stocks being available, the amount of the remittance received which represents the value of stamps not supplied will be retained (without payment of interest) to be offset against subsequent orders unless the order contains a request that such sums be refunded. Retention of such sums does not amount to an undertaking that subsequent orders will be accepted or fulfilled.

6) Passing of Risk and Ownership:

The risk in goods shall pass to the purchaser at the time of delivery but the equitable and beneficial ownership shall remain with the Principal(s) until payment in full has been received by the Crown Agents. In the event that the goods are resold before payment is made in full the Principal(s) shall be entitled to the proceeds thereof or to the claim for such proceeds.



**CROWN AGENTS  
STAMP BUREAU**

**ST. NICHOLAS HOUSE,  
SUTTON, SURREY, SMI 1EL**

48

TELEPHONE 01-643 3311

TELEX No. 267103

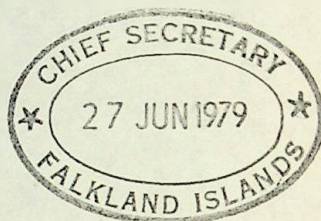
CABLES "CROWN SUTTON"

OUR REFERENCE PH3/

Your Ref P & T/1/1

15 June 1979

Chief Secretary  
The Secretariat  
Stanley  
Falkland Islands  
SOUTH ATLANTIC



Dear Sir

29

I acknowledge receipt of your letter dated 4 April 1979, addressed to Mr M Vaughan, which has been passed to me for reply.

2 I note with interest the extract from Major Spafford's letter with regard to the sale of First Day Covers. As far as Falkland Island Covers are concerned sales have remained steady and there has been no reduction in orders received by the Bureau. As you may recall, I was able to effect sales of 1000 x Falkland Island U.P.U. covers and 1100 x British Antarctic Territory Churchill covers last year.

3 If Mr Pauoloni is experiencing difficulty in selling First Day covers to dealers this is probably due to the fact that dealers purchase their cover requirements from us. I hope the above goes some way in dispelling what I can only assume is an isolated incident.

Yours faithfully

J C SMITH  
Sales Manager  
for the Crown Agents

Register 29/6  
Pl copy to Philatelic  
Bureau. Then Pa  
Rth  
29/6

P&T/1/1

19th June 1979

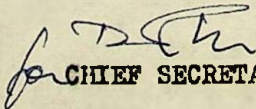
47

Chief Secretary

Acting Postmaster

I attach correspondence with the Crown Agents about the supply of 1000 gutter pairs and should be grateful if you would take the necessary action.

2. You will wish to bring this to the notice of the Postmaster so that your stamp requirements are increased to cater for the 1000 gutter pairs.

  
CHIEF SECRETARY

sh

P+T/llk



49

Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr J Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC

Our ref PH3/1155 (Falkland Is)  
PH3/1155 (South Georgia)

Your ref

Date 25 July 1979

Dear Mr Massingham

The relationships between Crown Agents and our Principals have developed over many years and we feel that it may be of benefit to you to be informed or reminded from time to time of various aspects of the philatelic service we are providing acting as your agents in the sale of your postage stamps to the trade.

2 In addition to our other promotional activities - exhibitions, advertising etc - we distribute free of charge to dealers, the philatelic press and other interested parties, our Trade Circular a copy of which is attached.

3 Each month we produce the Crown Agents' Gazette and Crown Agents' News published in "Stamp Monthly" and "Stamp Magazine". The magazines have circulations of forty-two thousand and forty thousand respectively. Examples of these are also enclosed.

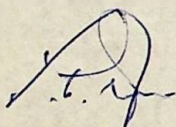
4 You will note from the enclosed copy of our current Conditions of Sale that our published terms are cash with order. However, for the majority of our regular dealers we feel it necessary, in order to encourage sales, to grant the facility of payment by the 20th of the month following that of supply. These payments are credited to your account automatically by our computer by the 30/31st of the month following supply by means of a cash flow document (Schedule 'H') which lists all the issues where a movement has taken place. This facility is monitored very closely and further supplies of stamps are withheld as soon as there is a delay in the receipt of payment.

5 Provided dealers pay promptly and cheques are cleared without delay through the Banks there is a small gap between the receipt of remittances from dealers and payment to your account. This produces a small interest income which is utilised by us in offsetting costs within our Stamp Bureau. The amount of interest income derived from this procedure depends on the promptness of dealers in settling their accounts. Over the past six years the average interest income to the Crown Agents from the business conducted for all Principals has been £7,783 and it is anticipated that the average income over the next few years will be similar.

6 In addition to the monthly cash flow documents already mentioned which includes commission details, we provide Quarterly Stock Reports covering those issues on sale for longer than three months and final stock reports after withdrawal. You will no doubt advise us if any amendments to addressees are required for these reports.

7 If you have any comments or queries at any time on this particular service we shall be pleased to hear from you.

Yours sincerely



T A COOPER  
head of Security Printing  
and Stamp Sales Division

d1

A/111

50

# MEMORANDUM

Reference .....

It is requested that this number and date should be quoted.

Date 16th August, 1979

From Philatelic Bureau

To Chief Secretary

Subject:-

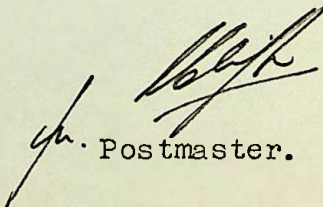
Crown Agents Stamp Policy

I attach a photocopy of a recent letter received from one of our clients, Mr. T.L.K. Chau. The letter is self explanatory and I have written in pen Mr. Chau's previous standing order. Another of our wealthier clients, Solent Investments of Southampton, have now informed they intend dealing with the Crown Agents and have requested their Bureau account be closed. The bulk of their order was for gutter pairs.

We have recently guaranteed the supply of 1,000 gutter pairs of every stamp issue to the CA. This appears to be going to seriously affect the Bureau's stamp sales. If the CA are in a position to supply full sheets of 50 stamps with gutters to their customers they should likewise be in a position to provide gutter pairs from their stocks without involving extra handling here.

I was under the impression from the Postmaster that only full sheets of 50 stamps, with gutters, were available from the territories who released the respective stamps. Additional stocks of the 11p Airport Issue recently received from the Crown Agents and Stangib of New York were in full sheets of 50 stamps with gutters. The reprint of the British Antarctic Territory definitive  $\frac{1}{2}$ p, 1p and  $1\frac{1}{2}$ p values were supplied to us last year in panes of 25 stamps. I would be interested to know the reasons for the revision of Crown Agents policies.

Undoubtedly the CA can provide a faster service in that their mailing opportunities are more frequent than ours. It must also be noted that in August 1978 the Bureau had approximately 120 standing order customers and we now have almost 300.

  
Postmaster.

FALKLAND ISLANDS PHILATELIC BUREAU  
POST OFFICE, PORT STANLEY, FALKLAND ISLANDS

Windsor

DEAR SIR:

My name is Tommy Chau and I received the order and letter dated June 13th 1979. I placed a standing order of gutter pair in my letter of April 23th 1979. But due to the different policy of the Crown Agency I would like to change my standing order. The Crown Agency used to receive their in plane of 25 from the printer without gutter pairs. But now they supply the entire sheet with gutter pairs. Crown Agency also deliver their much faster and do not charge any service charge. The following will be my new standing order.

MR. ANTARCTIC TERRITORY

	300 gutter pair	5 gutter pair F.D.C.	one regular F.D.C.
	250 — " —	10 — " —	
<u>Omnibus Issue</u>	550 — " —	15 — " —	

FALKLAND ISLANDS

	20 gutter pairs	3 gutter pair F.D.C.	one regular F.D.C.
	15 — " —	3 — " —	
<u>Omnibus Issue</u>	300 — " —	10 — " —	

SOUTH GEORGIA

	75 gutter pair	5 gutter pair F.D.C.	one regular F.D.C.
	100 — " —	5 — " —	
<u>Omnibus Issue</u>	300 — " —	10 — " —	

In addition I will like to order one Rowland Hill souvenir sheet and one souvenir sheet F.D.C. Also, ten more gutter pair sets. Please give me a note to prove that the unofficial gutter pair F.D.C. in my standing order is the only one you handle (3 in next issue) Please use Corporation sheetlets as return postage and return the stamps I used on this letter. It is for my private collection.

P.S. Can you let me know the printing quality of the South Georgia \$1.00 penguin definitives issued in 1967 as soon as they are off sale. I have over \$2000.00 face value of this stamps. Thank you. 7/9/79

Sincerely

Tommy Chau



P&T/1/1

20th August 1979


(51)

Chief Secretary

Acting Postmaster

Crown Agents Stamp Policy

(50)  
Your memo 16th August refers. I am not sure what, if anything, you are asking me to do. Perhaps this is something you should put to Mr Luxton in case he is going back to Sutton.

*for*   
CHIEF SECRETARY

P4T/dk



Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr J Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS

Our ref PH2/1013/3/1  
Your ref  
Date 26 July 1979

*[Handwritten scribbles]*

Dear Mr Massingham

During the recent visit to this office of Mr Luxton I mentioned that for some time now we have been looking for ways of furthering the sales of definitive stamps when the total value of sets is high compared with commemorative and special issues and therefore the potential for increased revenue considerable.

2 Generally new definitives are only issued by postal authorities once every five years so relatively few new stamps become available at any one time unlike an omnibus issue. The limiting factor here has been the extremely high cost of launching a militant advertising campaign which would be big enough to have impact with reasonably good prospects of justifying the expenses incurred.

3 We have recently been approached by one of our major dealers who has stated he is prepared to consider mounting such a major national and international campaign in 1980. He proposes that this be financed by Crown Agents supplying him at no cost with a number of sets of definitive stamps from as many postal authorities as possible, including those of your Administration. In this way the involvement of each would be kept to a minimum but the benefits would be shared by all participants. He will then match the value of stamps so issued to finance the publicity. The aim would be to raise up to £100,000 by this means from all sources to sell initially as many sets of definitives as possible and to recruit to his new issue service the maximum number of new subscribers for all future issues of the same countries. He estimates that a new subscriber's average collecting life is 5.25 years.

4 We have had a hard look at this proposition for hidden snags since dealers are hardly likely to put forward proposals which are not primarily designed to be of benefit to themselves and we have come to the conclusion that the cost and risk to our Principals would be minimal when compared with the benefits if success is achieved. The vested interest of the dealer is, indeed, an advantage since he too would do his utmost to ensure results.

/5 It ...

From: THE CROWN AGENTS

Page No. .... 2 .....

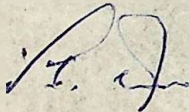
To ..... MR J MASSINGHAM .....

Date ... 26 July 1979 .....

5 It is admitted that this is an ambitious programme but providing we can get sufficient postal authorities to participate we feel the potential for increased sales is considerable.

6 We shall be grateful therefore if you will give this matter consideration and advise whether you are prepared to allow the Crown Agents to use up to a 1,000 of your definitives for Falkland Islands, South Georgia and BAT for this purpose. We would of course utilise such quantities as remain from the specimen sets we already are allowed, where these have not already been distributed to the philatelic press etc.

Yours sincerely



T A COOPER  
Head of Security Printing  
and Philatelic Sales

P&T/lll



Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Chief Secretary  
The Secretariat  
Stanley  
Falkland Islands  
SOUTH ATLANTIC

Our ref PH1/2012

Your ref

Date 27 July 1979

Dear Sir

SECURITY PRINTING AND CONTROL SERVICES

As a result of rapidly rising costs we find it necessary to raise our standard professional charge of 1½% which we apply to orders for new issues of postage stamps and other security print items. Some adjustment is also necessary in our security control charges.

2 Consequently, with effect from 1 January 1980 we propose to increase our professional charge to 3% and the control charge from 3p to 5p a thousand stamps with an increase in the minimum charge from £20 to £30.

3 We hope you will appreciate that we have successfully held these charges stable for many years despite a very considerable increase in costs. It is therefore with great reluctance that we now propose these revised rates which are unavoidable if we are to continue to maintain the high standard of service required in this specialised field.

Yours faithfully

T A COOPER  
Head of Security Printing

54

28th August

79


Mr. H. T. Luxton,  
c/o 6 Mayfield Drive,  
Caversham,  
Reading,  
Berks.

You will be sorry you ever went on leave and be glad to get back for a rest.

--- I attach a copy of a letter <sup>(52)</sup> from T. A. Cooper about a grandiose plan to make us money if we provide our stamps free of charge - sounds too good to be true and reminds me of a chain letter thing.

As you can guess we are a bit apprehensive of the scheme and wonder what impression you got when you discussed it. Which firm is behind this I wonder? Have the Crown Agents been carried away by some glib sales talk? If we participate are we going to lose our image by getting involved in a doubtful scheme.

It is questions like these that are worrying us, and I should be glad of your views on the scheme. If you are going back to the Crown Agents perhaps you could raise the matter again. We do not want to debase our stamps.

  
for CHIEF SECRETARY

P&T/1/1

29th August 1979

55

Chief Secretary

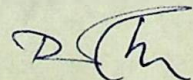
Acting Postmaster

52 + 53

I attach copies of letters from the Crown Agents for your information.

I have asked Mr. Luxton for his comments on the letter dated 26th July.

52

*for*   
CHIEF SECRETARY

uw



**CROWN AGENTS  
STAMP BUREAU**

77 (56) PT/1/1  
**ST. NICHOLAS HOUSE,  
SUTTON, SURREY, SMI 1EL**

TELEPHONE 01-643 3311

TELEX No. 267103

CABLES "CROWN SUTTON"

OUR REFERENCE PH3XX PH2/1101/1

*Copies sent to  
Stamp Cmtee*



*Dear Mr Morrison*

I am sending this letter to you in the first instance. No doubt you will discuss it with everyone concerned locally and we can then put your proposals to the Foreign and Commonwealth Office.

One aspect of the work of this Bureau is to watch for international occasions, anniversaries etc which have both visual and imaginative appeal and which are of sufficient significance to be marked by stamp issues.

In consequence, we would like to bring to your attention the following subjects which you may care to add to the list which doubtless you have already compiled. Importantly, all have potential appeal to stamp collectors and thereby are likely to be productive of useful philatelic revenue.

We have been pressed from several eminent sources to consider some sort of commemoration for the circumnavigation of the earth by Sir Francis Drake, a voyage which was completed in 1580 - almost four hundred years ago. The following is an extract from a sermon preached by the Bishop of London in San Francisco recently:

"Drake's sea voyage was the most remarkable ever undertaken and brought to success. His ship was a hundred tons and sixty-three feet long at the waterline. He could rely only on the primitive maps which were available at the time. He sailed through some of the most dangerous and stormy seas that are known. Powerful enemies were eager to catch him. He had none of the modern aids to navigation, no means of communication. The crew lived on what they could find ashore, or take from other people. A hundred and sixty-four men set out in September 1577; some fifty sailed into Plymouth Sound nearly three years later."

An extract from a paper by Professor Emeritus David Quinn of Liverpool University and the Hakluyt Society says the following:

"In view of the significance of the circumnavigation for many of the territories for which the Crown Agents act, I would urge that a stamp or stamped postcard for the territories associated with the Crown Agents be issued.

As a great geographical feat carried out by a man with a strong consciousness of friendship and co-operation with non-European peoples, Sir Francis Drake's circumnavigation and his safe return in September, 1580, deserves fully any commemoration the Crown Agents can and, I hope, will initiate."

As you will see, both these men give good reasons for considering Drake's voyage of great importance to the future history of the world. We know already of a number of countries which will issue stamps to commemorate the voyage.

The first circumnavigation voyage of 1519-22 had as its commander Ferdinand Magellan who was supposedly born 1480. Unfortunately Magellan was killed in the Philippines and his place was taken by Sebastian del Cano. You may consider it more appropriate to issue a set of stamps featuring "The Circumnavigators" Drake, Magellan and Cano.

The Olympic Games take place between 19th July and 3rd August 1980. You may wish to issue stamps to commemorate this event, covering any sport in which your country is represented.

May I please stress this point of representation as the issuing of stamps for sporting events by countries for whom they have no relevance causes considerable adverse criticism.

In 1981 there are two events of importance. The first is the International Year of the Disabled, a United Nations sponsored event and therefore worthy of your consideration for a stamp issue.

We think that you should take as your theme for the year the overcoming of disability, as this is surely more inspiring for the disabled than the portrayal of the suffering that they know only too well.



A good way to portray the fight against disability is to feature on stamps those who have overcome their handicaps. There are many well-known examples throughout the world, among them Beethoven who wrote some of his greatest music after he became deaf, Louis Braille who as a result of his blindness developed a special alphabet for the blind, Renoir who despite his crippling rheumatism was one of the greatest painters and sculptors of the 19th century. There are many others. No doubt you have local people whose story would be an example to others. We suggest therefore that you issue a set of stamps portraying some of the famous disabled people and some of the people from your own country who may not perhaps be famous internationally, but who would nevertheless be an inspiration to others. No doubt there will be an official United Nations symbol, and this should of course appear on the stamps. You may possibly wish to add a small surcharge to each stamp to be donated to institutions working for the disabled in your country.

1981 is also the fiftieth anniversary of the Statute of Westminster. This act was instrumental in the foundation of the Commonwealth. It is also incidentally the 25th anniversary of the Duke of Edinburgh's Award Scheme, which links together the youth of the Commonwealth in a common endeavour of public service. These two anniversaries could well be linked together to form one issue.

*This is in  
our Programme*

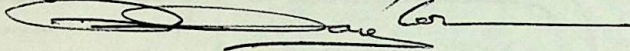
Charles Darwin probably had a greater influence on scientific thought about natural history than any man before or since. The publication of "Origin of Species" caused worldwide scientific controversy and is still, one hundred and twenty years later, considered to be the definitive work on its subject - surely a record unique in the world of science. Charles Darwin died in 1882 and it is appropriate that the world's leading authority on natural selection should - and no doubt will - be commemorated throughout the world by appropriate stamp issues. We understand that a recent BBC Television series on the subject of Darwin has been sold to many television broadcasting authorities, so you can be sure that during the next couple of years people all over the world will have been reminded of the achievements of this great scientist.

Another anniversary which will undoubtedly be celebrated widely in 1982 is the 250th anniversary of the birth of George Washington.

1982 is also the 25th anniversary of the founding of the International Federation of Air Traffic Controllers' Associations, a body which has been of considerable importance in the world development of air transport.

Probably one of the most important anniversaries to be celebrated in 1983 will be the 75th anniversary of the founding of the Boy Scout movement.

We should appreciate your considering the above ideas for possible stamp issues and your early comments on any you may wish to pursue. As you realise, the earlier we receive your decision about future stamp programmes, the more time we have to do justice to the issues. May we therefore ask for your comments on this letter by 15 October.

*Yours sincerely*  


B A R TAYLOR  
Marketing Manager

Mr D Morrison

57

# MEMORANDUM



P&T/1/1

Reference.....

It is requested that this number and date should be quoted.

Date 19th September, 1979

From Acting Postmaster

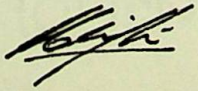

To Chief Secretary

Subject:- Stamps/covers for record and display purposes

Authority is requested to write off the following stamps and covers for record and display purposes:-

Falkland Islands

- Sir Rowland Hill 1 set First Day Covers
- 1 set stamps (including s/sheet)
- Definitive Booklets 2

  
 Acting Postmaster.

58

P&T/1/1

21st September 1979

Chief Secretary

Acting Postmaster

51

Your memo of 19th September refers.

Permission is given to write-off the following for record and display purposes -

Sir Rowland Hill 1 set First Day Covers  
1 set stamps (including Souvenir sheet)

Definitive Stamp Booklets 2

*[Signature]*  
CHIEF SECRETARY

Our REF: P&T/1/1

It is requested that the number and date should be quoted.

THE SECRETARIAT,  
STANLEY, FALKLAND ISLANDS,  
SOUTH ATLANTIC.

59

Your Ref: PH23††01/1

.....16 October.....1979.

Mr B A R Taylor  
Marketing Manager  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton Surrey SM1 1EL

Thank you for your comprehensive letter setting out suggestions for future stamp issues.

One of the things we have striven to achieve is to keep to the guide lines set out in the memorandum on stamp policy issued by the FCO, which calls for stamp issues to relate to the issuing territory.

Our Stamp Committee looked at your suggestions and, with considerable reluctance, came to the conclusion that it would be inadvisable to take up any of the suggestions with the exception of the Charles Darwin issue - already in our stamp programme - and possibly the Sir Francis Drake issue. We feel that perhaps we could get away with featuring Sir Francis Drake in view of his circumnavigation of the world and our connection with seafarers. We are not too far from Drake Passage, which is the stretch of water between Cape Horn and the South Shetlands, but would like your comments as to whether we could be accused of issuing irrelevant issues if we participated in a Sir Francis Drake issue.

Our stamp programme is full to the middle of 1983 and we are presently trying to think of some really good issues with particular reference to the Falklands. This isn't particularly easy, as you can imagine, and so far we have not been able to come up with any really startling suggestions, but hope to be able to continue to issue four short sets a year. Meanwhile we always welcome your suggestions for stamp issues, as this enables us to keep in touch with modern trends in the stamp world; and would, in fact, welcome periodic assessments of the stamp market.

D R Morrison  
for CHIEF SECRETARY

JB

Copied to P&T/2/31.

60  
①



RCS  
I find this a well-put  
→ Commission letter.  
13/5/78

Crown Agents for Oversea Governments and Administrations

ST NICHOLAS HOUSE SUTTON SURREY SM1 1LL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON



5 July 1978

Dear Dong,

Can I combine an answer to your two letters P&T/2/31 and 51 since the subjects overlap.

The reason for the popularity of the BAT Penguins issue is that it has been taken up by one of the big American first day cover sellers. This I think points up your whole problem. You can either issue the sort of stamps which are wanted by the stamp buyer or those which are wanted by philatelists. There is a vast difference between the two.

The stamp buyers are an increasing market and consist, in a large number, of people who buy interesting souvenirs which are pressed upon them by attractive advertisements appealing to other interests, wildlife, flowers etc. etc. The stamps are sold as incidental to these interests, to people who don't know a tete-beche from a bisect. The philatelists, who band themselves into insular little groups, are far more vociferous, usually because the members have contacts in the countries concerned and can through them cause problems to the Administration. I think part of the problem with philatelists is that the day of the classic stamp is always in the past and their only hope for the future is the rare variety. The souvenir collector on the other hand wants a well designed and printed stamp on an expensive looking cover with a clear cancellation mark, or perhaps an attractive souvenir sheet which adds to his collection of memorabilia on his favourite theme. To him an APS black blot means nothing and there is no evidence that it has ever deterred anyone from buying a set of stamps.

So you see the desires of the two parties can rarely be reconciled except by unsatisfactory compromise. In general Mr Sim's advice still holds good but in your case it would appear wisest to keep to the lower figure of ~~one~~ souvenir sheet per year and the Rowland Hill issue represents the best marketing opportunity in 1979.

/I

Seen by P.H. 20/7/78

I hope that this rather rambling letter is of some help. In the meantime I am going ahead with the designs for the Rowland Hill set, including a souvenir sheet using the 33p value.

Yours sincerely -

Dorian Hawthorn

29 October

79

Miss Nora Farrell  
Hong Kong and General Department  
Foreign & Commonwealth Office  
London SW1A 2AH

STAMPS

I attach a self-explanatory letter from Tommy Cooper of the Crown Agents Stamp Bureau about a campaign to boost sales of our stamps.

We have looked at this with extreme caution and are naturally wondering about the propriety of getting caught up in some flashy gimmickry from which we couldn't easily withdraw, and possibly run the risk of damaging our reputation. To us the scheme seems a "get rich quick" one and there are always snags to this sort of thing.

Although not stated in the letter, I have some reason to believe that the major dealer who has proposed this is a well-known Bristol dealer who is said to be an energetic, go-ahead business man.

The purpose of this letter is to ask you to let us have the benefit of your advice on the wisdom of getting involved in this sort of thing. Have you, for instance, any knowledge of any other dependent territories taking part in this project? There may be pitfalls awaiting the unwary, which at this distance we cannot see and, apart from this, we wouldn't want to be linked with dealers whose reputation may not be as good as some others.

Having said all this, we naturally do not want to leave any stone unturned if there is any possibility of increasing our revenue in a reputable manner from stamps.

D R Morrison  
for CHIEF SECRETARY





**CROWN AGENTS  
STAMP BUREAU**

ST. NICHOLAS HOUSE,  
SUTTON, SURREY, SMI 1EL

62

*Pat Hill*

TELEPHONE 01-643 3311

TELEX No. 267103

CABLES "CROWN SUTTON"

OUR REFERENCE ~~PH2~~ PH2/1101/1

17 October 1979

Mr D Morrison  
The Secretariat  
Stanley  
FALKLAND ISLANDS



*Dear Mr Morrison*

We wrote to you under the above reference on 11 September 1979, with various suggestions for possible stamp issues with an international appeal for release over the next four years. We hope that there were items in the letter which appealed to you and we look forward to your response in the very near future.

Since drafting the aforementioned letter we have learned that the Scout Association has officially designated 1982, rather than 1983, as its 75th Anniversary. Our original information was that Lord Baden-Powell founded the 'Boy Scouts' in 1908, in which case 1983 would have been the appropriate year in which to commemorate the 75th Anniversary but it appears that there is a certain amount of confusion over this.

If you are considering a stamp issue on this topic it will obviously enjoy more success if it is released during the official celebrations in 1982 and we therefore suggest that you make a particular note of this.

Yours sincerely

*[Handwritten signature]*

B A R TAYLOR  
Marketing Manager

*See 59*

MG/16

63

PH2/1013/3/1

1 November

79

Mr T A Cooper  
Crown Agents  
St Nicholas House  
Sutton  
Surrey SM1 1EL

Dear Mr Cooper,

52

Thank you for your letter of 26 July about the scheme for furthering sales of definitive sets.

I apologise for not replying to your letter before this, but I am sure you will appreciate that this isn't an easy matter to decide on. We were also awaiting the return of our Postmaster whom you may have met before going into this, but unfortunately he has not been able to return to work so far because of ill health.

It would help us in considering your proposals if you could let me know how other stamp-issuing territories have responded to the idea.

Yours sincerely,

D R Morrison  
for CHIEF SECRETARY

DCS

We already have a copy  
of this which was passed  
to you yesterday.

JBY

CF 35

PT/1/1

214 GOVERNOR FK  
MOM PSE  
214 GOVERNOR FK  
24962 PRDRME G  
TKU  
SWITCH THRU PSE  
RGR SWITHING NOW  
214 GOVERNOR FK  
214 GOVERNOR FK  
267103 CASUTN G

**ACTION  
COPY**

1.11.79 16.27 TLX NO. 106

Ref (Policy filed  
think)

FOLLOWING FOR CHIEF SECRETARY

LITTLE DISAPPOINTED IN NOT YET HAVING RECEIVED REPLY OURLET  
1ST AUGUST PH2/1013/3/1 REGARDING DEFINITIVE PROMOTION CAMPAIGN  
PROPOSALS BUT REALISE THIS IS AN UNPRECEDENTED SITUATION STOP  
WOULD WELCOME YOUR DECISION SOON

B A R TAYLOR DEPT PH2  
CROWN SUTTON ++

MM

214 GOVERNOR FK  
267103 CASUTN G

file pl  
DLM  
2/11/79

DCS He's pushing us and  
I'm sure we're wise to go  
carefully! FB 1/21

214 GOVERNOR FK  
MOM PSE  
214 GOVERNOR FK  
24962 PRDRME G  
TKU  
SWITCH THRU PSE  
RGR SWITHING NOW  
214 GOVERNOR FK  
214 GOVERNOR FK  
267103 CASUTN G

OG  
1/11

1.11.79 16.27 TLX NO. 106

FOLLOWING FOR CHIEF SECRETARY

LITTLE DISAPPOINTED IN NOT YET HAVING RECEIVED REPLY GURLET  
1ST AUGUST PH2/1013/3/1 REGARDING DEFINITIVE PROMOTION CAMPAIGN  
PROPOSALS BUT REALISE THIS IS AN UNPRECEDENTED SITUATION STOP  
WOULD WELCOME YOUR DECISION SOON

B A R TAYLOR DEPT PH2  
CROWN SUTTON ++

MM  
214 GOVERNOR FK  
267103 CASUTN G




# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

5147

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS
OFFICE STAMP AND DATE		NO. OF WORDS	DATE		TIME	
			6-11-79			
		INSTRUCTIONS				
<b>VIA CW</b>						

NOTICE: In the absence of any indication to the contrary it will be assumed that this telegram is to be charged at full rate and treated accordingly

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

ADDRESS

LTF CROWN SUTTON

No. 396

YOUR TELEX 106. FOR TAYLOR PH2. DEFINITIVE PROMOTION CAMPAIGN. BEFORE COMMITTING OURSELVES TO THIS QUITE EXCEPTIONAL CAMPAIGN WOULD NEED TO KNOW TO WHAT EXTENT OTHER TERRITORIES HAVE COMMITTED THEMSELVES AND ANY OTHER RELEVANT DETAILS THAT WOULD HELP US TO COME TO A DECISION. WHO FOR INSTANCE IS DEALER BEHIND PROJECT? WOULD NEED TO ENSURE THAT WE WERE NOT CAUGHT UP IN SOMETHING THAT WOULD HARM OUR PHILATELIC REPUTATION

CHIEFSEC

I REQUEST THAT THE ABOVE TELEGRAM BE FORWARDED SUBJECT TO THE CONDITIONS PRINTED ON THE BACK OF THIS FORM BY WHICH I AGREE TO BE BOUND.

SIGNATURE AND ADDRESS OF SENDER

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

FIFO 003/8

*File pl  
D*

*Des*

R FCO

**ACTION  
COPY**

37

GRS 55

UNCLASSIFIED

FM PORT STANLEY 061912Z NOV 79

TO ROUTINE FCO

TELEGRAM NUMBER 208 OF 6 NOVEMBER

FOR MISS FARRELL HONG KONG AND GENERAL DEPT  
MORRISON'S LETTER OF 29 OCTOBER  
CROWN AGENT'S DEFINITIVE STAMP PROJECT

1. AM NOW BEING PRESSED BY CROWN AGENTS FOR DECISION WHETHER  
WE PARTICIPATE IN PROJECT. WOULD APPRECIATE ANY ADVANCE VIEWS  
BY TELEX WHEN YOU HAVE HAD TIME TO CONSIDER LETTER UNDER  
REFERENCE

PARKER

NNNN

SENT AT 081402Z MWG

RECD AT 081402Z RPF



*R-T/1/1*

**CROWN AGENTS  
STAMP BUREAU**

37

ST. NICHOLAS HOUSE,  
SUTTON, SURREY, SMI 1EL

TELEPHONE 01-643 3311

TELEX No. 267103

CABLES "CROWN SUTTON"

OUR REFERENCE ~~PH~~PH2/1013

31 October 1979

Mr J Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS



Dear Sir

We have been approached by the Italian magazine "Il Collezionista-Italia Filatelica" to help with the magazine's annual referendum among its readers to choose the finest stamp issued in the world in 1979.

2 The magazine requires one stamp to be chosen by each Postal Administration. The design featured on the stamp must have been prepared especially for the stamp and not a reproduction of a painting etc.

3 If you wish to nominate a stamp, from the Falkland Islands, South Georgia and BAT issues they must reach the magazine by 31 December 1979, at the following address:-

Il Collezionista - Italia Filatelica  
Attention: Signora Morando  
Via Cavour 17/f  
10123 Torino  
ITALY

Yours faithfully

*Michele Hunter*

MRS M HUNTER  
Marketing Section  
for the Crown Agents

MGH

P&T/1/1

12 November 1979

38

Chief Secretary

Ag Postmaster

STAMPS

I attach a copy of a self-explanatory letter from the Crown Agents Stamp Bureau and should be grateful for your comments.

D R Morrison  
for Chief Secretary



RTL11

(39)

D.C.S.

ACTION  
COPY

*[Signature]*  
13/11

FOFI/003/12

RR PORT STANLEY

GR 45

UNCLASSIFIED

FM FCO 091314Z NOV 79

TO ROUTINE PORT STANLEY

TELEGRAM NUMBER 141 OF 9 NOVEMBER

FOR MORRISON FROM MISS FARRELL

YOUR TELEGRAM NO 208: DEFINITIVE STAMP PROJECT.

WE ARE NOT HOPEFUL AT THIS STAGE THAT WE SHALL BE ABLE TO GIVE THIS PROJECT OUR SUPPORT. WE THEREFORE ADVISE YOU TO RESIST PRESSURE FOR DECISION FOR THE TIME BEING. CONSIDERED OPINION WILL FOLLOW AS SOON AS POSSIBLE.

CARRINGTON

NNNN

# MEMORANDUM

Reference ..... P&T/1/1

It is requested that this number and date should be quoted.

Date ..... 12th November, 1979

40

From Acting Postmaster



Chief Secretary

Subject:-

Write Off of Philatelic Material

I request permission to write off the following material so that Mrs. Tannock can make easy reference to same in the compiling of her report on her return to England:-

Falkland Islands (One of each)

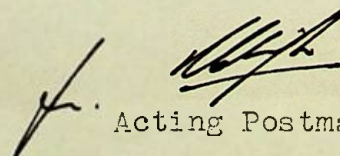
- Silver Jubille FDC
- Telecommunications FDC
- Definitives Mailships FDC (one set)
- Flying Boat FDC
- Coronation FDC (90p type)
- Postage Stamp Centenary FDC
- Kelp and Seaweed FDC
- Rowland Hill FDC (one each type)
- U.P.U. Issue FDC
- Christmas aerogramme (1978 type)
- Christmas aerogramme (1979 type)
- Postage paid Registered envelope
- Aerogramme ships 9p (first type)
- Aerogramme ships 9p (second type)
- Aerogramme provisional 8p type
- Aerogramme provisional 10p type
- Definitive Booklet (green)
- Definitive Booklet (blue)

South Georgia (one of each)

- Captain Cook FDC
- Coronation FDC (large)
- Coronation FDC (small)

British Antarctic Territory (one of each)

- Coronation FDC (large)
- Coronation FDC (small)

  
Acting Postmaster

Chief Secretary

Acting Postmaster

Philatelic Bureau Adviser

Permission is hereby given for the write-off and issue to Mrs. Tannock of the undermentioned philatelic items in connection with her feasibility study:-

Falkland Islands (One of each)

Silver Jubilee FDC  
Telecommunications FDC  
Definitive Mailships FDC (one set)  
Flying Boat FDC  
Coronation FDC (90p type)  
Postage Stamp Centenary FDC  
Kelp and Seaweed FDC  
Rowland Hill FDC (one of each type)  
U.P.U. Issue FDC  
Christmas aerogramme (1978 type)  
Christmas aerogramme (1979 type)  
Postage paid registered envelope  
Aerogramme ships 9p (first type)  
Aerogramme ships 9p (second type)  
Aerogramme provisional 10p type  
Aerogramme provisional 8p type  
Definitive Booklet (green)  
Definitive Booklet (blue)

South Georgia (one of each)

Captain Cook FDC  
Coronation FDC (large)  
Coronation FDC (small)

British Antarctic Territory (one of each)

Coronation FDC (large)  
Coronation FDC (small)

  
CHIEF SECRETARY

R-111



Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr J Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS

Our ref PH3/FALKLAND ISLANDS

Your ref

Date 6 November 1979

Dear Mr Massingham

It has come to our attention that the London firm of stamp dealers, John Lister Ltd, has written to many of the Postal Administrations whose stamps we distribute from our Stamp Bureau, seeking discounts for the purchase of stamps in bulk. The firm states that many of the stamps purchased in this way would be sold to investors and would be additional to normal sales.

2 We are convinced that there are dangers inherent in this matter and because of this we are writing to our Principals with a view to explaining the problem as we see it and to providing a background to the firm's approach.

3 We are constantly looking for ways and means by which to sell more of our Principals' stamps and a year or two ago we experimented with giving dealers a modest advertising allowance on their purchases from us, specifically as a help towards their advertising costs, in the hope that this would result in increased sales. Unfortunately in a number of instances this did not result in increased advertising or in increased sales. Indeed a number of dealers simply regarded this as a straight discount so we terminated the experiment and turned to other types of promotion. We had misgivings that allowing such a discount was tantamount to selling stamps at below face value, a practice to which the world's responsible postal administrations are not party, partly for reasons of maintaining a respectable image in collectors' eyes and partly because of the danger of the stamps finding their way back to the issuing country and being used by business houses to the detriment of mail revenues.

4 Concerning the Lister approach for a discount, the investor market in modern stamps is small, whatever the firm implies, and we believe that any stamps supplied in this way could be for the collector rather than the investor market. In our view the consequence of your giving the firm a discount would simply be that they would be

AVS

in a position to offer your stamps to the philatelic market at face cost or under, which would be an annoyance to all the other dealers who purchased from you or us at face cost, and who have to add on a mark-up in order to make a living. These dealers would regard the matter as being quite unfair and would respond by influencing their clients away from your stamps. This might result in overall sales declining, rather than increasing.

5 We believe that in the event your experience would be much as ours was during the period when we experimentally offered a small discount towards advertising costs - that the promised extra sales are not forthcoming. At the same time, your philatelic reputation would be placed in some jeopardy and you would be committed to giving a discount on quantities no greater than those already made by you and us.

6 As evidence of the consequences of John Lister Ltd being able to obtain a country's stamps at less than face value, we are enclosing a copy of an order form sent by the firm to other stamp dealers. You will see that the firm is soliciting orders for Zambia stamps at 25% below face value. In this respect, it is particularly worrying that the last stamp issue listed - 1979 Parliamentary Conference - is still currently available from Zambia Post Offices. We believe that this document serves to emphasize in the clearest way the dangers we have expounded above. Sadly, Zambia's philatelic reputation is now at stake.

7 Because the John Lister form is not particularly well produced, we have made enquiries in the stamp trade as to its authenticity and, as a result, we are satisfied that it is genuine.

8 In conclusion, we believe firmly that any Postal Administration receiving such an approach from John Lister Ltd, or any other organisation, should reject it out of hand.

Yours sincerely



T A COOPER  
Head of Security Printing

PH3/FALKLAND ISLANDS

Mr J Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS

6 November 1979

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AVS

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Yours sincerely

T A COOPER  
Head of Security Printing

JOHN LISTER LTD., 37 BURY ST, LONDON, S.W.1. 930 2931

*Rec'd  
N.Y. October 10 '79*

25% Below Face Value

ZAMBIA

We have purchased a large stock of Zambia which we are able to offer at very competitive prices. Strictly subject unsold. Minimum 10 sets, maximum 50 sets. All mint.

	<u>Order</u>
1974 10th Anniversary Independence	per 10 £3.12 .....
1974 U.P.U. Centenary	per 10 £1.79 .....
1974 Earth Station	per 10 £2.51 .....
1975 Namiba Day	per 10 £2.51 .....
1975 Irrigation and Drainage	per 10 £1.32 .....
1976 World Forestry	per 10 £3.12 .....
1976 Tanzania - Zambia Railway	per 10 £2.51 .....
1977 Festival of Arts	per 10 £2.51 .....
1977 Birds	per 10 £3.92 .....
1977 Christmas	per 10 £1.79 .....
1978 Animal Conservation	per 10 £4.06 .....
1978 Racism	per 10 £1.32 .....
1979 Overprints	per 10 £3.02 .....
1979 Parliamentary Conference (Dancers)	per 10 £7.09 .....

Name ..... Date .....

Address .....

.....

.....



PH3/FALK IS

16th November

79

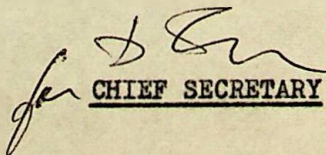
Mr. T. A. Cooper,  
Head of Security Printing,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Sir,

Thank you for your warning about John Lister Ltd. seeking discount for the purchase of stamps in bulk.

We have not had any request from John Lister and, if we do, shall know what to say in view of your advice.

Yours faithfully,

  
CHIEF SECRETARY

FOBA 013/16

D.C.S.

*John 22/11/79  
Good thing we asked*

*Hee. 21/11  
28  
D.C.S. (44)*

RR PORT STANLEY VIA BUENOS AIRES

*23 22/11*

GPS 550

*AG  
2/4*

TO: PORT STANLEY

SECURITY CLASSIFICATION: CONFIDENTIAL

FILE REFERENCE: HKG 205/492/1

DATE: 16 NOVEMBER 1979

FOLLOWING FOR: MORRISON

FROM: MISS FARRELL (HONG KONG AND GENERAL DEPARTMENT)

THANK YOU FOR YOUR LETTER OF 29 OCTOBER 1979 ABOUT THE SALES PROJECT FOR DEFINITIVE STAMPS WHICH WE NOW KNOW ORIGINATED IN THE OFFICE OF URCH HARRIS IN BRISTOL. WE HAVE HAD A MEETING WITH THE CROWN AGENTS AS A RESULT OF WHICH WE HAVE COME TO THE FOLLOWING CONCLUSIONS.

2. ON THE FACE OF IT THE PROPOSAL WOULD APPEAR TO HOLD SOME MERIT SINCE THE COST OF PRODUCING THE STAMPS TO BE HANDED OVER TO URCH HARRIS WOULD BE INFINITESIMAL. IN FACT IN THE CASE OF THE NEW FID DEFINITIVE ISSUE THOSE SAME STAMPS WOULD HAVE THE POTENTIAL VALUE OF £7,5000. AS WE UNDERSTAND IT THERE WOULD BE A HUGE PUBLICITY CAMPAIGN ADVERTISING THE URCH HARRIS NEW ISSUES SERVICE WHICH WOULD BE FINANCED BY THE SALES OF FREE STAMPS FROM THE TERRITORIES AND COUNTRIES CONCERNED. IF THE CAMPAIGN SUCCEEDED THERE WOULD BE 'SPIN-OFF' GAINS TO TERRITORIES BY WAY OF INCREASED SALES IN THEIR DEFINITIVE ISSUES (THOUGH CROWN AGENTS ADMIT THEY DO NOT KNOW IF ADVERTISING IS COST-EFFECTIVE IN INCREASING STAMPS SALES). HOWEVER, WE HAVE BEEN INFORMED BY THE CROWN AGENTS THAT THERE IS NO LAID DOWN PLAN TO ADMINISTER THE SCHEME. THIS MEANS THAT WHILE URCH HARRIS MAY PROMISE TO MATCH THE CONTRIBUTIONS FROM D.T'S WITH EQUAL SUMS TO FINANCE THE CAMPAIGN WE HAVE NO INFORMATION AS TO HOW IT WILL BE DONE AND WHETHER IT WILL BE APPROPRIATELY MONITORED TO ENSURE THAT THE DEPENDENT TERRITORIES GET VALUE FOR THE MONEY THEY HAVE SUBSCRIBED TO U.H. IN THE FORM OF FREE STAMP SETS. THERE ARE SO MANY UNANSWERED QUESTIONS: HOW WILL GOVERNMENTS KNOW THAT LARGE SUMS HAVE IN FACT BEEN SPENT ON ADVERTISING AS WILL BE CLAIMED? HOW WILL A CHECK BE KEPT ON THE SALES RESULTING FROM THE CAMPAIGN? WHO WILL BE ABLE TO SAY THAT 1,000 SETS HAVE IN FACT BEEN USED IN THE CAMPAIGN AND NOT BEEN PUT BY FOR SALE AT A LATER DATE AT A GREATLY ENHANCED VALUE WILL WILL BENEFIT URCH HARRIS AND NOT THE GOVERNMENT?

3. WE ARE SURPRISED THAT IF THE CROWN AGENTS CONSIDER THIS TO BE SUCH A GOOD SCHEME THEY HAVE NOT THEMSELVES THOUGHT OF PUTTING IT TO OTHER UK DEALERS: AS IT IS WE CANNOT HELP SUSPECTING THAT URCH HARRIS ARE MAKING A DETERMINED ATTEMPT TO CORNER THE MARKET IN COMMONWEALTH ISSUES AT THE EXPENSE OF THE GOVERNMENTS OF THOSE COUNTRIES, AND WITH MINIMUM COST TO THE THEMSELVES. WE HAVE TO REMEMBER THAT THE PUBLICITY WILL ADVERTISE URCH HARRIS SERVICES RATHER THAN THE STAMPS THEMSELVES.

4. IN REPLY TO QUESTIONS WE WERE TOLD THAT MOST OF THE DEPENDENT TERRITORIES (WITH THE EXCEPTION OF MONTSERRAT AND TURKS AND CAICOS) HAVE BEEN APPROACHED. HONG KONG HAVE REFUSED TO PARTICIPATE AND GIBRALTAR, AMONGST OTHERS, HAVE SO FAR FAILED TO REPLY. OTHERS ARE DITHERING AND SO FAR AS WE KNOW ONLY TWO HAVE EXPRESSED INTEREST IN THE SCHEME. IT APPEARS THERE IS NO PROSPECT OF THE SCHEME COMING INTO OPERATION UNTIL WELL INTO 1980, AND MAYBE LATER IF INDEED IT GETS OFF THE GROUND AT ALL. YOUR LETTER AND ENCLOSURE WAS THE FIRST WE HAD HEARD OF THE PROJECT AND HAD WE BEEN ASKED FOR ADVICE FROM ANYONE ELSE WE WOULD HAVE RETURNED THE SAME REPLY THAT WE NOW MAKE TO YOU - I.E. AS IT STANDS AT PRESENT WE CANNOT RECOMMEND ACCEPTANCE OF THE PROPOSAL.

SIGNED: NORA FARRELL

NNNN

M

SENT/RECD 1847Z/16 HH / HR

RR PORT STANLEY VIA BUENOS AIRES

GPS 550

TO: PORT STANLEY

SECURITY CLASSIFICATION: CONFIDENTIAL

FILE REFERENCE: HKG 205/492/1

DATE: 16 NOVEMBER 1979

FOLLOWING FOR: MORRISON

FROM: MISS FARRELL (HONG KONG AND GENERAL DEPARTMENT)

THANK YOU FOR YOUR LETTER OF 29 OCTOBER 1979 ABOUT THE SALES PROJECT FOR DEFINITIVE STAMPS WHICH WE NOW KNOW ORIGINATED IN THE OFFICE OF URCH HARRIS IN BRISTOL. WE HAVE HAD A MEETING WITH THE CROWN AGENTS AS A RESULT OF WHICH WE HAVE COME TO THE FOLLOWING CONCLUSIONS.

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SIGNED: NORA FARRELL

NNNN

M  
SENT/RECD 1347Z/16 HH / HR

P&T/1/1

45

HKG 205/492/1

23rd November

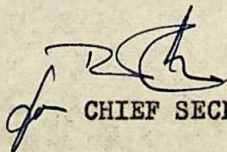
79

Miss N. Farrell,  
Hong Kong & General Department,  
Foreign & Commonwealth Office,  
LONDON, SW1A 2AH.

Dear Nora,

This is just to thank you for your advice on the Urch Harris proposal to the Crown Agents for a publicity campaign. The project is what we expected!

Yours faithfully,

  
CHIEF SECRETARY

uw

PH2/1013/3/1

27th November

79

Mr B A R Taylor  
Dept PH2  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton  
Surrey SM1 1EL

Dear Mr Taylor

This confirms what, I guess, you have already surmised, and that is, that after taking advice on the definitive promotion campaign we have decided not to participate.

2. I sincerely hope that our non-participation does not prevent the project getting under way and we shall naturally follow with interest events in this field.

3. To conclude, I must say that we are always interested in ways and means of increasing our revenue from stamps, and it is only by considering proposals like the one you put to us, are we ever going to move away from the well trodden conservative paths. However, we still prefer to exercise a considerable amount of caution especially in untried projects which could reflect adversely on our stamp policy.

Yours faithfully

*[Handwritten signature]*  
CHIEF SECRETARY

sh

P+T/1/15

attach Stamp  
Programme file  
*[Signature]*



BCZC ATS499 HCR867 TX267103 <sup>D350</sup>  
FKLX HZ GBLA 119  
LONDON/LA TLX 119/116 29 1044 PAGE1/50

LTF  
CHIEFSEC STANLEY  
FALKLANDIS



MORRISON YRLET 16/10/79 TO TAYLOR EXPRESSED INTEREST  
DRAKE ISSUE FULLSTOP SINCE WOULD HAVE TO BE RELEASED AROUND  
OCT 1980 WE NEED FIRM INSTRUCTIONS TO PROCEED VERY SOON FULLSTOP  
WE HAVE NOT YET CONTACTED FCO PRESUMABLY YOU WOULD ADVISE  
FULLSTOP WITH ONLY FOUR ISSUES PER YEAR YOU

COL 16/10/79 1980

HCR867 TX267103 CHIEFSEC PAGE2/50

WOULD PRESUMABLY PUSH EARLY SETTLEMENTS BACK TO MAY 1981 INSTEAD  
OF MAPS AND CHARTS FULLSTOP SINCE DRAKE ISSUE WOULD CONTAIN AT  
LEAST ONE MAP PRESUMABLY MAPS AND CHARTS ISSUE WOULD GO BACK  
TO 1982 FULLSTOP THOUGH WE CANNOT GUARANTEE LARGE SALES FOR  
DRAKE IT WILL DO WELL ESPECIALLY SINCE SEVERAL

COL 1981 1982

HCR867 TX267103 CHIEFSEC PAGE3/16

COUNTRIES NOW GOING AHEAD ON SIMILAR LINES FULLSTOP  
PROXIMITY OF DRAKES PASSAGE HELPS CONSIDERABLY  
CROWN SUTTON

NNNN

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH



P+T.11

48



Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Our Reference: PH2/1013/3/1

9 November 1979



Dear Mr Massingham

Thank you for your telex of 7 November regarding the definitive promotion scheme which we are hoping to launch in the not too distant future.

2 I hasten to say that it was not our intention to withhold from you any vital information relating to the scheme but we cannot be too specific about details until the total number of potential participants is determined. Thirty-five have been invited: so far just under half have expressed interest in participating but responses are still arriving.

3 The dealer with whom we are considering collaboration is Urch Harris and Company Limited of Bristol, one of our largest and most regular New Issues customers. Although Urch Harris' motives are clearly designed to further their own prosperity, in this particular instance our interests and those of our Principals in increasing sales are parallel with theirs.

4 As envisaged, Urch Harris and Company Limited would receive free of charge a quantity of mint stamps of each country participating in the scheme. In return for this they will pay for major advertising in the international press (and maybe television networks) which is expected to draw several thousand NEW collectors into the hobby. Hopefully this new population will continue collecting for many years and their spending will be to your long-term advantage. The cost of printing the initial stock is minimal but, even so, can be amortised over the duration of the newcomer's philatelic lifespan.

5 There would be no question of stamps being sold below face value or discounts being offered as inducement.

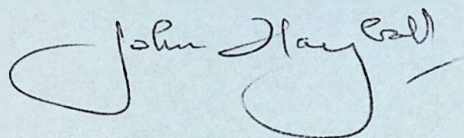
6 I hope that you will accept my assurance that there is no unsavoury element to the proposed campaign and, consequently, no risk of any harm to the philatelic reputation of Falkland Islands. It is possible that some less enterprising dealers may, at the outset, raise some protests or misgivings but we think that even they are likely to benefit in the long run because of Urch Harris' enterprise in seeking an entirely new collector market.

*Crossed - see (46)*

/7 I hope ...

7 I hope these additional remarks will enable you to reach a positive decision regarding the participation of Falkland Islands but if you need any further information please do not hesitate to write again.

Yours sincerely

A handwritten signature in cursive script that reads "John Hayball". The signature is written in dark ink and is positioned above the typed name.

J A HAYBALL  
Acting Head of Security Printing  
and Philatelic Sales

Mr J Massingham

Pat/lll




an international society devoted to a wider understanding and enjoyment of all aspects of the Fine Arts through philately.



19 Ramsey Road  
Great Neck, N.Y. 11023/U.S.A.  
November 22, 1979

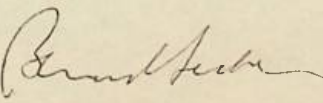
The Secretariat  
Stanley, Falkland Islands  
South Atlantic

Dear Mr. 

First, let me apologize for the form of my salutation. I am afraid I could not decipher your signature! Second, let me take the opportunity to thank you again on behalf of the membership for your detailed answer to my question about the Battle of Falkland Islands Memorial. It was absolutely complete and we were extremely pleased on receiving the detailed story.

I do not know if the "path of life" will ever take me down to the South Atlantic. But perhaps I shall find a reproduction of the memorial in some book and almost see "in person" what it really looks like.

Wishing you a forthcoming Happy Holiday and New Year, I remain

Sincerely yours,  
  
Bernard Seckler,  
Editor of FAP

DCS I think we have told them  
we have changed our minds? JBS

es. (50)

**ACTION  
COPY**

ONE  
11/12

0  
214 GOVERNOR FK  
214 GOVERNOR FK  
267103 CASUTN G

11.12.79 16.14 TLX NO. 736

FOR CHIEFSEC

OUR REF PH1/1618P

FOR MORRISON

MYCAB 29/11 IF DRAKE ISSUE TO GO AHEAD WE MUST HAVE YOUR  
OPINIONS AND REQUIREMENTS SOONEST  
REGARDS

PENRY DEPT PH1  
CROWN SUTTON ++

MM  
214 GOVERNOR FK  
267103 CASUTN G



# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	5/47
OFFICE STAMP AND DATE		NO. OF WORDS	DATE		TIME	(51)	
			12-12-79				
		INSTRUCTIONS					
<b>VIA CW</b>							

NOTICE: In the absence of any indication to the contrary it will be assumed that this telegram is to be charged at full rate and treated accordingly

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

ADDRESS

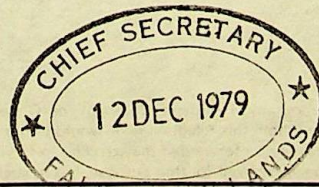
**LTF CROWN SUTTON**

No. 447

FOR PENRY. YRTLX 736 HAVE DECIDED NOT TO PROCEED WITH DRAKE ISSUE

CHIEFSEC

c.c. Ag. Postmaster



I REQUEST THAT THE ABOVE TELEGRAM BE FORWARDED SUBJECT TO THE CONDITIONS PRINTED ON THE BACK OF THIS FORM BY WHICH I AGREE TO BE BOUND.

SIGNATURE AND ADDRESS OF SENDER \_\_\_\_\_

TELEPHONE \_\_\_\_\_

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

PH2/1013/3/1

14th December

79

Mr. J. A. Hayball,  
Acting Head of Security Printing  
and Philatelic Sales,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Sir,

Thank you for your letter of 9th November to Mr. Massingham giving further details of the project to promote the sale of definitive issues. You may wish to note that Mr. Massingham has been succeeded as Chief Secretary by Mr. F. E. Baker.

2. We have taken advice on this and come to the conclusion that we would not participate in the scheme and wrote to your Mr. B. A. R. Taylor on 27th November telling him of our decision.

3. I know that you will have put a lot of effort into this project, and I sincerely hope that it can be launched successfully to the satisfaction of all concerned.

4. You may wish to write and tell us how you think the project is going in, say, six months time, as we are naturally interested in expanding sales which is the reason why we have had an expert from the British Postal Consultancy Service to have a look at our Philatelic Bureau.

5. This leaves me little to say other than to welcome you back to the Stamp World.

Yours faithfully,

  
CHIEF SECRETARY

53

# MEMORANDUM

Reference: PNT/1/1

Date 2nd January, 1980

It is requested that this number and date should be quoted.

From Acting Postmaster

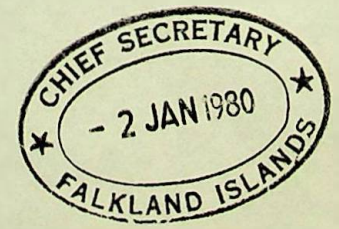
To Chief Secretary

Subject:-

Write Off

Permission is requested to write off one set of the Postage Stamp Centenary Stamp Issue for record purposes.

*[Signature]*  
Acting Postmaster.



P&T/1/1

7 January 1980

54


Chief Secretary

Ag Postmaster

100th ANNIVERSARY OF FIRST FALKLAND ISLANDS STAMP ISSUE

Please refer to your memo of 2nd January.

2. Approval is hereby given to write off one set of the above issue for record purposes.



D R Morrison  
for CHIEF SECRETARY

JB



We asked a well-known philatelic figure, who as a free-lance journalist contributes to many international philatelic magazines, to write an article for this issue. Here it is.

PT 1/1

Put on Stamp Policy

file pl

AM 2/2/80

in My

# Understanding

by Otto Hornung

When you are considering Post Offices, and their stamp issuing policies, it is very difficult to say which Post Office is good, and which is bad. To a large extent this is matter of personal opinion, preference and taste. If one wanted to separate Post Offices into categories, the simplest method would be to divide them into those which are conservative in their policies, and mindful of their good name and collectors' interests, and those which are interested in one thing only — maximum profit, regardless of all other considerations.

In 139 years since the invention of the postage stamp philately has had a profound impact on postal administrations all over the world. Whereas in the early days stamps were thought of only as a means to simplify postal operations, to modernise the system, and as a means of pre-payment for postal services, today this is no longer so. Stamps have proved themselves as a very useful vehicle for publicity and propaganda, and as an important source of income.

No Post Office in the world can escape the facts of life. A growing percentage of each new stamp issue is not used postally, but is in effect removed from normal circulation, going straight into stamp collections. Depending on the size of the issuing country, on the numbers of the population and their standard of education and living, the percentages of stamps bought for collections vary considerably. In large countries with eager letter writing populations, although in real terms the number of stamps taken up for collections can be very high, in terms of the percentage of the total printed and circulated it is low, as in the United States, for example. In some other countries, with very small postal requirements, but with great philatelic appeal, the overwhelming majority of all stamps printed go to collectors. I should like to mention here San Marino, Liechtenstein or the Vatican.

From the above it is evident that if a postal administration has established a high reputation for its stamp issues, if it is popular with collectors and conservative in stamp production, it can without any problem sell very high percentages of its stamp production to philatelists without upsetting them or the market, and thus derive a guaranteed and steady income from its sales to philatelists. In fact, with popular philatelic countries collectors demand some new stamp sets every year, and it is important to produce them so as to keep their interest.

In the early days the stamp issuing policy of all Post Offices was ultra-conservative. Only definitive sets were produced, and some served for scores of years. Only such values as were needed were produced, there were no commemoratives, no surcharges, no special issues. Stamp designs and definitives were changed only if there was a very serious reason, such as when a new ruler came to power, or when there was a currency reform.

Many Post Offices stood up very well to the impact of philately, the modern image of postage stamps, and the prospect of easy money from stamp sales. Take, for instance, Great Britain. Although this was the first country to issue stamps, in 138 years the catalogue listing for British stamps has reached a figure of only 1058 (March 1978), that is an average of 7.66 stamps per annum. On the other hand the German Democratic Republic has issued since 1949 till February 1977 a total of 1917 stamps. This is an

average of 68.46 stamps per annum, almost ten times as many as Great Britain. I hasten to add that the German Democratic Republic is a very popular country, and there are numerous other Post Offices producing a much higher number of stamps per annum.

I have given as an example Great Britain and the German Democratic Republic. These countries are comparable because they have a population with a high living standard, with a large postal turnover, and with a high number of stamp collectors. If a country like East Germany issues a few more stamps, collectors will mean and cringe, but they will buy the stamps anyway, and the postal service can absorb any quantity of left-overs. If, though, an underdeveloped country does the same, it immediately floods the market, and creates a very bad impression. Thus it has happened that some countries, like Ghana, for instance, started overproducing stamps, and as a result thousands of collectors terminated their collections and stopped buying all the new issues. Thus the overproduction led to a decline in sales and income.



*Jersey's only souvenir sheet, which won the Asiago prize in 1975.*

A Post Office can undermine its good standing in other ways as well: by issuing imperforate issues parallel to perforated sets, by producing too many miniature sheets, by issuing fancy combinations of stamps in sheets or small sheets, by too many and too high surcharges, by intentionally printing small numbers, by selling certain issues or certain values to exclusive clients, and by other means.

Stamps are a very peculiar product, and the stamp market and collectors are very sensitive. Thus a successful Post Office will always give its future stamp policy very serious consideration. It will have to bear in mind many important factors: the size of the population, the needs of the postal service, the sales figures for previous issues, the importance and attractiveness of themes for future issues, the quality of the stamps produced, the security precautions of the printers, the trends of the philatelic market.

There is no hard and fast rule for all that. It depends on experience, expertise and good taste, but also on moderation, common sense and reliability. Whilst some countries can easily afford to produce 50 stamps per annum, and still remain highly respectable and popular with the stamp world, in other countries it is advisable to keep this figure down to maybe 20 or less.

If a Post Office bears that in mind, and if it also does its very best to popularize its stamp production, then it will be able gradually to build up a steady community of collectors buying its stamps for years to come. It is better to be cautious, and if one is not sure to wait a bit. Such a policy pays off in the long run.

I have quite intentionally not mentioned Jersey and its stamp issuing policy. Every reader can form his own opinion, whether the points made above apply or not. The proof of the pudding is in the eating.

*We said we would publish Mr. Hornung's article 'as is', and we have done so. We hope that our pudding is of the right flavour; if your support and appreciation are anything to go by, we have the proper mixture!*

# MEMORANDUM

Reference P&T/1/1

Date 11th February, 1980



From Postmaster

To Chief Secretary

## Philatelic Displays

I request permission to write off the following philatelic material used for a display on board the Eugenio C during her recent visit:-

- Falklands:
  - 1 UPU Cover @ 50p
  - 1 Rowland Hill Cover @ 50p
  - 1 Coronation Cover @ 90p
  - 1 Silver Jubille Cover @ 65p
  - 1 Kelp and Seaweed Cover @ 70p
  - 1 Telecommunications Cover @ 65p
  - 1 set Kelp stamps @ 61p
  - 1 set Airport stamps @ 54p
- S. Goeriga
  - 1 Coronation cover @ £1.70
  - 1 Coronation Cover @ 90p
- B.A. Territory
  - 1 Coronation Cover @ £1.70
  - 1 Coronation Cover @ 90p

? | Pending availability of the above material next summer this display will be used on further visits of tourist vessels.

*[Signature]*  
Postmaster.

There can be no question of a write-off every year: the material must be kept

12 February 1980

(57)

Acting Chief Secretary

Postmaster

## PHILATELIC DISPLAYS

I approve the write-off of the following covers for display purposes:

FALKLANDS:	1 UPU cover @ 50p
	1 Rowland Hill cover @ 50p
	1 Coronation cover @ 90p
	1 Silver Jubilee cover @ 65p
	1 Kelp & Seaweed cover @ 70p
	1 Telecommunications cover @ 65p
	1 set Kelp stamps @ 61p
	1 set Airport stamps @ 54p
SOUTH GEORGIA:	1 Coronation cover @ £1.70
	1 Coronation cover @ 90p
British Antarctic Territory:	1 Coronation cover @ £1.70
	1 Coronation cover @ 90p

2. This approval is given on the understanding that the covers are kept in a safe place for future use; there can be no question of a write-off every year a tourist ship comes in.

D R Morrison  
AG CHIEF SECRETARY

JB

# BANCA NAZIONALE DEL LAVORO

ISTITUTO DI CREDITO DI DIRITTO PUBBLICO - SEDE CENTRALE: ROMA

CAPITALE: L. 60.000.000.000 INTERAMENTE VERSATO — RISERVA ORDINARIA: L. 44.100.000.000

Scambi Comm. e Prod. /dm

20100 Milano, li July 10th, 1979

Casella Postale: 1724

## TO WHOM IT MAY CONCERN

Dear Sirs,

upon request of the Firm Italcambio C. A. , with head Office at Caracas, Venezuela, Edificio America, Esquina de Veröes, operating since 1947, we declare that the said company has a capital of 3.000.000. = Bs.

The Italcambio Organization practically falls into a financial holding category. It is international and consists of:

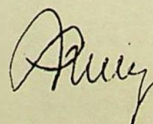
- Italcambio C. A. - Caracas, Venezuela
- Italcambio Inc. - Miami, Usa
- Italcambio C. A. - Milan, Italy
- Monnaies Or Argent S. A. - Chiasso, Switzerland
- Deutsche Numismatik HgmbH, Frankfurt A/M, W. Germany
- Numismatique Française S. A. - Paris, France

Wherever it is not present with its own Associated Company, an efficient network of agents spread throughout the principal towns of the world with their own deposits is available.

The activity of this Group, whose President is Mr. Mario Pizzorni consists above all in the creation and world-wide distribution of gold and silver products such as jewellery, artistic silver ware, legal tender coins as well as exclusive medals.

Roughly twenty Governements have entrusted to this Organization the distribution on a world-wide basis of their gold and silver issues.

./.

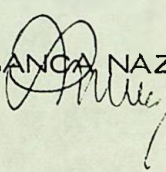



According to our best of knowledge, it is considered among the most important multi-national organizations in the distribution and sale on world markets. Mr. Mario Pizzorni has been well known to us for some years and appears to have considerable financial means.

Our relation with the Italcambio Organization have always been to our complete satisfaction.

We would add that we know that the various companies of the Italcambio Organization are in possession of remarkable financial means.

Yours faithfully

   
BANCA NAZIONALE DEL LAVORO - MILAN



DIREZIONE

CHIASO

Telefono 091 41 25 52  
Lettere 6830 Chiasso 1

G/224

TO WHOM IT MAY CONCERN

Chiasso, 27th January 1978

Dear Sirs,

We have pleasure in introducing to your goodselves  
our valuable customer

ITALCAMBIO C.A.  
represented by its President  
Mr. Mario Pizzorni.

Italcambio C.A., who is registered in Venezuela since  
1947, is engaged in the distribution of commemorative medals  
and legal tender gold and silver coins all over the world.

This activity is efficiently assured to Italcambio  
C.A. by its own international organization which includes:

- Italcambio Inc. Miami / USA
- Italcambio C.A. Milan / Italy
- Deutsche Numismatik GmbH Frankfurt / West Germany
- Numismatique Française Paris / France
- Monnaies Or Argent S.A. Chiasso / Switzerland

as well as other agents and own stores in many other countries.

The entire Italcambio Group is now appearing as a  
solid international Holding who disposes of a capillary network  
throughout the principal towns of the world. It seems to be the  
unique Concern to have been entrusted by over 20 Nations with  
distributions contracts on an exclusivity basis, and can rely  
on a many years' experience.

Italcambio C.A. as well as its President Mr. Mario  
Pizzorni have been in tight business connection with our Bank  
for many years, and our relations with them have always developed  
to our utmost satisfaction. Their way of dealing and their com-  
mercial correctness are unobjectionable.

The Italcambio Group disposes of remarkable financial  
means and may be highly recommended to your best attention.

SWISS CREDIT BANK

*For 4,000 Canadian collectors only: a privileged ground floor opportunity to participate in the soaring market for British Commonwealth stamps*

The Government of Dominica announces

# The First Official Gold Postage Stamp Issue of the Commonwealth of Dominica

Member of the British Commonwealth  
and associate member of the Universal Postal Union



**EXCLUSIVE  
WORLD WIDE  
DISTRIBUTOR:  
ITALCAMBIO C.A.**

Official Seal  
of Dominica



Her Majesty  
Queen Elizabeth II

Head Office: Caracas, Venezuela, Esquina Veroes, Apartado de Correo 2693  
International Offices in: Paris, France — Frankfurt/M.W. Germany — Milan, Italy — Chiasso,  
Switzerland — Miami-Fla, U.S.A. — Montreal, Canada.

---

A historic achievement in Dominica's 104 year history  
of issuing prized postage stamps: a strictly limited edition

"Set No. 1 Royal," is reserved by the Government of Dominica for presentation to Her Britannic Majesty Elizabeth II, Queen of the Commonwealth.

No British Commonwealth gold postal series has ever been issued in such an extremely limited edition, with all this may imply for price appreciation in future years.



PRELIMINARY OFFER

COMMEMORATIVE STAMPS EMBOSSED ON GOLD FOIL

- A) The Italcambio Group is ready to sign a contract for the production and worldwide distribution of a set of 23K gold foil postal stamps.
- B) The set would consist of, say, 36 stamps of different designs to be issued one per month for 3 years. The designs should be of international interest.
- C) Each issue would be limited to 40-50,000 pieces or more. Quantities to be established also in relation to the number of stamps composing the set.
- D) The facial or postal value of each stamp should be equivalent to about US \$ 10 in local currency.
- E) Italcambio proposes a royalty of 10%, which means US \$ 1 for every stamp produced.
- F) In order to validate and justify the high face value of the stamps we suggest that provisions be taken so that each stamp bears a surcharge, say, of +1 or +2. The +1 or +2 could be assigned to a specific Assistance Fund of the country (for example children, disabled, reconstruction, etc.) and will represent a benefit to the country over and above the royalties for every stamp issued.
- G) Italcambio would furthermore commit itself to deliver 100 stamps of each design, free of charge, for direct sale to the public at local post offices. This would mean an additional income to the Government of US \$ 36,000 (3,600 stamps at US \$ 10.00 each) plus the surcharge.
- H) All costs would be borne by the Italcambio Group; the Government will have no expense nor burden except to enact legislation for the commemorative postal issue in question.

Furthermore:

- 1) Italcambio intends to invest hundreds of thousands of dollars in several wide-range promotions around the world.

- 2) These promotions will be directed to selected individuals in each nation, for example in the U.S., Canada, U.K., West Germany, France, Switzerland, Italy, Japan, South America. This is a very effective method of making the issuing Country better known to the most affluent people around the world. The Government must take into consideration the advantages of this advertising to improve tourism in the Country.
  
- 3) In the same way as Italcambio successfully markets legal tender coins, Italcambio intends to direct the offers to the general public, not only to philatelists.
  
- 4) Italcambio would be very happy if the Government would issue a set in paper with the same designs but lower values. Italcambio would even consider giving this paper stamp set free as an incentive to the subscribers of the gold foil stamp set.

The paper stamp set would also satisfy the less affluent philatelist in the best interest of the programme.

CARACAS  
ESQUINA VEROES - APARTADO DE CORREO 2693  
TELEFONOS: 820.611 - 12 - 13  
TELEGRAMAS: ITALCAMBIO - CARACAS  
TELEX: 21207 CCS  
CAPITAL SOCIAL (TOTALMENTE PAGADO)  
BS 3.000.000 = USA & 700.000



ITALCAMBIO

Compañía Anonima

58

ITALCAMBIO C.A.  
UFFICIO DI RAPPRESENTANZA  
di M. Pizzorni  
20123 Milano - Piazza Pio XI, 1  
Telefono 80.34.01 (ric. autom.)  
Telegrammi: BANCOPIZZO - Milano  
Telex: 334120 ITCAMB I



ESCLUSIVISTI MONDIALI  
DI MONETE D'ORO E D'ARGENTO  
A CORSO LEGALE



H.E. The Governor,  
STANLEY,  
Falkland Islands.

21st January, 1980.

Your Excellency,

Gold Foil Stamps

KINDLY SEND YOUR REPLY TO:  
ITALCAMBIO CA.  
PO BOX 427  
6830 CHIASSO (SWITZERLAND)

We have pleasure in enclosing a prospectus concerning postage stamps embossed on gold foil issued by the Commonwealth of Dominica, entitled

"GREAT FIRSTS IN AVIATION".

It is an example of the new tendency in philatelic initiatives. As far as modernity is concerned, gold foil stamps are the latest novelty in philately.

They arouse great interest.

Various nations have in the last few years issued postage stamps embossed on gold foil to commemorate particularly important events. Each issue represents, as said above, a real novelty in the philatelic field. Catalogues of world fame such as the English "Stanley Gibbons", and the French "Yvert et Tellier", quote gold foil postage stamps issued by Gabon, Senegal, Sierra Leone, Cameroun, etc.

The Italcambio Group is an international concern specialized in the marketing of legal tender coins. Our standing can best be evaluated if you consider that more than 30 Governments have signed contracts with us for the minting and distribution of their legal tender coins in precious metals.

.../2



DEUTSCHE NUMISMATIK HGMBH  
6000 Frankfurt M.  
Feldbergstr. 21 - P.O. Box 16264  
Telef. (0611) 720851/2/3  
Telegr. DEUNUMIS  
Telex 413739



NUMISMATIQUE FRANCAISE S.A.  
75008 Paris  
41, Rue François 1er  
Telef. (226) 16 88 - 15 90  
Telegr. AGIMANBERY-PARIS  
Telex 640047 MONNAIE



ITALCAMBIO INC.  
Miami, FLA 33101 (U.S.A.)  
38 N.E. 1st Street, P.O. Box 012840  
Telef. (305) 371-1671  
Telegr. ITALCAM MIAMI, FLA  
Telex: 512485



MONNAIES OR ARGENT SA  
6830 Chiasso - Svizzera  
Via Livio, 8 - P.O. Box 427  
Telef. (091) 443767 - 443768  
Telegr. ITALCAMBIO CHIASSO  
Telex 79936



NUMISMATICA VENEZOLANA  
Caracas - Edificio America  
Apartado de Correo 2693  
Telef. 82 06 11/12/13  
Telegr. ITALCAMBIO CARACAS  
Telex 21207 CCS

We are at present marketing on a world-wide exclusivity basis the above-mentioned series

"GREAT FIRSTS IN AVIATION"

of 30 23K gold foil stamps, and with pleasure we are at your disposal for a similar issue by your Nation on a theme or subject of your choice.

Studies, projects, execution, supply of gold foil and special dies, embossing, printing, packaging, promotion, advertising, marketing in the whole world, is all at our expense.

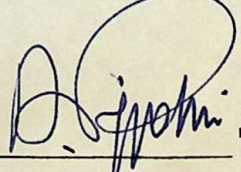
In this respect we attach a preliminary offer whose various points will allow you to examine all the advantages inherent to our proposed issue of gold foil stamps.

Without any expense nor commitment on your part, would you kindly permit us to visit you to present to you our concrete proposals.

Looking forward to your welcome positive reply we take the opportunity of offering you our best wishes for this New Year and remain, with best regards,

Yours faithfully,

ITALCAMBIO C.A.



p  
M. PIZZORNI  
President

Encls: a) Prospectus, Gold Foil Stamps by Commonwealth of Dominica  
b) Bank References  
c) Preliminary offer

214 GOVERNOR FK  
267103 CASUTN G  
6/5/80 11.07 383

114  
59

DCS

OG

6/3

**ACTION  
COPY**

SJ  
NOTTUS NWORC E E E

ATTENTION CHIEF SEC.

PLEASE QUOTE OUR REFERENCE PH3/FALKLAND AND B.A.T

*Copy to PM pl  
for necessary  
action.*

*6/3*

*6/3/80*

YOU ALREADY HAVE STANDING ORDER FOR 1,000 GUTTER PAIRS ON ALL  
COMMEMORATIVE ISSUES - DEALER REQUESTS INCREASE TO 1200 AS  
FROM TODAY. ALSO WISHES TO PLACE S/O FOR 2,600 G/PRS ON DEPEND.  
COMMEMMS ISSUES AND 1500 ON DEFINS. COULD YOU SUPPLY PLEASE.  
YOU MAY WISH TO RECONSIDER PRINT QIANTITIES.  
FOLLOWING FOR B.A.T

-----  
COULD YOU PLEASE INCREASE STANDING ORDER FOR GUTTER PAIRS  
TO 2.600 ON ALL FUTURE COMMEMORATIVE ISSUES AS FROM  
TODAY.

REGARDS - M. SPOOR PH3 CROWN SUTTON

JS

214 GOVERNOR FK  
267103 CASUTN G

# MEMORANDUM

Date 7th March, 1980

Reference PAT/1/1

It is requested that this number and date should be quoted.



From Postmaster

To Deputy Chief Secretary

Subject:-

C/A gutter pair S Order

Crown Agents telex 383 of 6th instant refers.

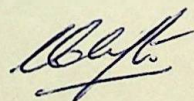
The Crown Agents requirements for gutter pairs of the FID Definitive and BAT RGS Issues agreed to previously have been catered for and I regret we are not in a position to provide further gutters from our stocks.

It will be necessary to increase our stamp requirements of the Raptors and Early Settlements Issues by a further 5000 sets each to cater for this S/O increase.

The increased S/O for gutters of BAT and FID commemorative issues means we would initially require 26,000 sets of stamps to satisfy this order. Our requirements for gutter pairs are definitely increasing and we have had to turn down one customers order for 1500 gutter pair sets of the BAT RGS Issue.

It appears that we may be about to flood the market with gutters, the way present trends are going, and I wonder if the extra revenue gained from gutter sales compensates for the extra printing costs. We do not have a demand for the hundreds of part sheets left from issues which are subsequently destroyed.

I attach some figures on gutter pair trends during the past 18 months, which you may care to take up with the Crown Agents.

  
Postmaster.

11 March

80

Mr C Penry  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton  
Surrey SM1 1EL

GUTTER PAIRS

There is an increasing demand for gutter pairs and we have received telexes from you asking us to increase the standing order requirements.

2. All this is good stuff, but we have been wondering where it all ends. To keep pace with the orders, we have to keep increasing the number of sheets printed which means that we are left with part sheets in the hope that we will sell them.

3. I have heard that the GPO is, or has been, discouraging the sale of gutter pairs; one reason given is that the sale of gutter pairs is harmful to the sale of blocks of four etc, and the other is that it is too much of a gimmick.

4. As you are aware, we do not want to be caught up in anything that is likely to prove harmful to our image and to stamp sales in the future. There is also the point that, with having to increase our requirements, there may well come a time when the additional printing costs to provide extra gutters isn't covered by sales.

5. Perhaps you would be good enough to let us have the benefit of your advice on all the aspects of gutter pairs, and how you see the future market trends responding to what is perhaps a passing gimmick.



D R Morrison  
for CHIEF SECRETARY



# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS
OFFICE STAMP AND DATE		NO. OF WORDS	DATE		TIME	(62)
			11-3-80			
		INSTRUCTIONS				
<b>VIA CW</b>						

5/47

NOTICE: In the absence of any indication to the contrary it will be assumed that this telegram is to be charged at full rate and treated accordingly

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

LTF CROWN SUTTON

ADDRESS

No. 104

FOR SPOOR PH3 REF FALKLANDS AND BAT. PLEASE INCREASE STAMPS  
 REQUIREMENTS RAPTORS AND EARLY SETTLEMENTS BY 5000 SETS EACH. REGRET  
 UNABLE AGREE ANY INCREASES IN GUTTERS FOR FID DEFIN AND BAT RGS ISSUES  
 OVER THOSE PREVIOUSLY AGREED. INCREASES IN S/O ALL THREE TERRITORIES  
 FUTURE COMMEMORATIVES NOTED

Copies: P&T/1/1 ✓ SG/2/4  
 BAT/2/11P&T/2/24 P&T/2/45A

CHIEFSEC



I REQUEST THAT THE ABOVE TELEGRAM BE FORWARDED SUBJECT TO THE CONDITIONS PRINTED ON THE BACK OF THIS FORM BY WHICH I AGREE TO BE BOUND

SIGNATURE AND ADDRESS OF SENDER \_\_\_\_\_  
 NOT TO BE TELEGRAPHED

TELEPHONE \_\_\_\_\_



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.





**CROWN AGENTS  
STAMP BUREAU**

ST. NICHOLAS HOUSE,

SUTTON, SURREY, SMI 1EL

TELEPHONE 01-643 3311

P47/111

TELEX No. 267103

CABLES "CROWN SUTTON"

OUR REFERENCE PH3/ PH2 1201/19

7 March 1980

Mr D R Morrison  
The Secretariat  
Stanley  
Falkland Islands  
South Atlantic



Dear Sir

We are co-operating with a London publishing house which is currently compiling a world stamp catalogue for publication in the Autumn of 1980.

2 This catalogue will be unlike the traditional stamp catalogues used by the philatelic world and it will be extensively promoted by the publishers. It is to be aimed at the general, non-collecting, public and will be on sale through booksellers etc in the United States of America and the United Kingdom. The publishers also hope to bring out a number of European editions in due course. We are most enthusiastic about this project as it will put the hobby of stamp collecting before a large number of people and may well encourage more people to collect stamps.

3 A large size book with a page or part page for each postal authority in the world is planned. The book will illustrate, in full colour, definitive stamps, postage due labels, a commemorative set, a First Day Cover and other postal items, eg booklets, airletter forms, airmail labels etc, issued and used by the different countries.

4 We are enclosing a specimen of the Hong Kong page which is already printed to show you the layout and its attractive appearance.

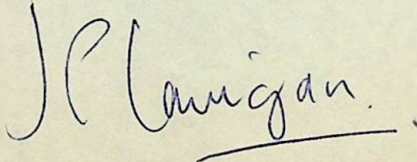
5 We trust that you will be impressed by this venture and eager to see as much of your material featured as possible. We have been able to supply the publishers with some of your issues from our publicity specimen stocks but we cannot provide all of the items. In this connection would you please send us one of each of the following, if available :

/(a)

- (a) a recent First Day Cover
- (b) a set of Postage Due Labels
- (c) an example of a stamp booklet
- (d) an airletter form
- (e) an airmail label
- (f) a registration label or envelope
- (g) an example, preferably of reproduction quality, of your post office symbol/logo in full colour.

We would like to receive as many of these items as you can provide as soon as possible, or by the end of March.

Yours faithfully



MRS J P LANIGAN  
Advertising and Publicity Manager  
for the Crown Agents

JPL/JG  
Enc

14 March 1980

64

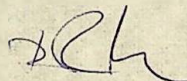
Chief Secretary

Postmaster

ADVERTISING

I attach a copy of a letter from the Advertising and Publicity Manager for the Crown Agents together with an enclosure in original, and should be grateful if you would provide as much material as possible. Please note that material is required by the end of March.

This looks a good opportunity to show our Christmas aerogrammes, booklets etc at no cost to us other than material supplied.



D R Morrison  
for CHIEF SECRETARY

bn 24/3/80



65

Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr F E Baker  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



Our ref PH2/1013/3/1

Your Ref P&T/1/1

12 March 1980

Dear Mr Baker

I refer to your letter of 14 December from which I was disappointed to learn of your decision not to participate in the definitives promotion project which we are planning in conjunction with Urch Harris and Company Limited of Bristol.

2 We met recently with representatives of this firm when the methods of operation were discussed in some detail and, as a result, I feel that the scheme has such great potential that I would ask you to reconsider your decision in view of the following résumé of our latest plans.

3 Briefly, the scheme will be conducted in the autumn with Urch Harris' extensive advertising campaign beginning on 13 September. Prior to this date we will have supplied gratis the 1,000 sets of the definitive postage stamps of those countries who have agreed to participate. In return Urch Harris will provide evidence detailing their promotional expenses and receipts for the stamps containing the proviso that they will be used solely for the project and not in their normal business. I am sure that these arrangements will be fulfilled and that there will be no chance of any of the stamps appearing on the market at below face value. We will, of course, be watching this aspect closely.

4 Twenty-four countries have already agreed to subscribe to the scheme and several more are known to be very interested. I am optimistic that the final tally will be in the region of thirty.

5 What is especially appealing about the project to me is that the envisaged Urch Harris advertising will appear in the UK national press, which is normally too expensive for dealers to consider. As a rule their advertisements appear in the much cheaper medium of the stamp journals but the disadvantage here is that they are seen only by the already captured audience of stamp collectors. The national press advertisements which will be possible under the Urch Harris project will reach those uncommitted people whose interest may be fired to the extent of becoming collectors. This is the group I regard as our main quarry in our drive to expand sales, and I do not like to think

/of ...

From: THE CROWN AGENTS

Page No. 2

To Mr F E Baker

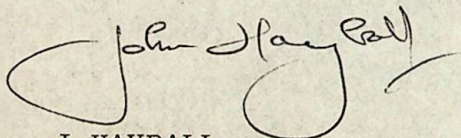
Date 12 March 1980

of Falkland Islands, F.I.D. and B.A.T. failing to take advantage of such a unique opportunity. With "London 1980", which will be the largest philatelic exhibition ever held, attracting considerable attention from the media in the early summer, the general public will have a far greater awareness of matters philatelic this year. The definitive promotion in the autumn should reinforce this and capitalise on the new interest in stamp collecting engendered. Additionally, the imminence of Christmas and the need to buy presents should also help towards making the venture a success.

6 I hope that the foregoing will help to explain why I think that you should reconsider your decision and, if there are any other points that you wish clarified, I shall be delighted to discuss the matter further.

7 I look forward to learning your decision with great interest.

Yours sincerely



J HAYBALL  
Deputy Head of Security Printing  
and Philatelic Sales

66

# MEMORANDUM

Reference P&T/1/1

Date 20th March, 1980

It is requested that this number and date should be quoted



From Postmaster

To Chief Secretary

Subject:-

Advertising

With reference to your memorandum of 14th instant I request permission to write off the following items for inclusion in a Crown Agents Publicity campaign:-

- Dolphins & Porpoise First Day Cover
- Definitive Stamp Booklet (2nd edition)
- Aerogramme 9p
- Aerogramme 10p
- Prepaid Registered envelope (one of each)

The above items were despatched to Mrs Lanigan on 18th instant.

*[Signature]*  
Postmaster

P&T/1/1

27th March 1980

Chief Secretary

Postmaster

c.c. Treasury

Crown Agents Publicity Campaign

I approve the write-off of the following items for use by the Crown Agents -

Dolphins & Porpoise First Day Cover  
Definitive Stamp Booklet (2nd edition)  
Aerogramme 9p  
Aerogramme 10p  
Prepaid Registered envelope

  
CHIEF SECRETARY

uw

P&T/1/1

(8)

PH2/1013/3/1

28th March

80


Mr. J. Hayball,  
Deputy Head of Security Printing  
& Philatelic Sales.  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton, Surrey, SM1 1EL.

Dear Mr. Hayball,

Thank you for your letter of 12th March about the sales promotion project.

We are taking another look at this and will let you have a decision as soon as we have taken further advice and weighed the pros and cons.

Yours sincerely,

*for*   
CHIEF SECRETARY

uw



HKG/205/492/1

28th March

80

Miss N. Farrell,  
 Hong Kong & General Dept.,  
 Foreign & Commonwealth Office,  
 LONDON, SW1A 2AH.

Dear Nora,

URCH HARRIS PROMOTION SCHEME

Please refer to your telex<sup>(44)</sup> of 16th November about a sales project proposed by Urch Harris of Bristol in conjunction with the Crown Agents.

On receipt of your advice we told the Crown Agents that we would not be participating and there the matter has rested until now.

--- I attach a copy of a recent letter<sup>(65)</sup> from Mr. Hayball, Deputy Head of Security Printing, from which you will see that he has returned to the attack. I also enclose a copy of his letter<sup>(48)</sup> of 9th November which crossed with ours<sup>(46)</sup> turning down the offer to participate.

As we naturally give serious consideration to anything that is likely to produce revenue, without leaving ourselves open to too much criticism, we are taking another look at this project, but would like your further advice in the light of the Crown Agents additional reasons why we should participate in the scheme. Has, in fact, the situation changed much? Will the big sales campaign in the national press produce the results that are anticipated? There is the possibility that publicity of other territories' stamps will enhance our sales! If we here knew the answer to those questions we would be happier.

We are very conscious of the fact that our reputation in the philatelic world is fairly good - despite the protestations of the Falkland Islands Study Group (Major Spafford) that we are doing and have done irreparable harm to our image by producing a souvenir sheet for the Rowland Hill issue in 1979 and the Postmarks issue 1980, and thereby incurring a "black blob" awarded by the APS to those countries who stray from the path of righteousness.

/We have.....

We have taken the advice of the Crown Agents on sheetlets on several occasions and they are adamant that one souvenir sheet a year can do us no harm. The recent Philatelic Adviser from the British Postal Consultancy Service shares this view. As this is a very sensitive area perhaps you would care to comment on sheetlets.

I have also heard murmurings that the cost of our short sets are too high. I doubt this, in view of rising costs of production, and the reduced purchasing power of money. In any case, we keep within the guide-lines of four short sets a year with a total of £4. Our recent sets have been -

Kelp & Seaweed: issued 19.2.79 - 5 stamps (3p, 7p, 11p, 15p, 25p) - £0.61 face value

Airport: issued 1.5.79 - 4 stamps (3p, 11p, 15p, 25p) - £0.54 face value

Rowland Hill: issued 27.8.79 - 3 stamps and 1 souvenir sheetlet (3p, 11p, 25p, 33p) - £0.72 face value

U.P.U.: issued 26.11.79 - 3 stamps (3p, 11p, 25p) - £0.39 face value

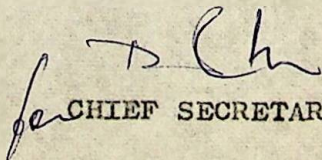
Dolphins & Porpoises: issued 25.2.80 - 6 stamps (3, 6p, 7p, 11p, 15p, 25p) - £0.67 face value

B.A.T. Penguins: issued 14.1.79 - 4 stamps (3p, 8p, 11p, 25p) - £0.47 face value

S.G. Captain Cook: issued 14.2.79 - 4 stamps (3p, 6p, 11p, 25p) - £0.45 face value

Please let me have the benefit of your advice on our prices.

Yours sincerely,

  
CHIEF SECRETARY

(19)  
(70)

26 February

80

Mr C Penry  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton Surrey SM1 1EL

The Postmarks issue in sheetlet form with six stamps of the same value seems to be generating a bit of criticism, mainly, I think, from the Falkland Islands Stamp Study Group led by Major Spafford.

- 2. I attach copies of several of the letters we have received, plus a comment from Stanley Gibbon's Publications Ltd, and a letter from one of our Legislative Councillors.
3. We have sought your advice from time to time on such matters, and I do so again; clearly we do not want to overstep the mark with too many issues at too high a price and with the occasional sheetlet which seems to be disliked in some quarters.
4. We keep within the guidelines laid down by the FCO of four short issues a year which may go up to £1 a set. Gibraltar issued a sheetlet in November, and the GPO has a se-tenant issue, and a lot of other territories issue souvenir sheets. Take Tristan da Cunha, Norfolk Island, Pitcairn, etc - are their stamp sales harmed by souvenir sheets and "black blots" awarded by APS?
5. Anyway, I would welcome the Crown Agents' opinion as to how we are doing in the philatelic world. If we are getting too reckless then we shall need to consider future sheetlets and the price of short sets and, of course, whether we should continue with four issues a year. It is pointless to go charging on if we are doing ourselves harm.

D R Morrison  
for CHIEF SECRETARY

(Enclosures: ff 17, 10 + 5)  
+ Gibbons comment.

~~PATK/S2~~  
PAT/113



DCS A useful letter  
I think \$328/11

(71)

Crown Agents for Oversea Governments and Administrations  
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr D Morrison  
The Secretariat  
Stanley  
FALKLAND ISLANDS

Our ref: H1/1618



19 March 1980

Dear Doug

In reply to your letter of <sup>(19)</sup> 26 February, I have consulted with my colleagues so as to get a corporate view on this important matter of what can and cannot be done by a postal administration which is conscious of its existing high philatelic reputation but at the same time is keen to maximise sales. Thus, what follows is a general view by a number of people all experienced in the business of producing and selling stamps.

Firstly, we do not attach very much importance to black blots handed out by self-appointed arbiters of philatelic fashion and taste such as the APS. In our experience such censure does not affect sales at all. What is important is that a country should not overstep the boundary of what is permissible in the eyes of most collectors, not the fringe purists such as the APS.

Because we act in one way or another for something like a quarter of the world's postal administrations, and have constant contact with PMGs, dealers, collectors and philatelic journalists, we have inevitably become a repository of information on current trends and what can be produced and released without attracting unwelcome attention. I can assure you, without any qualification whatsoever, that Falkland Islands philatelic reputation stands high at the moment (fourth in our "Top of the Pops" sales chart in 1979) and that its current policy is precisely right for holding that position. If I may say so, we would be the first to draw your attention to any stamp issue proposed by you which we believed would be a philatelic indiscretion and which might adversely affect your existing reputation.

It is only too easy to believe that a few critics speak for many, and to pay too much attention to their utterances, but we are sure that for everyone who puts pen to paper in protest about an unusual stamp issue such as the "Postmarks" one, there are hundreds who are delighted with it. The trouble is that the latter rarely write to you to say so.

The recipe for a successful postal administration to adopt is that laid down by FCO (to whom we are advisers, incidentally) viz, a new definitive issue every five years and four commemorative sets each year, relevant in content and each with total face value of about 75p - £1 a set.

/Many

From: THE CROWN AGENTS

Page No. 2

71

To Mr D Morrison

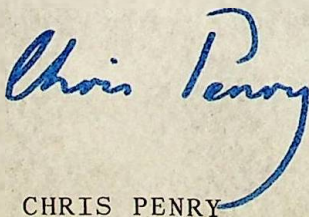
Date 19 March 1980

Many careful and successful postal administrations follow this philosophy nowadays, and their revenues benefit by steady long term returns as a result but it is becoming apparent that a rather stereotyped programme can emerge in the process unless a little variety is introduced so as to excite attention. Thus we view an unusual issue such as the "Postmarks" one with approval provided that the novelty is used sparingly and only when a special occasion arises. I'm sure that the bulk of Falkland Islands' stamp collectors would echo this.

I hope that the above has allayed any fears you might have about over-stepping the mark with regard to frequency of issues etc. As I have tried to show, your present practice is well within the limits of what is acceptable to the vast majority of Falkland Islands' stamp collectors and I'm sure that they are going to demonstrate this by eagerly buying the "Postmarks" issue when it is released.

By the way, Mr T J D Miller's definition of 'frank' and 'cancellation' is entirely correct and I can assure you we have not used the term 'frank' in any of our publicity in connection with the issue.

Yours sincerely



CHRIS PENRY

PET/7/9

21  
72

3rd April

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Dear Sir,

I attach for information a copy of a recent letter <sup>(21)</sup> from the Crown Agents which more or less confirms my line of thought on the subject of issues.

I have heard people say that our prices are high; but this is not borne out by the attached schedule which <sup>in PET/1/1</sup> shows that we are well within the guidelines laid down by the PCC no less than three years ago.

Yours faithfully,

CHIEF SECRETARY

uw

H1/1618

8 April

80

Mr C Penry  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton  
Surrey SM1 1EL

Your very helpful letter of 19 March was just what we needed to reassure us that we were not straying from the path of righteousness. As you may know, we are very sensitive to criticisms and are very conscious of the need to preserve our reputation.

I was interested to see that we are fourth in the popularity stakes, which is very encouraging. The question is how to improve on this? We don't want to sit back with a smug look on our faces and become complacent! May I ask who are the top three and what do we have to do to get to the top of the charts? Do we have to improve our subjects; do we issue fewer sets; do we stay clear of souvenir sheets altogether; are our sets too costly; do we go for better printing, etc? Perhaps, when you have a spare moment, you would write to me again about this.

D R Morrison  
for Chief Secretary



**CROWN AGENTS  
STAMP BUREAU**

ST. NICHOLAS HOUSE,

SUTTON, SURREY, SMI 1EL

70  
74

TELEPHONE 01-643 3311

OUR REFERENCE PH3/FALKLAND ISLANDS

TELEX No. 267103

*Copies for*

CABLES "CROWN SUTTON"

*PM, MacBeard + Mr  
Stephenson*

Your Ref : P&T/1/1

24 March 1980

*copied.*

Mr D Morrison  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



*DCS This also appears*

*to be a useful and  
sensible letter*

*JS 4/10*

Dear Mr Morrison

Thank you for your letter of 11 March addressed to my colleague Chris Penry who has asked me to reply as I have been involved in the increasing sales of gutter pairs.

The market for gutter pairs of the British Commonwealth is a fairly new one which is centred mainly in the USA. Dealers and collectors, are continually looking for new areas to move into and currently there is a general interest in the purchase of gutter pairs. The reason for this of course is that for every fifty stamps, only five gutter pairs are available. In other words there is a certain "rarity value" involved.

This area of collection probably does not appeal to the "purist philatelist", but then, the slavish devotion to collect every slight brown speck on a 1/2p value from the 1930s does not either appeal to the general stamp collector, or provide the degree of philatelic revenue that I think you require.

There is a silent majority (which I am pleased to say is growing) of "stamp collectors" (as opposed to "philatelists") who are buying your stamps, in sets, blocks, sheets and gutters; they do not complain, because they are too happy enjoying their hobby.

The British Post Office has recognised the interest in gutter pairs, and the only move that they have made to limit their availability is to instruct their printers to remove the 'traffic lights' from all future gutters to stem what appeared to be dealer speculation in 'traffic light' gutter pairs.

I believe that there will be a continued demand for gutter pairs from a relatively small section of the collecting population, but do not think, from the information that I have, that this demand will grow much larger. Financially, it must be profitable to produce extra sheets of stamps to strip the gutters in order to supply collector demand (eg revenue from



To Mr D Morrison

Date 24 March 1980

5 gutter pairs of the Dolphins and Porpoises amounts to £6.70 against the cost of a few pence to run on the extra sheets required), and I am sure that there would be a great deal of criticism if gutter pairs of Falkland Islands stamps were to disappear.

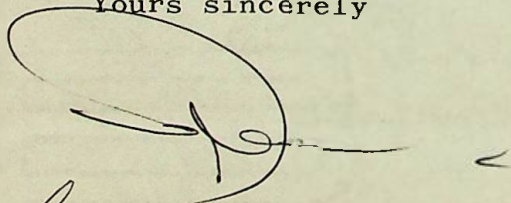
We are very aware of the need to conserve the good philatelic reputation of Falkland Islands amongst purchasers of your stamps and believe that the suggestions we make are both sensible and based on a good knowledge of the international stamp markets that we have gained in recent years.

It could well be argued that the British Post Office Policy of issuing se-tenant strips, six - seven issues a year, surcharged souvenir sheets and high value definitives is also harmful and speculative in the extreme. However, the "proof of the pudding" is that BPO sales are now far higher than ever before, both in revenue raised and numbers of sets sold.

When considering your stamp issuing policy, I know that you must take into account the personal opinions of many people. However, whilst taking due note of the views of the 350 odd members of the Falkland Islands Study Group one must balance their arguments against those of the 30,000 plus regular collectors of Falkland Islands New Issues. Please do not think that I am "knocking" the Study Circle gratuitously as I am sure that it has an important role to play in promoting interest in the philately of the Falkland Islands. Nevertheless, I sometimes feel that some of the rather specialised opinions it expresses do not take into account the "market place" in which we must operate if we are to ensure a continued healthy revenue from the philatelic sales of Falkland Islands stamps.

I hope that the above comments will be of assistance to you when formulating your future policy.

Yours sincerely



*for*  
JOHN C SMITH  
(SALES MANAGER)

PH3/FALKLAND ISLANDS

8 April

80

Mr John C Smith  
Sales Manager  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton  
Surrey SM1 1EL

GUTTER PAIRS

I write to thank you for the very helpful letter of 27 March about gutter pairs, which tells us just what we want to know.

Thank you for your help.

D R Morrison  
for CHIEF SECRETARY

8 April

80

Miss N Farrell  
Hong Kong & General Dept  
Foreign & Commonwealth Office  
London SW1A 2AH

Dear Nora,

You may wish to have for your files, copies of two re-assuring letters from the Crown Agents in response to letters from us expressing our concern that we were overdoing it a bit.

I also attach a schedule of our recent issues, showing the cost of our stamps which are within the guide lines set out in FCO memo of 1977 on postage stamp policy.

Yours sincerely,

D R Morrison  
for CHIEF SECRETARY

# FALKLAND ISLANDS

(57)

KELP & SEAWEED <sup>19/2/79</sup> - 5 stamps (3p, 7p, 11p, 15p, 25p)  
£0.61 face value

AIRPORT <sup>1/5/79</sup> - 4 stamps (3p, 11p, 15p, 25p)  
£0.54 face value

ROWLAND HILL <sup>27/8/79</sup> - 3 stamps + 1 s/sheetlet (3p, 11p, 25p)  
33p  
£0.72 face value

U. P. U. <sup>26/11/79</sup> - 3 stamps (3p, 11p, 25p)  
£0.39 face value

DOLPHINS & PORPOISE <sup>25/2/80</sup> - 6 stamps (3p, 6p, 7p, 11p, 15p, 25p)  
£0.67 face value

B.A.T. PENGUINS <sup>14/1/79</sup> - 4 stamps (3p, 8p, 11p, 25p)  
£0.47 face value

SOUTH GEORGIA PART. POOK <sup>14/5/79</sup> - 4 stamps (3p, 6p, 11p, 25p)  
£0.45 face value



**CROWN AGENTS  
STAMP BUREAU**

ST. NICHOLAS HOUSE,  
SUTTON, SURREY, SMI 1EL

73  
78

TELEPHONE 01-643 3311

TELEX No. 267103

CABLES "CROWN SUTTON"

OUR REFERENCE PH3/ FALKLANDS

Your Ref : P&T/7/3

23 April 1980

Mr D Morrison  
The Secretariat  
Stanley  
Falkland Islands  
SOUTH ATLANTIC



Dear Mr Morrison

73 75

Thank you for your two letters of 8 April, one regarding gutter pairs and the other addressed to Chris Penry concerning the popularity of Falkland Islands stamps.

2 I have been asked to reply, as again the comments are best made from the sales side of the house. The 'top of the pops' list to which Chris referred is not totally representative, as it is based on cash receipt rather than number of sets sold per issue.

3 This can in fact be a little misleading, because, as you will appreciate, when one Administration issues a Definitive set with a face value of, say, £5, total receipts for the year will be inflated. Having said that, the top three Administrations for 1979 were Australia, Solomon Islands and Tristan da Cunha. There is no doubt that Australia is an extremely popular country even though they issue considerably more sets in a year, with higher face values, than you do and it can be argued that it is such a unique case that to invite comparison with other smaller countries is unfair.

4 Falkland Islands have been in our top five sellers, vying with Tristan, Solomon Islands, New Hebrides, Gibraltar and Australia since 1977. In 1976 you were number 34 "in the charts" and in 1975 number 27; something is obviously going right with collectors and Falkland Islands at the moment.

5 The issuing and selling of stamps is not an exact science and there can be no absolute criteria for the correct way to approach the problem. I would say that a combination of our advice, gained from International Sales Markets and your knowledge of local requirements has meant a steady increase in both the value of sales and the actual number of sets sold in recent years.

/6.....

SU/DW/23

6 To comment now on your specific questions, our opinions are as follows :-

- a) Topics chosen by you for Falkland Islands stamps are generally of local flavour but with international appeal. The ideal combination.
- b) Four sets of commemoratives per year is not excessive, certainly far less than many of the very popular European Administrations and I believe that fewer issues could lead to fewer collectors. Hence, our major criticism of the British Antarctic Territory/ Falkland Island Dependencies past issuing policy has been that with only one issue a year, collectors tend to lose interest and move to other, more active countries.
- c) Souvenir Sheets are becoming something of a mixed blessing. The two that the Falkland Islands have issued have been well received by "stamp collectors" (as opposed to "philatelists") and have brought in reasonable revenue. The occasional sheet issued for the right set will enhance sales without too much adverse criticism. Your current moderate policy is correct.
- d) The average face value of your commemoratives does not hurt sales, the only serious criticism that I have heard was with regard to the £3 Definitive value. This criticism was levelled at many administrations, but with the advent in the UK of a £5 definitive and the rumours of a forthcoming £10 stamp, this criticism no longer appears.
- e) In our opinion, the only way to print "better stamps" than those that you have already, is to opt for the traditional line engraved process. However this is extremely expensive, time consuming and does not in our experience result in sufficient extra sales to cover the extra production costs. The recent artwork produced for the Raptors and the Farm Animals issues is extremely good, and I am advised by Chris Penry that it can be well reproduced by the printers who are currently invited to tender.

7 There are still new customers to reach. and I am sure that your current policy, coupled with our increasing knowledge of the European and American Markets will allow us not only to keep Falklands near the top, but also to increase your share of the market.

8 I hope that the above will be of some assistance to you when formulating your future policy.

Yours sincerely



J C SMITH  
(Sales Manager)

THE SECRETARIAT,

STANLEY, FALKLAND ISLANDS,

SOUTH ATLANTIC.

(79)

Ref: P&T/1/1

..... 9. May ..... 19.80.

I attach for information a further very interesting letter  
about our standing in the stamp world.

Yours

D R Morrison

To: Postmaster  
Mr H L Bound MBE JP  
Mr J Stephenson

1 May

80

Mr J C Smith  
Sales Manager  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton  
Surrey SM1 1EL

Dear Mr Smith

I acknowledge with thanks your letter of 23 April giving further details about our standing in the stamp world.

Your letter is a very helpful one and is certainly most heartening. I hope we can, with your help and guidance, maintain our position as a desirable country to collect.

Yours sincerely,



D R Morrison  
Deputy Chief Secretary





**Foreign and Commonwealth Office**  
London SW1A 2AH

Telephone 01- 233-4828

D R Morrison Esq  
The Secretariat  
PORT STANLEY  
Falkland Islands



Your reference P&T/1/1  
Our reference HKG 205/492/1  
Date 2 May 1980

Dear Mr. Morrison,

Seen by PM 19/5/80

URCH HARRIS PROMOTION SCHEME (69)

1. Thank you for your letter of 28 March, together with enclosures, telling us that the Crown Agents had re-opened the above-mentioned subject, with a view to persuading your Postal Authorities to participate in the scheme.
2. After a meeting with members of the South American Department and a representative of the Crown Agents (Mr Hayball) we arrived at the conclusion that the FCO is still not in a position to advise your Government to participate in the project. The short answer therefore to the first question in your letter "... has the situation changed much?" is "No". Our basic objections remain unchanged in the light of our discussions despite the Crown Agents' assurance that they would impose upon Urch Harris a scheme of documentation to verify sums spent on the campaign (but Mr Hayball did not go into detail), and the fact that CAs would endeavour to monitor sales of stamps in participating countries.
3. Taking the three territories together would mean 3,000 sets of stamps being handed to UH free, having a potential value of £15,320. At this stage it is not possible for us to judge whether the three governments will get even return in terms of a 'hard-sell' campaign for their stamps. The advertising will publicise in the first instance the Urch Harris New Issues Service, and will be aimed at the non-collecting public through media other than the philatelic magazines. It is hoped that a vast number of new recruits will be attracted to stamp-collecting, thereby resulting in increased sales in the countries participating. There is, however, no way of knowing what will happen to the free sets which have been donated.
4. It is a hard fact of life that publicity for stamps through the National Press is very expensive, and governments are hard put to find ways and means of getting out of the restricted but far cheaper area of philatelic magazines. For new

/initiatives



initiatives to be undertaken there may be some element of risk for postal administrations but until we are content that the Urch Harris project will result in greatly increased revenue from stamp sales in all three territories, we feel unable to recommend it to the Falkland Islands Government. The scheme will be launched in the Autumn of this year and Crown Agents have said that careful check will be made to see what advantages accrue to other countries participating in the scheme. Should substantial increases in sales result, our reservations about recommending the scheme might well be withdrawn.

5. Thank you also for your letter of 8 April, together with enclosures; we were very interested in both John Smith's and Chris Penry's comments on the situation generally. While avoiding "gimickry", we must at the same time avoid becoming ultra-conservative over stamp issues in the three territories, and as seen from here programming at present is proceeding reasonably satisfactorily.

Yours ever,  
Nora

N Farrell (Miss)  
Hong Kong and General Department

19 May

80

Mr J Hayball  
Deputy Head, Security Printing & Philatelic Sales  
Crown Agents  
St Nicholas House  
Sutton  
Surrey Sml 1EL

Dear Sir

URCH HARRIS STAMP PROMOTION SCHEME

You wrote on the 12th March a further letter expressing your disappointment at our decision not to participate in the above scheme.

2. I write now to tell you that we have taken further advice and this was such that I regret to have to tell you that we have decided not to participate in the scheme.

3. Thank you once again for giving us the opportunity to join in these promotion schemes.

Yours faithfully,

D R Morrison  
fir CHIEF SECRETARY

83



## The House of Questa

The House of Questa Limited  
Registered office  
Parkhouse Street, London SE5 7TP  
Telephone 01-703 7162/3/4  
Telex 884054 Questa G  
Cables Questa London SE5  
Registered number 1078571 England  
Directors W F Rodgers  
C G Haswell, K M McAllen  
R G Hanson



Our ref: WFR/AC

F.E. Baker O.B.E.  
Chief Secretary  
The Secretariat  
Stanley,  
FALKLAND ISLANDS

12th. May, 1980

Dear Mr. Baker,

As you are possibly quite aware by now, the London 1980 Exhibition has been an outstanding success, and we at The House of Questa have been delighted in the participation we have enjoyed at this exhibition.

The climax for us was on Wednesday 7th May, when we were honoured by the presentation of Her Majesty Queen Elizabeth II on our stand to meet our Directors and staff. I am quite sure that you will appreciate our excitement and we feel certain that with your contribution you have helped us in our success.

It is sincerely hoped that in the not too distant future a representative of our Company will be visiting you in your Country.

May we take this opportunity of thanking you and wishing you continued success, and we have much pleasure in enclosing two copies of our Brochure which we trust you will accept with our compliments.

Yours sincerely,  
THE HOUSE OF QUESTA,

W.F. Rodgers  
Director

Encls:

London  
1980

# International Stamp Exhibition 6-14 May 1980



Not valid for postage

3 June

80

Mr W F Rodgers  
Director  
The House of Questa Ltd  
Parkhouse Street  
London SE5 7TP

Dear Sir,

Thank you very much indeed for your letter of 12 May enclosing two copies of your Brochure, one of which I have passed to our Postmaster.

Stamps play an important part in our economy and we are striving all the time to produce attractively designed and beautifully printed stamps that will enhance our reputation. We look to companies such as yours to help us achieve our aim and maintain our standing in the philatelic world.

Yours faithfully,



D R Morrison  
for CHIEF SECRETARY

EXTRACT FROM THE MINUTES OF THE STAMP CO-ORDINATING  
MEETING HELD IN THE SECRETARIAT ON 26th MAY 1980.

PT/111  
45

ASIAGO PRIZE

A recent letter from 'Asiago International Prize Philatelic Art' inviting the Falkland Islands to compete in the 10th Asiago Prize was considered. Members chose the 25p value of the UPU issue for our entry.

P+T/1/1



Crown Agents



St Nicholas House, Sutton,  
Surrey SM1 1EL  
Telephone 01-643 3311  
Telex 267103  
Telegrams Crown Sutton

Mr F E Baker  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS

CA Ref: PH3/LISTER

6 June 1980

Dear Mr Baker

We have received representations from Mr John Lister to the effect that statements made in our letter to Mr Massingham dated 6 November 1979 convey the impression that his company has been making bulk purchases of your stamps and offering them below face value. This is not in our view the impression to be drawn from those statements and we have endeavoured to assure Mr Lister of this. However, at his request we send you herewith copies of the relevant exchanges of correspondence.

If there is any aspect of this matter on which you would like further information I hope you will not hesitate to let me know.

Yours sincerely

T A COOPER  
Head of Security Printing

*No approach made  
by John Lister*

Enclosures: Copies of Letters:-

- |                     |             |
|---------------------|-------------|
| 1. Lister to CA     | 22 January  |
| 2. CA to Lister     | 11 February |
| 3. Lister to CA     | 12 "        |
| 4. CA to Lister     | 25 "        |
| 5. Lister to Cooper | 28 "        |
| 6. CA to Lister     | 11 March    |
| 7. Lister to CA     | 12 "        |
| 8. CA to Lister     | 28 "        |



DS/1306

28 March 1980

John Lister Limited  
37 Bury Street  
St James's  
London SW1

Dear Sirs

With reference to your letter dated 13th March, we would prefer that you should produce a statement which we could consider for circulation to our Principals since there would then be no room for doubt about your views. However, we do note your suggestion and are certainly willing to send copies of correspondence which has passed between us, but in order that there should be no misunderstanding, I shall be glad if you will indicate which of your letters you would wish to be sent. We would naturally send also our associated replies.

Yours faithfully

(Sgd.) H. T. Eaton

H T EATON

JOHN LISTER LIMITED  
Stamp Dealers

TEL: 01-930 2831

CABLES STAIMPORT LONDON SW1

JL/DE

H.T. Eaton, Esq.,  
Crown Agents for Oversea Governments  
& Administrations,  
4, Millbank,  
Westminster,  
London, SW1P 3JD.

398  
37 BURY STREET

ST JAMES S

LONDON SW1

13th March, 1980.

Dear Sir,

Your Ref: DS/1306.

We acknowledge receipt of your two letters dated 11th March.

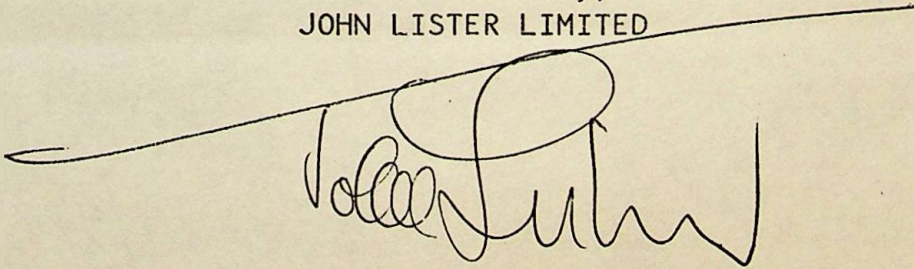
Our contention is that the Special Offer list you forwarded to your Principals had no relevance whatsoever to offers of stamps below face value.

However, we will be content if you forward to the same Principals to whom you sent the price list, copy of the official correspondence which has passed between ourselves and the Crown Agents. Your Principals will then be in a position to make up their own minds upon this matter.

Should you not wish to do this, then I feel we are entitled to request an enquiry and produce to that enquiry the correspondence which we have received from your Principals.

After all, the enquiry may decide that our complaint against you is entirely unjustified, but we do not think this will be the case.

Yours faithfully,  
JOHN LISTER LIMITED



DIRECTOR.

Crown Agents' LETTER TO JOHN LISTER Ltd.

cc Mr. Cooper

DS/1306

11 March 1980

John Lister Limited  
37 Bury Street  
St James's  
London SW1

Dear Sirs

I am replying to your letter dated 28th February 1980 to Mr Cooper and Mr Hayball because they seek official action by us and relate to official correspondence.

You continue to misunderstand the view which we have expressed to our Principals, which is that sales by them of stamps at a discount will lead to their stamps (including sometimes current issues) being sold below face value in the market. This result may obviously follow either directly or indirectly; but it remains in our view perfectly fair comment, and it is indeed our duty to our Principals to draw it to their attention.

If you remain convinced that your own position has been misrepresented, and will supply a brief statement of your position, I will certainly consider circulating it to appropriate Principals as your statement (although I must reserve the right to comment to them as I see fit).

Yours faithfully



H T EATON

JOHN LISTER LIMITED  
J. LISTER & G. LISTER  
Stamp Dealers

37 BURY STREET

ST JAMES'S

TEL: 01-930 2831

CABLES: STAIMPORT LONDON SW1

LONDON SW1

JL/DE

*Private Confidential*

RECEIVED

29 FEB 1980

HEAD OF P/H DIV.

T. Cooper, Esq.,  
The Crown Agents Stamp Bureau,  
St. Nicholas House,  
St. Nicholas Road,  
Sutton,  
Surrey, SM1 1EL.

28th February, 1980.

Dear Mr. Cooper,

Having dealt with The Crown Agents Stamp Bureau for more than 30 years, I write to you more in sorrow than in anger.

I was so utterly shocked to hear from various Commonwealth Postal Administrations that you had informed them I was selling stamps at less than face value, that I sought legal advice. I am advised by my lawyers, Messrs. Rubinstein Callingham, that libel proceedings can be brought against the individuals concerned as well as against the Company employing them.

There can be no doubt whatsoever, that you were fully aware that the special offer of Zambian stamps was made from surplus stock; as are many hundreds of similar offers; and is the practice of dealers when buying other dealers' stocks in which they find large unsaleable quantities of various issues.

No doubt, you do not realise that your principals would not understand this, and that the effect would be to deceive them and cost me business.

Clearly, I cannot let this matter rest until every effort has been made to restore the damage to the reputation of my Company. As you know, we have traded with these Postal Administrations for over 30 years without difficulty or unpleasantness and if I had absolute proof the Crown Agents did this deliberately to try to stifle legitimate and successful competition, then I would be considerably more angry than I am.

contd...

contd...

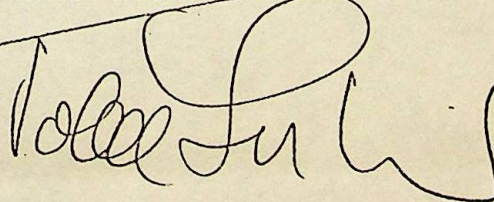
- 2 -

I am sure, however, that any misrepresentation must have been unintended and in a last endeavour to deal with this matter between ourselves, I call upon you to circulate to all territories to whom you so readily supplied a copy of my special offer, a notice informing them that such offer was made from surplus stock in a normal way of trading and was not typical, and was in no way evidence of what would follow when they supply me with their stamps directly at below face value.

In view of the relationship we have previously carried on to mutual benefit, it may be helpful if we meet and try to settle the matter amicably. Alternatively, would it assist if I ask my M.P. to take up the matter?

In view of my Company's position, I must reserve its full legal rights against you.

Yours truly,  
JOHN LISTER LIMITED

A handwritten signature in dark ink, appearing to read 'John Lister', written over a horizontal line that extends across the page.

DIRECTOR.

Crown AGENTS' letter to JOHN LISTER Ltd.

DS/1306

25 February 1980

John Lister Ltd  
37 Bury Street  
St James's  
London SW1

For the attention of Mr John Lister

Dear Sirs

The Senior Crown Agent has asked me to reply to letter JL/DE of 12th February. We would draw your attention to the following:

1. We did not inform our Principals that the Zambia stamps you offered for sale had been obtained by you from the Zambia authorities, and Mr Eburne did not say that in his letter to you of 11th February.
2. Correspondence between ourselves and our Principals is a private matter as between an agent and his principal and we are not prepared to inform you of the Principals to whom we wrote.

The contents of your letter have been carefully considered and have been noted : we see no reason to modify the advice we have given to our Principals. We are naturally sorry that you have found it disappointing.

Yours faithfully

*(Sgd.) H. T. Eaton*

H T EATON  
Director of Supplies and Recruitment Services

JOHN LISTER LIMITED  
J LISTER G E LISTER  
Stamp Dealers

TEL: 01-930 2831

CABLES: STAIMPORT LONDON SW1

Your Ref: DS 1306  
Our Ref: JL/DE

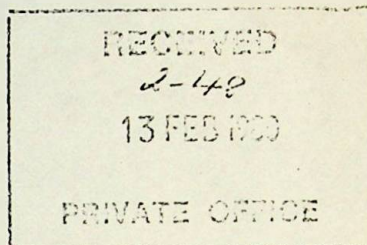
The Chief Crown Agent,  
Crown Agents for Oversea Governments  
and Administrations,  
4, Millbank,  
Westminster,  
London, SW1P 3JD.

*Mr. Eaton - Please discuss*

37 BURY STREET

ST JAMES'S

LONDON SW 1



12th February, 1980.

Dear Sir,

We are in receipt of your letter dated 11th February in which you appear to be admitting a most serious libel upon the trading methods of this Company, which has been established for more than 30 years. The libel would seem most serious as it directly effects the relationship between this Company and the territories whose stamps it has marketed since 1947.

Both you and your staff are fully aware that the offer of Zambian stamps under face value must have been from dealers' surplus stocks. Indeed, we have no doubt at all that your staff at the Stamp Bureau would have ascertained the correct position from the Zambian Authorities in regard to their supplying us with stamps below face value before attempting such grave damage to the reputation of this Company.

We have been advised you informed Principals that the purchase of stamps was made directly from them. At no time have we sold, or shall we sell in the future, stamps supplied to us at a discount below face value by your Principals at less than their face value.

Both you and your staff must also be aware that at the present time, quantities of stamps sold by your Bureau during the past few years are on the market at substantial discounts below face value and could easily be sold at 25% below face value and yet show dealers substantial profits.

contd...

contd...

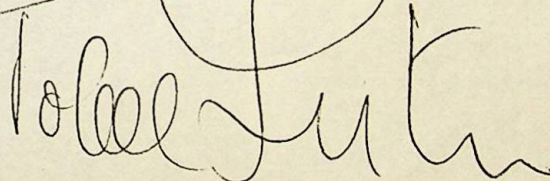
- 2 -

It would appear that knowing the offer must consist of dealers' surplus stock, which could apply to almost any country in the world, your staff have knowingly and willfully make statements knowing them to be misleading, and deliberately used the price lists for your own commercial purposes in order to try to stifle legitimate competition.

We should be obliged if you will forward to us a list of your Principals to whom you have made these statements, within the next seven days, and undertake to explain to them the correct and honest position in regard to the sale of dealers' stocks.

Should we not receive a satisfactory reply, within the next seven days, we reserve the right to take any action necessary to protect the interests of this Company.

Yours faithfully,  
JOHN LISTER LIMITED

A handwritten signature in cursive script, appearing to read "Robert Lister". A long horizontal line is drawn across the signature, extending from the left margin towards the right.

MANAGING DIRECTOR.

A small, handwritten flourish or mark consisting of a curved line with a small hook at the end.



Crown AGENTS letter to JOHN LISTER Ltd

(Registered Post)

11 February 1980

For the attention of Mr John Lister

John Lister Ltd  
37 Bury Street  
St James's  
London SW1

Dear Sirs

I have now seen your letter of 22 January in which you state that you have been informed by various Postal Administrations that the Crown Agents have informed them that you have been making bulk purchases of stamps issued by our Principals and offering the stamps below face value.

The Crown Agents received a number of enquiries from their Principals asking for advice on an approach they had received from you in which you enquired about discounts which could be allowed to you. Our advice on such a subject is of general interest to all our Principals, however, and we conveyed it to others. In doing so we stated that you had been "seeking discounts for the purchase of stamps in bulk" and went on to indicate how, in our opinion, such an arrangement would not be in the best interests of our Principals.

We drew our Principals' attention to a copy of an order form issued by you (a copy of which is enclosed), and suggested to them that this was evidence of what consequences would follow from your being able to obtain stamps below their face value.

Yours faithfully

S.A.W. BOURNE

JOHN LISTER LTD., 37 BURY ST. LONDON, S.W.1. 930 2431

25% Below Face Value

ZAMBIA

We have purchased a large stock of Zambia which we are able to offer at very competitive prices. Strictly subject unsold. Minimum 10 sets, maximum 50 sets. All mint.

	<u>Order</u>
1974 10th Anniversary Independence	per 10 £3.12 .....
1974 U.P.U. Centenary	per 10 £1.79 .....
1974 Earth Station	per 10 £2.51 .....
1975 Namiba Day	per 10 £2.51 .....
1975 Irrigation and Drainage	per 10 £1.32 .....
1976 World Forestry	per 10 £3.12 .....
1975 Tanzania - Zambia Railway	per 10 £2.51 .....
1977 Festival of Arts	per 10 £2.51 .....
1977 Birds	per 10 £3.92 .....
1977 Christmas	per 10 £1.79 .....
1978 Animal Conservation	per 10 £4.06 .....
1978 Racism	per 10 £1.32 .....
1979 Overprints	per 10 £3.02 .....
1979 Parliamentary Conference (Dancers)	per 10 £7.09 .....

Name ..... Date .....

Address .....

.....

.....

JOHN LISTER LIMITED  
J LISTER G F LISTER  
Stamp Dealers

TEL: 01-930 2831

CABLES: STAIMPORT LONDON SW1

JL/DE

The Chief Crown Agent,  
Crown Agents,  
4, Millbank,  
London, S.W.1.

WITHOUT PREJUDICE

Registered

37 BURY STREET

ST JAMES'S

RECEIVED LONDON SW1

1-92

23 JAN 80

PRIVATE OFFICE

22nd January, 1980.

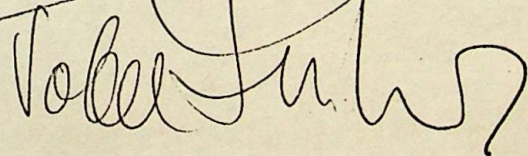
Dear Sir,

We are informed by various Postal Administrations that your Stamp Bureau have informed them that we have been making bulk purchases of their stamps and offering the stamps below face value.

You are, of course, aware that this statement is completely untrue and is a most serious libel upon the reputation of this Company.

Unless we receive from you a suitable explanation, within the next seven days, we shall have no option but to bring action against the Crown Agents as it would appear that you have for your commercial benefit made statements knowing them to be untrue.

Yours faithfully,  
JOHN LISTER LIMITED



DIRECTOR.

C.C. Mr H.T Eaton

UPU/S/1/1

P+T/1/1

(87)



DEPARTMENT OF INDUSTRY

Posts and Telecommunications Division  
Ashdown House 123 Victoria Street London SW1E 6RB  
Telex 8813148 DIHQ G  
Telegrams Advantage London SW1  
Telephone Direct Line 01-212 0238  
Switchboard 01-212 7676



W A Etheridge Esq  
Postmaster  
Posts & Telecommunications Department  
General Post Office  
Port Stanley  
FALKLAND ISLANDS

Your reference OPB/B/332  
Our reference PO/32/4  
Date June 1980

Dear Sir

Your letter of 25 April addressed to Postal Headquarters, regarding amendments to be made to the "Liste des chefs", has been referred to this Department for action. We have advised the International Bureau of these changes.

You mention the use of "Malvinas" after the Falkland designation, and you might like to know the full story of our not opposing its use in UPU publications.

As you know, the Foreign and Commonwealth Office have always resisted attempts by Argentina to secure the addition of the words "Islas Malvinas" after the name of the Falkland Islands. However, when the subject was raised at the 1978 Executive Council meeting, the Argentine delegation requested a meeting with the UK delegation, at which they expressed their embarrassment at having to submit this annual protest, which they said they did only under instructions from their Ministry of Foreign Affairs. They asked if we could not help them to avoid the annual exchange of notes, suggesting that the UK should accept the UN nomenclature of Falkland Islands (Malvinas) in UPU documentation.

We then took up the matter with the FCO. They advised us that, while they were unable to "agree" to the use of the UN nomenclature, we could use a form of oral disclaim which had been successfully used in other international organisations when the question had been raised by the Argentinians.

Our delegation to the 1979 EC meeting therefore used the oral formula when the question was again raised, and the UN nomenclature has subsequently been introduced into UPU publications as they have fallen due for amendment. An extract from the minutes of the EC meeting is enclosed.

Yours faithfully

MRS V R BAILEY

Enc

Chief Secretary,

This unsolicited explanation is quite interesting and I thought you and DCS might like to see it.

With the Compliments  
of the  
Postmaster

Stanley,  
Falkland Islands.

The representative of ARGENTINA said:

- "i Inclusion of the Islas Malvinas under the name 'Falkland Islands' in the list of countries in the Report on the work of the Union, 1978, in no way derogates from the right exercised by Argentina over the said islands, which are illegally occupied and which form part of the territory of Argentina. The occupation maintained by the United Kingdom caused the United Nations to invite, by resolutions 2065 (XX) and 3160 (XXVIII), the Governments of the Argentine Republic and Great Britain to find a solution to the conflict of sovereignty over these islands.
- "ii My country's delegation recalls, for the record, that the United Nations General Assembly, at its 1398th Plenary Meeting on 16 December 1965, approved the report submitted by the 4th Committee, which in its turn had decided, at its meeting on 18 November 1965, that the following terminology would be used in United Nations documents when referring to the territory in question: firstly, in all languages except Spanish: 'Falkland Islands (Malvinas)'; secondly, in Spanish: 'Islas Malvinas (Falkland)'."

The representative of GREAT BRITAIN said: "It is common knowledge that the Government of Argentina lays claim to the Falkland Islands, but that claim is not accepted by Her Majesty's Government who have no doubt as to their sovereignty over the Falkland Islands and their Dependencies.

"My delegation does not therefore interpret the use of the proposed nomenclature for the Falkland Islands as implying that there is doubt about the sovereignty of the British Government over the Falkland Islands.

"But in order not to delay further the work of this Council, I will not at this stage raise further objection."

The EC noted those declarations and that of the People's Republic of China contained in document Doc 3/Add 1.

The Report on the work of the Union, 1978, as a whole, was approved and annexes 1 to 7 were noted.

The meeting rose at 12.15 pm.

For the Executive Council:

M REDLI

Chairman

M I SOBHI

Secretary-General

ENC



26th August

80

Mr. C. Penry,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Chris,

Ian Strange wrote to Richard Nash in July with a technical query about artwork production or some such thing and he has asked me to mention to you that he hasn't had a reply to date.

As I haven't anything to write about other than this I thought I would drop you a line to see if you could mention the matter to Richard.

Yours sincerely,

CHIEF SECRETARY

COLLECTOR GALLERY  
1, Arcade Steps  
Penzance  
Cornwall  
U.K.  
29 August 1980

Dear Mr. McGill,

I obtained your name from Mr. King at the Secretariats Office in Stanley. We operate an established business of philatelic dealers specialising in the organisation and running of local postal services throughout the world. After extensive research we feel that your island would lend itself to such a postal service, deriving income primarily from the issuance of local postage stamps for the collecting public. Since the population of your island is small, a suitable issuing policy would need to be formulated.

If you are interested in helping organise such a local postal business from your island, we are prepared to submit formal terms to you, wherein we would pay all expenses while providing you with a nett percentage of the profits from the operation. Other islands throughout the world have taken advantage of this proposition and, in the right circumstances, such an operation can prove rewarding for both parties.

Any of the following will provide you with a reference regarding our financial standing and legitimacy:

Bankers

Barclays Bank Ltd.  
Market Jew Street  
Penzance  
Cornwall  
U.K.

Barclays International Bank Ltd.  
Madison Avenue  
New York, N.Y.  
U.S.A.

Accountants

Messrs. Whittaker & Redfern & Assocs.  
Fore Street  
St. Ives  
Cornwall  
U.K.

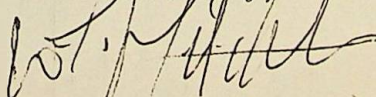
Lawyers

I.A.J. Waller & Co.  
Basset Road  
Camborne  
Cornwall  
U.K.

We can supply other referees, if you so wish.

If you feel that you would like for us to suggest formal terms to you, please let us know. Looking forward to hearing from you in the near future,

Yours faithfully,

  
W. T. Mitchell

Sent telegam

"Interested proposal - please forward details  
by air mail"

# COLLECTOR GALLERY

Tel. : Penzance 4604

Dealers in Fine Postage Stamps

1, Arcade Steps

~~12 MARKET STREET~~

PENZANCE, CORNWALL, U.K.

2nd October 1980

Mr. R. McGill  
Carcass Island  
Stanley  
Falkland Islands  
South Atlantic

Dear Mr. McGill,

Many thanks for your cable received a few days ago. We are prepared to undertake all costs for designing and printing postal issues for Carcass Island, as well as mount an extensive advertising campaign, again at our expense. We will also supply you with any materials you will require to use on Carcass, e.g., hand stamps, stationery (either by sending these items out or providing for their purchase locally.) Your part of the operation would entail dealing with any collectors who sent envelopes to Carcass and wished them to be posted from the Island (we would instruct you fully in this.) We would deal with most collectors as well as handle volume sales to the Trade.

We foresee issuing no more than three sets a year of stamps depicting themes relevant to the Falklands, thereby building a reputation for stable collecting. Thereafter we would expect the number of collectors to increase year by year, along with the demand for both new and previous issues. After discussion between ourselves, my partners and I are prepared to offer you 20% of all nett profits, bearing in mind that we pay all expenses and handle most of the work. Our accountants, Messrs. Whittaker and Redfearn, would issue a profit certificate for each financial year.

We are definitely of the opinion that with persistent effort we can make the local post of Carcass Island a viable and long term venture. We look forward to your response to our proposals as well as any further questions you might have.

Yours faithfully,

*Tony Mitchell*

W. T. Mitchell

Received

Thurs. 16<sup>th</sup> Oct. '80



26th November

80

The Head of Security Printing  
and Philatelic Services,  
The Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Sir,

The owners of the small island farms of New Island, Beaver Island, Carcass Island and West Point Island have drawn our attention to a proposal put to them by a Mr. M. T. Mitchell of Collector Gallery as in the attached letters for the production and marketing of "local postage stamps for the collecting public".

Mr. Len Hill of the 'Birdland' Zoo Gardens, Bourton-on-the-Water, purchased two of the Jason Islands here in 1970, had one million "Jason Island" stamps printed (by Harrisons no less!) and claims that by the end of this year, proceeds from the sale of these stamps will have covered the purchase price of the islands, said to have been £5,500. This is the first - and only - private stamp issued so far.

Although the Len Hill issue seems to have gone largely unnoticed officially in 1970, we are now concerned at the possible deleterious affect of such operations, should they be allowed to expand, on the revenue from the sale of genuine postage stamps, upon which we depend to a considerable degree, and upon our reputation in the philatelic world.

While the people so far approached by Mitchell seem to have recognised the dubious nature of the proposal and seem unlikely to take it up, we intend, at this stage, to keep a low profile in our efforts to avoid any expansion of this kind of business but we would be interested in your views and in particular whether you have had any experience of this kind of thing happening in any other Territory and what action, if any, has been considered necessary in such cases.

Yours faithfully,

ACTING CHIEF SECRETARY

c.c. Postmaster

uw

26th November

80

The Head of the Hong Kong  
and General Department,  
Foreign & Commonwealth Office,  
LONDON, SW1A 2AH.

Dear Sir,

The owners of the small island farms of New Island, Beaver Island, Carcass Island and West Point Island have drawn our attention to a proposal put to them by a Mr. W. T. Mitchell of Collector Gallery as in the attached letters for the production and marketing of "local postage stamps for the collecting public".

Mr. Len Hill of the 'Birdland' Zoo Gardens, Bourton-on-the-Water, purchased two of the Jason Islands here in 1970, had one million "Jason Island" stamps printed (by Harrisons no less!) and claims that by the end of this year, proceeds from the sale of these stamps will have covered the purchase price of the islands, said to have been £5,500. This is the first - and only - private stamp issued so far.

Although the Len Hill issue seems to have gone largely unnoticed officially in 1970, we are now concerned at the possible deleterious effect of such operations, should they be allowed to expand, on the revenue from the sale of genuine postage stamps, upon which we depend to a considerable degree, and upon our reputation in the philatelic world.

While the people so far approached by Mitchell seem to have recognised the dubious nature of the proposal and seem unlikely to take it up and we intend to keep a low profile in our efforts to avoid any expansion of this kind of business, we would appreciate any legal guidance you may be able to offer should more positive action be required in the future. We would also be interested to hear if this problem has arisen in any other Dependent Territory and what action, if any, has been considered necessary to curb such activities.

Yours faithfully,



ACTING CHIEF SECRETARY

c.c. Postmaster

uw



**Crown Agents**

St Nicholas House, Sutton,  
Surrey SM1 1EL  
Telephone 01-643 3311  
Telex 267103  
Telegrams Crown Sutton

93

Our Reference: PH3/FALKLAND ISLANDS

10 December 1980

Mr D Morrison  
Acting Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



*Pl copy to the PM  
Copied Sent  
30/12/80*

Dear Mr Morrison

Thank you for your letter P & T/1/1 of 26 November about stamps for Carcass Island.

2 It seems to me that what is being proposed is the introduction of labels rather than postage stamps as, obviously, there would be no international postal recognition for such items.

3 I am sure that this is appreciated by the sponsors of the proposal and it is my belief that the audience they have in mind is the philatelic fringe who, for reasons which I do not claim to understand, take an interest in the byways of the hobby.

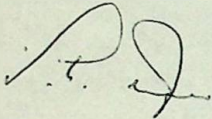
4 Labels of this sort have been known for many years, often in connection with the off-shore islands of Great Britain, and I am enclosing an article from a recent issue of the UK journal "Stamp Collecting" which provides some background to this aspect of the philatelic business. As you can see, quite often the issuing of such labels is a useful fund raiser for good causes of one sort or another.

5 The proposal under consideration, however, is a different matter in that there is no suggestion that it would be anything other than a straightforward commercial enterprise. No doubt there would be people who would buy these labels and covers when advertisements appear in the stamp journals and, frankly, I am not sure that this need be any cause for alarm on Government's part as the material would quickly be recognised as having no postal validity and would be consigned to the twilight curiosity zone of the hobby and treated accordingly by stamp editors and cataloguers. In saying this, I am assuming that you would not countenance passing into the mail system at Stanley any covers containing these labels.

/6 Mainstream ...

6 Mainsteam Falkland Islands stamp collectors would not be fooled for one minute by the advertisements and although a few might acquire such labels etc as side-collections, I do not think that Falkland Islands stamp sales or Falkland Islands philatelic reputation would suffer one bit. In fact, I do not even suggest that you should go so far as to announce officially that the material has no governmental sanction; this will be patently obvious and in my view you should simply ignore the matter officially and leave pronouncements to Major Spafford and others.

Yours sincerely

A handwritten signature in dark ink, appearing to be 'T. A. Cooper', written in a cursive style.

(T A COOPER)

### I. ISLAND LOCALS

Collectors of island locals will be interested to note that a revised entry about these issues has now been published in the Stanley Gibbons Part 1 Catalogue (1981 edition, p. GB 57). As far as the writer is aware the entry gives an accurate assessment of these issues. The islands are divided into three groups - (1) those where a local postal service is currently operated or has been operated in the past, (2) islands selling tourist souvenir labels, often mistaken for local post stamps, (3) islands where no postal service is known to be, or to have been, operated - but for which "stamps" have been issued.

Island stamp enthusiasts will also be interested in the series of special articles which appeared in *The Observer* colour magazine between 20th July and 21st September 1980. Amongst those dealt with were the stamp-issuing islands of Bardsey (24th August), Herm (10th August), Lundy (21st September) and St. Kilda (31st August). As well as the interesting text, the series contained some fine colour photographs.

**Bardsey:** Since I last wrote about Bardsey I have received further information from a resident on the island. It appears that the 1979 definitive stamps are available on Bardsey and are sold to visitors to the island who can use them on their mail. However, there is no obligation to use the stamps, and mail from residents (permanent and temporary) will be taken to the mainland for posting without the payment of an additional fee or affixing of a Bardsey stamp. None of the recent commemorative issues (February 1980 Army Uniforms and Pictorials, May 1980 Castles and August 1980 Famous Persons) are, or have been, available on the island. The staff of the Bardsey Island Observatory regret that they cannot undertake to affix Bardsey stamps to covers and post for philatelists; the definitive stamps are only available to visitors to the island. In view of this information I now regard the definitive stamps as souvenir stamps rather

than local post stamps - owing to the fact that their use is not obligatory (unlike Drake's Island, Lundy, Summer Isles, etc.). The other stamps which are only available from the Bardsey Island Trust's philatelic agents should, I feel, be regarded as charity stamps - as revenue from their sale does go to the Trust. Until it is confirmed that they are available for sale on the island for non-obligatory use on mail I cannot truthfully describe them as souvenir stamps.

The philatelic agents to the Trust tell me that the demand for the famous people stamps (4th August 1980) was very heavy and that a reprint was required. These stamps can be distinguished from the original issue as they have the inscription "EUROPA 1980" below the portrait alongside "Ynys Enlli" (the Welsh name of the island). These reprints were released on 3rd September 1980. A set of four Christmas stamps (10p, 12p, 13p & 22p) were released on 27th October 1980. Details were given here on 28th August 1980, p.789. Details of the stamps can be obtained from the Trust's philatelic agents: Rembrandt Philatelics, 21 High Street, Botley, Southampton, SO3 2EA.

**Drake's island:** The two Drake circumnavigation stamps (5p & 25p) issued on 26th July 1980 were designed by the island's philatelic officer Mrs. G. M. Peard with technical assistance from Mr. Stuart Rose. The stamps were printed in sheets of 24 (12 *se-tenant* pairs) by Moore & Matthes of London. A total of 12,000 pairs were printed. The stamps are also available in a presentation pack at 50p, the cover of the pack showing the Drake 400 logo (Drake's statue and *The Golden Hinde*). A second set commemorating Drake's return to Plymouth on 26th September 1580 were issued on 26th September 1980. This set comprises three stamps - 5p, 10p and 25p depicting respectively emblems from the banner of the *Golden Hinde*; stern decoration on *Golden Hinde* and Drake's sword and coconut cup. (*Golden Hinde* is a replica

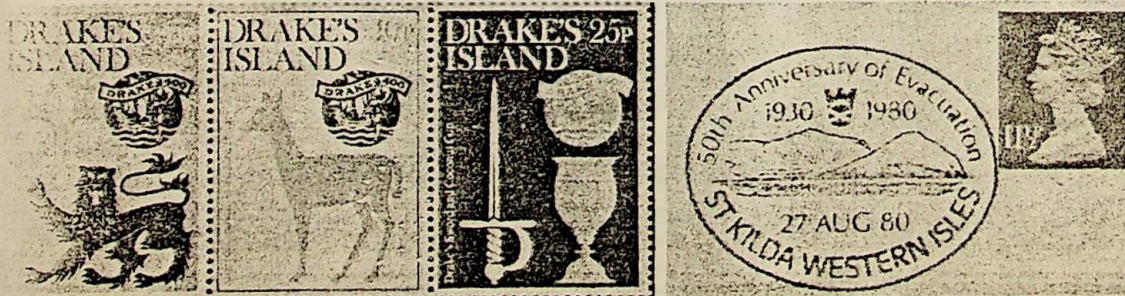
ship built in 1973 and used as a floating museum. It sailed back to Plymouth earlier in the year as part of the circumnavigation anniversary events. The spelling - *Hinde* - is intended to distinguish this replica from the original ship.)

Again the stamps have been printed by Moore & Matthes in horizontal *se-tenant* strips, eight strips per sheet of 24 stamps. A total of 12,000 of each value have been printed. An interesting article entitled 'The Little Captain' by Barbara Last - about Drake's circumnavigation - appeared in *STAMP COLLECTING* dated 18th September 1980 (pp. 1045-1047, 1065).

All orders for Drake's Island stamps should be sent to: Philatelic Officer, Drake's Island Letter Office, c/o Mayflower Centre, Plymouth, PL2 3DG.

**Lundy:** The report about the ending of P. & A. Campbell steamer services to Lundy given here on 8th May 1980 (p.727) was based on an erroneous report in *The Daily Telegraph*. I am pleased to put the record straight - P.&A. Campbell will continue to run trips to Lundy. The misunderstanding was apparently due to an internal reorganisation within the company being mistaken for a take-over.

**St. Kilda:** In these notes dated 28th August 1980 (p.791) I mentioned the special handstamp used on 27th August 1980 to commemorate the fiftieth anniversary of the island's evacuation. Mail 'posted' on the island by visitors and by the representatives of the National Trust for Scotland was taken to the Head Post Office at Stornoway, Isle of Lewis where the special handstamp was applied. Covers sent by philatelists to the Head Post Office with a request for the cancellation also received this handstamp. A total of 13,405 items were so cancelled. The handstamp was sponsored by the National Trust for Scotland. In addition to these items, the National Trust also posted an as yet undisclosed number of covers by "tin can". It is hoped that when the "can" is picked up on the Scottish mainland (or else-



(Continued on page 505)

The Drake's island stamps and St. Kilda cancel.

# BRITISH PRIVATE POSTS

(Continued from page 503)

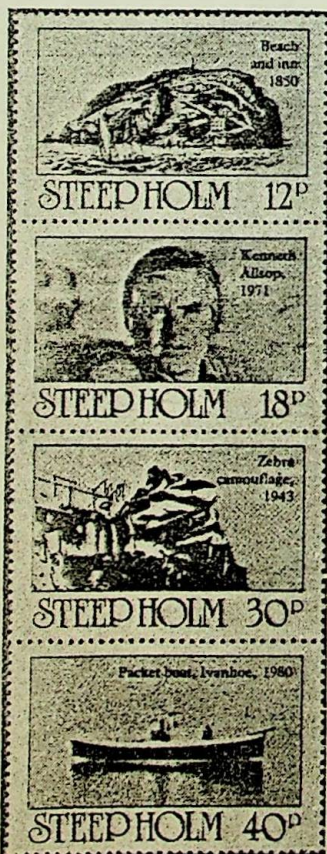
where) the finder will post the mail on to the addressees. The cover addressed to me enclosed in this mailing has not yet been received. I should be interested to hear from readers who ordered these "tin can" covers with details of when and where their covers were found and posted. The return of some of the St. Kildans to their former homes on 27th August 1980 was widely reported by the media - there was a particularly interesting article in *The Sunday Times* of 31st August 1980, and a fascinating 50-minute programme produced by B.B.C. Scotland on B.B.C.2 on 3rd October 1980. The programme included film of the evacuation and showed the former St. Kilda Post Office and a postcard bearing a King George V 1½d stamp cancelled with the St. Kilda postmark on the last day (28th August 1930).

In my earlier notes I referred to James Mackay's excellent book *St. Kilda: Its Posts and Communications* (1963). Regrettably this work is long out of print but readers will be interested to know that he deals with the St. Kilda posts and postmarks in his book *Scottish Islands Postal History - 1. Harris and St. Kilda* (1978) which is still available. Steep Holm: As reported here on 18th September 1980 (p.1031) the first issue of Steep Holm stamps was made on 27th September

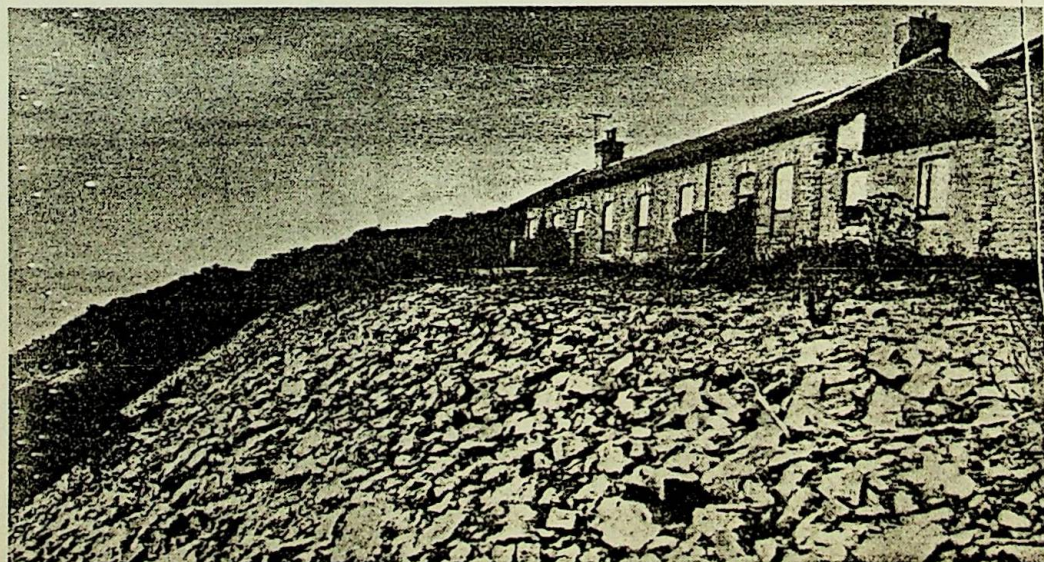
1980. The island lies in the Bristol Channel five miles off Weston-super-Mare, mid-way between England and Wales. Close by is the smaller neighbouring island of Flat Holm. There have been no permanent residents of Steep Holm since c.1914, although there were troops stationed there during both world wars (the remains of their occupation litter the island). In 1976 the island was purchased as a memorial to the broadcaster and naturalist Kenneth Allsop (1920-1973) and since then members of the Kenneth Allsop Memorial Trust have crossed to the island each Saturday (weather permitting) to undertake scientific research work, to renovate the island's buildings and to return the island to its natural state. The Trust charters local boatowners - the Watts brothers - to take them to the island (the Watts brothers vessel - *Ivanhoe* - is featured on one of the Steep Holm stamps). Members of the public may also cross to the island on this vessel during the summer months (only Trust working parties land on the island during the winter). On 27th September 1980, the day of issue of the stamps, *Ivanhoe* left Weston-super-Mare at 10am with about 25 people aboard (including the writer). The sea was relatively calm although there was a heavy mist and the weather was very drab. The trip to Steep Holm takes about one hour and if the tide is favourable landing is made at the Landing Beach at the east end of the island. Should the tide be unfavourable a more precarious landing is made at the rocky South Landing. The writer having his usual luck, disembarkation was at South Landing. The "Steep Holm Post Office" comprised a part of the counter in the restored Victorian Barracks at which refreshments, postcards

and books are sold to Trust members and other visitors. The Trust's secretary, Rodney Legg, who is also the island's warden, performs the role of postmaster. He had taken with him in a mail bag provided by the Weston-super-Mare Post Office a large number of souvenir covers bearing the Steep Holm stamps. The same bag was used to bring back the mail from the island in the evening. Mint stamps and covers already stamped and cancelled with the Steep Holm postmark were available. Most of the members of the Trust visiting the island were engaged in archaeological work as well as catering for the needs of day-trippers. Amongst the members of the Trust present was Mrs. Betty Allsop, widow of Kenneth Allsop who chatted to visitors and obligingly autographed first day covers. In the afternoon the M.V. *Balmoral*, a pleasure steamer operated by P.&A. Campbell Ltd. moored off the island and some 270 passengers were ferried ashore on the *Ivanhoe*. Most of these visitors took the opportunity to buy the souvenir covers and/or to write postcards to themselves or their friends which were left with Mr. Legg for despatch by the Steep Holm mail service. It is hoped that visits by the *Balmoral* will become a regular feature during the 1981 tourist season.

The stamps are printed in sheets of 32 (4 x 8) which have an unusual *se-tenant* arrangement. The first three rows each comprise four 12p stamps, followed by a row of four 18p stamps and then one row each of 12p, 18p, 30p and 40p stamps. Thus each sheet comprises 16 stamps at 12p, eight at 18p, and four each at 30p and 40p. A total of 1900 sheets were printed giving a total of 30,600 12p stamps, 15,200 18p stamps and 7,600 each of the 30p and 40p values. The stamps were designed by Anthony Pritchard and printed by Surdaw Press of Gillingham,



The Steep Holm stamps and a card of the Victorian barracks housing the post office.



(Continued on page 507)

# BRITISH PRIVATE POSTS

(Continued from page 505)

Dorset. The 12p stamp depicts a view of the island based on an engraving of 1850 (printed in blue, green & black), the 18p stamp a portrait of Kenneth Allsop (lilac & black), 30p the wartime camouflage on the cliffs (green, brown & black) and 40p the boat *Ivanhoe* (blue lilac & black). A total of 2000 specially printed first day covers were prepared, the design showing the view of the island depicted on the 12p stamp. These covers have a *se-tenant* vertical strip of the four stamps cancelled with the island date-stamp - "STEEP HOLM/27 SEP 1980/BRISTOL CHANNEL" in black. They do not bear British stamps or postmarks. They were available to visitors to the island on 27th September 1980 and are still available at £1.50 each from the Trust (address below). Most of the visitors to the island on the day of issue bought these covers. In addition a total of 271 items bearing both Steep Holm and British stamps were taken back to Weston for posting into the normal postal channels. They received the Weston-super-Mare postmark for 29th September 1980. Most of these 271 items were postcards bearing only the 12p Steep Holm stamp. Probably less than 20 covers bearing all four Steep Holm stamps were despatched making them scarce items. The issue received a good deal of publicity locally, having featured on the West country news programme *Points West* (26th September), in the *Weston Mercury Somerset and Avon Herald* (26th September) and the *Western Daily Press* (23rd September). In addition there was a fairly lengthy report (by Colin Randall) in *The Daily Telegraph* of 1st October 1980 (entitled "Nature reserve isle starts postal service"). A second set of Steep Holm stamps depicting butterflies is planned for issue in May 1981 to coincide with the Post Office issue on that subject. The Steep Holm stamps are being designed by Mr. Gordon Benningfield.

Mint sets of the Steep Holm stamps and the souvenir covers are available from the Trust's philatelic officer - Nigel Keegan, 113 North Street, Martock, Somerset, TA12 6ER. Orders should include 30p for post & packing which includes despatch from Steep Holm with the 12p local stamp (weather, of course, permitting). Remittances should be made payable to "Kenneth Allsop Memorial Trust".

Brief details of the island's history and natural history were given in these notes dated 8th May 1980 (p.727).

## 2. AIRWAY & RAILWAY LETTER STAMPS

**British Airways:** The airway letter fee was increased to £2.20 (plus V.A.T.) from 14th July 1980. A new £2.20 stamp was issued the

same day; it is in the same design as the 55p, £1 and £1.50 stamps issued in 1974, 1976 and 1978 respectively. The £1.50 stamp was illustrated here on 19th April 1979, p.331. The new stamp is available from British Airways desks at airport terminals.

**British Rail:** Details are now to hand of the numbers of covers carried on the replica vintage trains at the Rainhill Trials re-enactment, Liverpool, on 24th May 1980 (see these notes 28th August 1980 p.793). A total of 10,400 covers were carried aboard *Rocket*, 4940 on the *Sans Pareil* and 4640 on the *Novelty*. All covers have the special B.R. commemorative 55p railway letter stamp which depicts the *Rocket*. Special covers bearing this stamp were also carried on a special 150th anniversary run on 14th September 1980. Details of mail carried will be given later. Mint stamps are still available from: British Rail, Rocket 150 Office, Room 405, Rail House, Lord Nelson Street, Liverpool, L1 1JF.

**Coras Iompair Eireann (Ireland):** The railway letter fee was increased from 40p to 60p (plus V.A.T.) from 28th January 1980.

**Northern Ireland Railways:** The railway letter fee was increased from 31p to 38p in January 1980. This fee is subject to V.A.T. at the current rate. No railway letter stamps are used, although the station datestamp is usually impressed on letters at the station of despatch.

**Minor Railways:** A slight gremlin got into the report here on 28th August 1980 (p.793). The sentence beginning at the bottom of the first column should state that the Great Little Trains of Wales stamps bear the logo of the Marketing Panel and the inscription "Issued Jointly by and valid only on Festiniog, Llanberis Lake, Talyllyn, Welshpool & Llanfair and Vale of Rheidol Railways". Regrettably because of the dark background colour of the stamps the inscription did not reproduce too well on the illustration.

The fee for carrying railway letters on each of the 11 minor railways which operate the service in agreement with the Post Office will be increased from 15p to 20p (V.A.T. inclusive) from 19th November 1980. This fee applies to letters carried on the minor railway only. An additional fee is charged for letters to be transferred by agreement to British Rail for onward transmission; at the time of writing this additional B.R. fee is £1.25 (plus V.A.T.). Details of new 20p stamps will be given here later.

The minor railways currently operating a service are:

Bluebell Railway\*  
British Rail (Vale of Rheidol Rly)  
Festiniog Railway  
Keighley & Worth Valley Railway\*  
Kent & East Sussex Railway\*

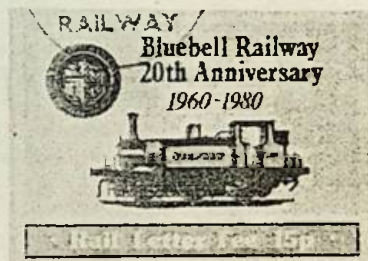
Llanberis Lake Railway\*  
Mid-Hants Railway\*  
Ravenglass & Eskdale Railway  
Romney, Hythe & Dymchurch Railway\*  
Talyllyn Railway  
Welshpool & Llanfair Light Railway\*

\* = no transfer agreement with B.R.

The North York Moors Historical Railway Trust signed the railway letter agreement with the Post Office in August 1976 but has not yet started a railway letter service (see these notes 27th December 1979, p.1483).

Full details of the railway letter service and the transfer agreements are given in the *Post Office Guide* (October 1979 edition pp.99-100).

**Bluebell Railway:** A new 15p stamp mentioned here 28th August 1980 (p.793) was issued on 2nd August 1980. The stamp commemorates the 20th anniversary of the reopening of the railway. It was printed in sheets of four by Faulwood & Herbert Ltd.



of Brighton. A total of 2000 stamps were printed. The stamp was designed by Adams Studios of Brighton and depicts the railway's first locomotive *Stepney*, a terrier tank built for the London, Brighton & South Coast Railway at Brighton in 1875 (not *Fenchurch* as stated here last time). *Stepney* hauled the first train on the Bluebell Railway when it was reopened on 7th August 1970 (the line was closed by British Railways in 1958). The stamp and covers are available from the company at: Sheffield Park Station, Uckfield, East Sussex, TN22 3QL.

**Festiniog Railway:** On 4th August 1980 the day of issue of the Great Little Trains of Wales stamps the Company's Railway Letter Dept arranged for a certain number of covers to be carried on their railway and then transferred to B.R. at Penrhynudraeth for transmission to the Talyllyn and Vale of Rheidol railways. These covers carried 60p worth of railway letter stamps (including the new GLTW stamps) - 15p being the standard minor railway charge and 45p a special concessionary B.R. charge for that day (normally £1.25 plus V.A.T.).

Some of these covers may still be available from the company at: Harbour Station, Porthmadog, Gwynedd, LL49 9NF. A list

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# BRITISH PRIVATE POSTS

(Continued from page 507)

of stamps and covers available will be sent on receipt of a S.A.E. or I.R.C.

Llechwedd Slate Caverns: see Section 7 (Souvenir stamps)

Talyllyn Railway: A new cancellation was introduced on 4th August 1980 for use on railway letters despatched from Brynglas station. The cancellation is diamond-shaped and reads "RHEILFFORDD/date/TALYLLYN/BRYNGLAS". The following list of station cancellations might be of help to collectors of Talyllyn postal history:

Station	Date introduced	Description
Towyn Merioneth (Wharf)	23 May 1957	Small circular, undated
Towyn Wharf	4 Sep 1968	Large circular, dated
Tywyn Wharf	Jun 1979	Rectangular, dated
Tywyn Pendre	31 May 1978	Oval, dated
Rhydyronen	12 Feb 1971	Small circular, undated
Brynglas	4 Aug 1980	Diamond, dated
Dolgoch Falls	10 Jul 1967	Small circular, undated
	May 1977	Rectangular, dated
Abergynolwyn	5 Jul 1965	Small circular, undated
	7 Apr 1970	Oval, dated
	May 1977	Circular, dated
Nant Gwernol	May 1977	Oval, dated

A new stamp commemorating the 60th anniversary of locomotive No 4 *Edward Thomas* is under consideration. This engine was built by Kerr Stuart & Co. of Stoke-on-Trent in 1921 and was later rebuilt by the Hunslet Engine Co. when it was fitted experimentally with a Giesl ejector system, the first locomotive in Great Britain to be so equipped.

A list of the stamps and covers currently available can be obtained on receipt of a S.A.E. from the Traffic Manager, Talyllyn Railway Co., Wharf Station, Tywyn, Gwynedd, LL36 9EY.

Welshpool & Llanfair Light Railway: Special railway cancellations were used on 2nd and 4th August 1980, the days of issue of the new railway letter stamps detailed here last time (28th August 1980, pp.793-795).

On 2nd August 1980 a circular cancellation was used on railway letters despatched from Sylfaen station reading "WELSHPOOL & LLANFAIR LIGHT RAILWAY/LIVERPOOL & MANCHESTER 150TH ANNIVERSARY/2 AUG 1980/FIRST DAY OF ISSUE/SYLFAEN". The second cancel was used at Sylfaen two days later - depicting the Great Little Trains of Wales logo and the inscription "Narrow Gauge Railways of Wales/Joint Marketing Panel/10th Anniversary/WELSHPOOL and LLANFAIR LIGHT RAILWAY/Sylfaen 4th Aug. 1980". Both cancellations were struck in black.

Details of stamps and covers can be obtained by sending a S.A.E. to the company's postmaster: Chris Basten, 4 St. George's Court, Linnet Close, Cyncoed, Cardiff, CF2 7HG.

### 3. BUS PARCEL STAMPS

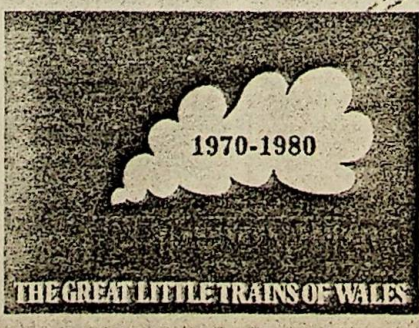
Coras Iompair Eireann (Ireland): New charges for the carriage of parcels were introduced on 28th January 1980. The minimum charge is now £1.85 for a parcel of up to 5kg.

Midland Red Omnibus Co.: The parcel service ceased on 2nd May 1980 and all

parcel stamps have now been withdrawn. At the time the service ended 10p, 15p and 30p stamps were in use together with a 30p delivery charge stamp and a 3p stamp denoting the payment of V.A.T. Not so long ago the company boasted one of the most extensive parcel services operated by any bus company in the U.K., having over 250 parcel agencies in January 1969 (see "Bus Company Parcel Services and Stamps", STAMP COLLECTING, 28th April 1977, p.749).

Ulsterbus Ltd: Rates for the carriage of parcels were increased on 3rd September 1979: up to 11lb 80p; 22lb £1; 44lb £1.40; 56lb £1.80 and again on 10th March 1980: up to 11lb £1; 22lb £1.20; 44lb £1.70; 56lb £2.10 (all inclusive of V.A.T.). Stamps for each of these rates have been issued.

New Brynglas cancel and the Welshpool commemorative cancel.



### 4. RAILWAY PARCEL STAMPS

Coras Iompair Eireann (Ireland): Increased parcel rates were introduced on 28th January 1980, the minimum charge is now £1.85. For the first time the rates for parcels carried by C.I.E. rail services are the same as those for parcels carried by C.I.E. bus services (see above).

Northern Ireland Railways: Increased charges for the carriage of parcels were introduced in January 1980. The minimum rate is now 81p for a parcel of up to 11lb (V.A.T. exclusive). To the best of my knowledge parcel stamps have never been issued by Northern Ireland Railways Co. Ltd. although they were used by its predecessor - the Ulster Transport Authority - from 1948 to 1967. Details of these stamps will be given in a later article.

### 5. SHIP PARCEL STAMPS

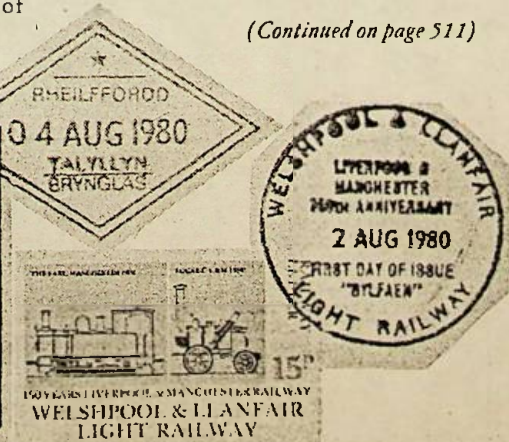
Isle of Sark Shipping Co.: Further details are now to hand of the new parcel stamps issued on 16th July 1980. As well as the *se-tenant* sheets mentioned here on 28th August 1980 (p.795), the stamps are also printed in sheets of 25 for each value (5p, 10p, 15p, 25p & 50p). A total of 25,000 stamps have been printed in such sheets and a further 10,000 of the *se-tenant* sheets.

Stamps affixed to parcels despatched from Guernsey to Sark are cancelled in blue with a 38mm circular datestamp inscribed "ISLE OF SARK/SHIPPING COMPANY LTD" around the perimeter with the wording "GUERNSEY/date/CARRIAGE/PAID" in the centre. The current parcel rates introduced on 1st January 1980 are: up to 4kg 20p; 9kg 30p; 17kg 40p; 25kg 50p. The stamps are available from the company at: White Rock, St. Peter Port, Guernsey, C.I. or from the company's two philatelic agents - Brunswick International Stamps & Auctions Ltd. of Guernsey and Rembrandt Philatelics Ltd. of Botley, Southampton, Hants.

### 6. OTHER CARRIER STAMPS

Alderney Parcel Delivery Service: Rates of carriage were revised in May 1979 and are as follows: (1) Delivery within town - up to 11b

(Continued on page 511)





# BRITISH PRIVATE POSTS

(Continued from page 509)

10p; 5lb 15p; 10lb 20p; 28lb 25p; (2) Delivery to Airport - up to 11lb 15p; 5lb 20p; 10lb 25p; 28lb 30p; (3) Delivery outside town (but excluding Ras Island and Clonque) - up to 11lb 20p; 5lb 25p; 10lb 35p; 28lb 50p. For "immediate" service to or from the airport or harbour a supplementary charge of 50p is made. There have been several new stamps this year. On 5th April 1980 a 25p stamp was issued to commemorate the opening to passenger traffic of the Alderney Railway. The stamp depicts the diesel railcar used on the

use on parcels carried by Dennis Clunn's taxis, the other printed in red for use on parcels conveyed by other taxi operators. These stamps were printed in sheets of four, a total of 1600 of each stamp being printed. I am grateful to Mr. Peter Kelley for supplying the information used in these notes.

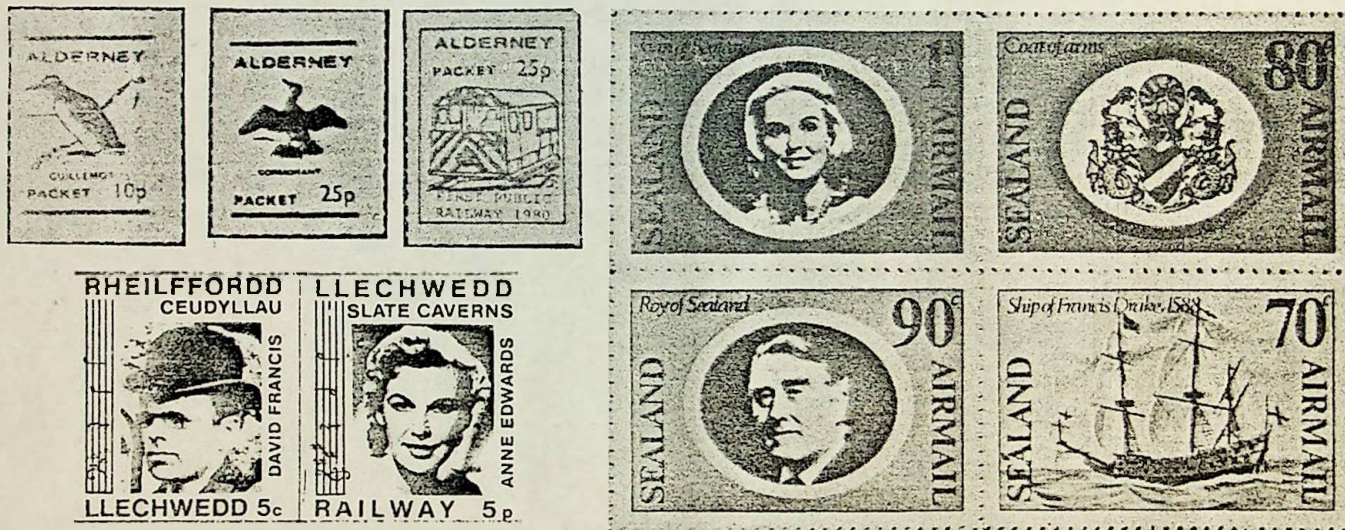
Orders for the Alderney Parcel Delivery Service stamps should be sent to; Eileen Regan Stamp Shop, P.O. Box 18, Alderney, Guernsey, Channel Islands.

Sealand: Since my last notes on Sealand were published I have been in contact with the mainland agents for Sealand who advise me that two sets of stamps are still available to

## 7. SOUVENIR STAMPS

Starting with this set of notes I am introducing an additional section dealing with those issues which are not used as part of a generally accepted private postal service but which are usually collected by philatelists interested in private post material. These I classify as souvenir stamps and in this category I will include any future issues of Bardsey, Caldey and the Llechwedd Slate Caverns.

Llechwedd Slate Caverns: The annual meeting of the Welsh Philatelic Society was held at Plas Tan-y-Bwlch, Gwynedd on 21st June 1980. To commemorate the event picture postcards of the caverns franked with the two stamps issued on 12th March 1980 were posted in the underground posting box



railway and bears the inscription "FIRST PUBLIC RAILWAY 1980". This stamp was designed by Christopher Kelley and printed by letterpress in sheets of 12. A total of 3000 stamps were printed. On 1st August 1980 five simple yet very attractive stamps depicting birds were issued - 5p black-headed gull (blue); 10p guillemot (green); 15p gannet (brown); 20p oyster-catcher (red) and 25p cormorant (black). These stamps were designed by Peter Kelley and printed in sheets of 12 by letterpress. A total of 5000 sets were prepared. The stamps are also available in booklets costing £3, each booklet containing panes of four of each stamp. Also on 1st August 1980 two new express stamps were issued depicting one of the taxis used to take parcels to the airport. Both are 50p stamps, one printed in green for

interested philatelists. These sets are the original 1969 issue depicting famous navigators (7 values) at £5 per set, and the current issue depicting the ships of famous mariners, the Sealand crest and Mr. & Mrs. Roy Bates, self-styled Prince and Princess of Sealand (10 values) at £4.75 per set. These sets were described here on 31st January 1980 (p.481) and 8th May 1980 (p.731) respectively. Orders for the stamps should be addressed to: Airfern, 14 Wickford Road, Westcliff-on-Sea, Essex. Since I first mentioned Sealand in this column (4th October 1979, p.81), I have received more letters about these stamps than about almost all the other private post issues put together. Regrettably I must make it clear that I am unable to answer any further enquiries about Sealand and its stamps.

addressed to the Chairman of the Society (Mr. Peter Brindley) to be called for at Tan-y-Bwlch station" (Festiniog Railway). After cancelling their stamps with the "POSTED UNDERGROUND ..." date-stamp, the Llechwedd authorities handed the cards over to the Festiniog Railway at Tanygrisiau station. There the Festiniog Railway 15p *Merddin Emrys* stamp was affixed and cancelled with the Tanygrisiau station cancel (the postage stamp was cancelled with the "FESTINIOG/RAILWAY COMPANY" dated circular handstamp). Mr. Brindley collected the cards at Tan-y-Bwlch station, applied a "WELSH PHILATELIC/SOCIETY/21 JUN 1980/MEETING" cachet and made the cards available to his members. A total of 400

(Continued on page 513)

THE SOUTH'S MONTHLY

**STAMP FAIR**

--PORTSMOUTH--



"ONE OF THE BEST FAIRS OUTSIDE LONDON FOR YEARS"\*\*\*

A Stamp Fair arranged with THE COLLECTOR in mind. Part proceeds to Royal National Institute for the Blind whose members cannot enjoy our hobby. MAJOR DEALERS incl. POST OFFICE & STANLEY GIBBONS LTD among an average of thirty stands.

The Selsey Stamp Company, 9 Woodland Road, Selsey, Chichester, Sussex  
PO20 0AN Tel: 0243-61-2042 Anytime

\*\*One of many congratulatory remarks from dealers & public at March Fair

10 a.m. - 5 p.m. 20p & 10p



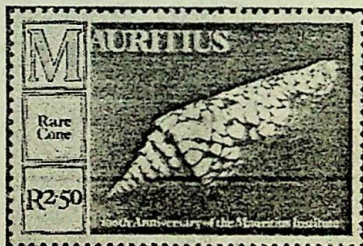
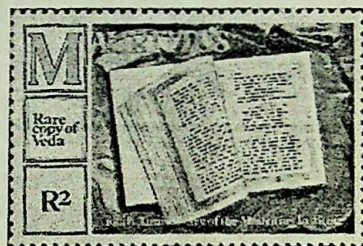
**Saturday  
8th  
November**

CENTRE HOTEL  
Pembroke Road, Portsmouth

# CENTENARY OF THE MAURITIUS INSTITUTE

ON 1st October 1980 the Postal Authority in Mauritius released a set of four stamps celebrating the 100th Anniversary of the Mauritius Institute. There are four values, 25c, R2, R2.50 and R5, which feature respectively a view of the Mauritius Institute, a rare copy of Veda, a rare cone and *Le Torrent* by Harpignies. The stamps have been designed by BG Studios and are printed in offset by John Waddington of Kirkstall Ltd on CA watermarked paper.

The Mauritius Institute in La Chaussée



in the Natural History Museum, which possesses both skeletons and reconstructions of Mauritius' most famous bird - the Dodo. There is also a section of the Museum devoted to sugar cane and the sugar industry. In the small art gallery in the same building, there is a collection of about fifty paintings, including works by Le Sidaner, a famous local artist.

The book shown on the R2 value is part of the Hindu sacred scriptures which are divided into four parts: praises and hymns (Rig Veda), chants and tunes (Samaveda), sacrificial formulae (Yajurveda) and theological prose works (Atharveda).

The R5 value depicts a painting by Henri Harpignies (1819-1916), a French landscape painter in the manner of Corot, whose failing eyesight is a factor in the simplification of his later work. There are four of his paintings in the National Gallery.

Information courtesy of the Crown Agents



was founded in 1880; its foundation stone was laid by the Governor of Mauritius, Sir George Bowen on 23rd November, 1880. By 1885, the building was completed and the Natural History Museum, known as the "Des Jardins Museum" had been transferred from the Royal College of Port Louis. The Public Library was opened on 6th April, 1903, following the bequest of the Virgile

## BRITISH PRIVATE POSTS

(Continued from page 511)

cards were so carried and a few may still be available from the Caverns' Philatelic Manager (address below).

On 9th July 1980 the two stamps issued on 12th March 1980 were put on sale overprinted in black "CWOBR DYFRGI / ARIAN 1980" (on the Welsh stamp) and "SILVER OTTER/AWARD 1980" (on the English stamp). The overprint commemorates the awarding of the 1980 Silver Otter award of the Guild of Travel Writers. A total of 2500 of each of the stamps were so overprinted. First day covers were produced - the two stamps being cancelled with the standard "POSTED UNDERGROUND..." cancel (in black) and the "FIRST DAY OF ISSUE" cachet (in red). Two further cachets were applied to the covers - "SARAJEVO-LLECHWEDD-ARNHEM/Winners of the 1980 Silver Otter Awards/presented by the Guild of Travel Writers" (in red) and "Charlotte Brontë/visited Conwy 1854" (in violet). The postage

stamp (Charlotte Brontë 12p) was cancelled with the Llandudno, Gwynedd bilingual First Day of Issue handstamp.

This overprinting led to the exhaustion of stocks of the 12th March 1980 stamps and a reprint was made and released on 4th August 1980. The reprinted stamps differ from the originals in the shade of the two colours - the green is olive-green compared with the apple-green of the first printing and the red is carmine compared with scarlet. A total of 10,000 of each of the English and Welsh stamps were printed by the Craig-y-don Printing Works Ltd. of Llandudno. Two further stamps were released on 10th September 1980 to coincide with the Post Office Conductors issue. The stamps comprise two 5p values and depict two eminent local musicians - the late David Francis of Llechwedd (a noted harpist), and Anne Edwards of Caernarfon (famed international soprano). The two stamps are printed in horizontal *se-tenant* pairs within a sheet of 20 stamps. The David Francis stamp is inscribed in Welsh, the Anne Edwards stamp in English.

A total of 10,000 of each stamp has been prepared. On the day of issue souvenir covers were prepared by the Caverns' philatelic officer. The Llechwedd stamps were cancelled with the usual "POSTED UNDERGROUND..." cachet and the covers put into the post to receive either the Caernarfon or Llandudno bilingual First Day of Issue postmark on the 12p Sir Henry Wood or 15p Sir Malcolm Sargent stamps. The covers posted at Llandudno were given an additional cachet to commemorate Sir Malcolm's two years as resident conductor at the Llandudno Pier Pavilion. A new *Philatelic News* (No 5) has recently been issued by the philatelic manager and is available at 5p plus postage (or S.A.E.).

Orders for this *News* and all Llechwedd stamps should be addressed to: Philatelic Manager (Dept. I.W.J.), Llechwedd Slate Caverns, Blaenau Ffestiniog, Gwynedd, LL41 3NB.

### Ireland 1980 Souvenir Pack

Ireland's 1980 Year Pack, containing one of each of the special and commemorative stamps issued this year, will be on sale from 1st January, 1981, price £2.80.

# MEMORANDUM

94

Reference *RT/1/1*

Date 8th January 1981

It is requested that this number and date should be noted.



From Postmaster

To Chief Secretary

Subject :-

## Philatelic Display

I request permission to write off the following postage stamps and first day covers which have been mounted on a display onboard the World Discoverer during this summer:

- F I D            One set of definitive stamps
- B A T            One set Royal Geographical Society stamps
- F I              One set Dolphins stamps
- One Birds of Prey FDC
- One Queen Mother FDC
- One U P U FDC

*Good.*

The exhibit will be permanently mounted on this vessel until it reaches New Zealand in March, and will be re-introduced at the commencement of next summers cruises.

Order forms are available on the vessel for prospective customers.

*[Signature]*  
Postmaster

II

Typist

Approved-

Usual memopl c.c. Tr.

*[Signature]* 12/1

12th January 1981

95

Chief Secretary

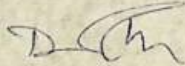

Postmaster

Philatelic Display

Permission is granted to write off the following postage stamps and first day covers which have been mounted on a display onboard the World Discoverer:

F.I.D.	One set of definitive stamps
B.A.T.	One set Royal Geographical Society stamps
F.I.	One set Dolphins stamps
	One Birds of Prey FDC
	One Queen Mother FDC
	One U P U FDC

HT

  
 CHIEF SECRETARY.