

FROM: THE DEPARTMENT OF POSTAL ADMINISTRATION

J E R S E Y (U.K.)



WHK/ABB

18th October, 1974.

I understand that the Intergovernmental Philatelic Corporation of New York City have made an application to your Government to allow them to become your Agents in the United States of America, and since we have been doing business with them for the past five years, it occurs to me that it may be of some help if you were to know of our own experience.

This Department became operational on the 1st October 1969 when the Government of Jersey took over sole responsibility from the United Kingdom Post Master General who had up to that time been responsible for the whole of our postal system.

In the preparatory work prior to that date, and after a great deal of consideration, including visits to the U.S.A. my Committee decided to give the sole Agency for our Philatelic material to the Intergovernmental Philatelic Corporation in North America, and the Crown Agents in all other parts of the world. Certainly as far as Intergovernmental Philatelic Corporation are concerned we would now, after five years, be unanimous that the decision to appoint them was a good one, and we have never regretted the decision.

I should make it clear that of course we maintain sole responsibility for the subject matter of our stamps and place all orders for their printing with one or other of the many printing houses which we believe to be right for any particular Commemorative issue.

At the last Accounting period Intergovernmental Philatelic Corporation had increased its business fourfold in the last five years, and I only wish that I could speak as highly of the results from the Crown Agents. However we must face the fact that the business done in North America

with Intergovernmental Philatelic Corporation far exceeds that of the Crown Agents in the rest of the world, and therefore unreservedly I would recommend Intergovernmental Philatelic Corporation to you as a Company whose Executives are dynamic in their approach and at least from our experience they well represent the Island of Jersey.

Yours

The Deputy Governor,
Victoria,
Seychelles

Senator W.H. Krichefski
President.

c.c. The Financial Secretary.

December 18, 1974

28

MEMORANDUM AND PROPOSAL FOR THE ESTABLISHMENT OF A
PHILATELIC AGENCY

The very keen competition amongst stamp issuing countries makes it increasingly important to have professional representation abroad for publicity of country and revenue (foreign exchange) from sales of stamps. Each Postal Administration is jealously watching the financial success of its stamps and it is for this reason that an independent agency such as ours would be ideally suited for your Government. We should mention here that we are the only organization in the world exclusively dedicated to serving Governments as philatelic agents. This means that we are neither part of a bureaucratic Government body nor are we private traders.

Having pioneered in the field of philatelic agency work for almost twenty years, we bring initiative and resourcefulness, total devotion and expertise when serving Governments.

At present we represent 24 countries :

<u>Americas:</u>	<u>Europe:</u>	<u>Africa:</u>	<u>Asia:</u>	<u>South America:</u>
Antigua	Cyprus	Ethiopia	Bhutan	Nicaragua
Bahamas	Guernsey	Ghana	Bangla Desh	
Dominica	Isle of Man	Kenya	Ceylon	
Grenada	Jersey	Tanzania	Korea	
Trinidad		Togo	Maldives	
Tobago		Uganda	Singapore	
			Qatar	

Our services comprise 3 main areas:

- A. Consultations.
- B. Publicity.
- C. Sales.

In these 18 years as Government Philatelic Agents, we have successfully changed the trend and activities in the stamp world. We are not only referring to the novel and topical ideas initiated by us but we have at all times stressed the importance of using stamps for general educational and promotional purposes propagating the country's achievements, tourist attractions, its economic and political aims and its history.

.../..

As we are constantly in touch with editors, dealers and philatelic societies, we are extremely well informed of trends, developments, collector's preferences, etc. which are then incorporated in preparing stamp programmes and stamp policies for our Governments. We consider it our duty to keep our principals abreast of all pertinent information and material gathered from the four corners of the world.

As a result of our know-how, world-wide publicity, exhibitions, lectures to philatelic clubs and distribution centers throughout the world, we have been able to increase revenue for our Governments, from sales of stamps, from 100% to 1000% and we are giving sample figures of such sales which may prove of interest to you :

<u>ANTIGUA</u> :	Sales :	1973 -	\$ 322.000.--
<u>DOMINICA</u> :	Sales :	1973 -	336.000.--
<u>GRENADA</u> :	Sales :	1974 -	500.000.--
<u>GHANA</u> :	Sales :	1974 -	388.000.--
<u>GUERNSEY</u> :	Sales :	1973 -	250.000.--
<u>ISLE OF MAN</u> :	Sales :	July 1973/June 30,1974	410.000.--
<u>JERSEY</u> :	Sales :	1973 -	277.000.--
<u>NICARAGUA</u> :	Sales :	1974 -	250.000.--

So that you may benefit from the forthcoming very large sales envisioned for 1975, we would respectfully propose that you enter into a contract with us for an initial period of 5 years. The procedure would be standard. Upon signing of such a contract which would provide for a Bank guarantee, through the National Bank of North America, (which would duly guarantee all consignments), quantities of stamps for distribution to dealers throughout the world. Every three months, we render an accounting reflecting the quantities of stamps received, the stamps sold and the balances on hand. Simultaneously, we instruct the Bank to remit payment to the Government the equivalent of the stamps sold, less our commission. The stamps are only distributed by us upon their official date of issue and are immediately withdrawn from sale, after the sales period is officially over. Unsold balances are either returned to the Government or cremated by the bank. The stamps are sold by us at face value to bona fide stamp dealers in the prescribed territory. Payments to the Government are made at the official rate of exchange.

The method of our operation is as follows:

1. A contractual agreement for an initial period of 5 years is entered into between the Authorities and Inter-Governmental Philatelic Corp.

December 18, 1974

2. Inter-Governmental Philatelic Corp. submits a Bank guarantee issued by the National Bank of North America - for all stamps to be received by Inter-Governmental Philatelic Corp. - consigned to the bank guaranteeing payment for all stamps sold. Unsold stamps are held in custody by Bank for the account of Government and will be either returned to the Government or cremated by Bank upon Governments instructions.
3. Inter-Governmental Philatelic Corp. requisitions a number of stamps and philatelic material of all issues, which Government ships to Bank, bearing shipping and insurance charges.
4. Inter-Governmental Philatelic Corp. bears all costs of advertising, promotion, exhibitions and sales costs. Our only compensation is a 25% commission calculated on actually sold stamps.
5. Inter-Governmental Philatelic Corp. submits quarterly accounting for stamps sold verified by bank, and makes simultaneous payment less the commission.
6. Government advises Inter-Governmental Philatelic Corp. well in advance of program, day of issue and all pertinent philatelic information to enable Inter-Governmental Philatelic Corp. to conduct an effective advertisement campaign. Government insures that stamps reach the Bank at least 3 weeks before date of issue to enable Inter-Governmental Philatelic Corp. to give prompt and efficient service to its customers.
7. Inter-Governmental Philatelic Corp. sells all stamps at face value.
8. Inter -Governmental Philatelic Corp. may appoint subagents.

At this time, we would also mention that in addition to the many Postal Administrations who appointed us their Philatelic Agents, we have also been honored with similar appointments by various international organizations:

World Health Organization, United Nations
League of Red Cross Societies
Eleanor Roosevelt Memorial Foundation
Boy Scouts World Bureau, Geneva

We should be most pleased were you to grant us an opportunity to furnish you with further details and information and would appreciate were you to allow us a personal meeting with the Government Authorities in charge of Postal Administrations.

At such a visit we will present to you several additional interesting aspects of our proposal. May we look forward to an early reply.

WORLD HEALTH
ORGANIZATION



ORGANISATION MONDIALE
DE LA SANTÉ

24

Liaison Office
with
United Nations

UNITED NATIONS
NEW YORK, N. Y.
TELEPHONE: PLAZA 4-1234
CABLE ADDRESS-UNISANTE NEWYORK-ADRESSE TELEGRAPHIQUE

Bureau de Liaison
avec
Les Nations Unies

CHIEF SECRETARY
24 JAN 1971
FAI

30 March 1971

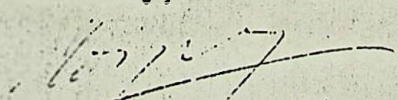
Dear Mr. Dunlap,

Mr. Manfred R. Lehmann of the Inter-Governmental Philatelic Corporation of New York has informed me of the discussions he has been having with you, and has asked me to provide you with a reference.

It gives me pleasure to comply with this request, as the World Health Organization had been extremely satisfied with the services of Mr. Lehmann's corporation, when the Inter-Governmental Philatelic Corporation had acted as its agent for the Malaria Eradication Postage Stamp Programme several years ago. Indeed, when WHO looked for a suitable organization, it was guided by the principle that such an agent should not be a stamp-trading firm, either in a retail or wholesale capacity, nor a governmental administration. The Inter-Governmental Philatelic Corporation had been highly recommended to us in many quarters, and we had received official certification from the American Stamp Dealers Association and the Philatelic Traders Society of London, that the corporation was the only organization in the world which was acting as a Government-appointed agency which fulfilled our requirements.

I may add that I have complete confidence in Mr. Lehmann's integrity, and I am certain that he would carry out with resourcefulness, initiative and imagination any task that you may wish to entrust to him.

Yours sincerely,


Rodolphe L. Coigney, M. D.
Director

Mr. William Dunlap
Deputy Special Assistant to the Postmaster-General
General Post Office
Pennsylvania Avenue N.W. and 12th Street
Washington, D. C.

Isle of Man Post Office Authority
P O Box 10M
Douglas
Isle of Man

23

5 September 1974



Dear Sir

INTER-GOVERNMENTAL PHILATELIC CORPORATION OF NEW YORK

I understand you are currently considering the above described Corporation to act as your Agent for the sale of postage stamps. I sincerely hope that the following information may be of interest to you in considering the firms application.

I have known Inter-Governmental Philatelic Corporation since 1969 where they represented the Jersey, Channel Islands Postal Administration as Agents for the sale of their stamps and currently with the Isle of Man Post Office Authority, who became postally independent on 5 July 1973. In both instances as Deputy Director and currently Director of the Isle of Man Post Office Authority, I have found the firm to be of excellent repute fulfilling their contractual obligations promptly and carrying out the business of the Post Office as their Philatelic Agents in a most ethical, and, I am very pleased to say, economical way. There is little doubt that as a result of their efforts sales of Isle of Man stamps have reached a satisfactory proportion and are continuing to expand.

In all our dealings with the principals of the firm I have found them most business like, maintaining high standards of ethics and we are completely satisfied with them as Philatelic Agents for the Isle of Man. If you require any further information I will be pleased to supply it.

Yours faithfully

S V Thomas
Director

James R Mancham Esq
Chief Minister
SEYCHELLES
Indian Ocean

INTER-GOVERNMENTAL PHILATELIC CORPORATION

48 WEST 48th STREET • NEW YORK, N. Y. 10036

December 18, 1974



Mr. H. T. Rowlands,
Colonial Treasurer
Falkland Islands,
South America

Dear Sir:

We believe that your Administration is interested in increased revenue and publicity from the sale of Postage Stamps. To achieve this, we beg to place our services at your disposal. As an increasing number of Administrations are shifting their philatelic representation to our organization, we believe that you, too, will be interested in our proposal.

We enclose herewith a Memorandum containing our proposal for the establishment of a Philatelic Agency for your territory.

We shall be grateful if, after studying our proposal, you will indicate your interest in further details and/or a personal visit.

We also beg to enclose, for your kind perusal, some representative letters of references. We also beg to refer you, for references, to the National Bank of North America and Dun & Bradstreet.

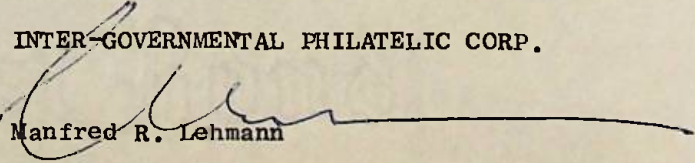
Kindly address your reply to:

Inter-Governmental Philatelic Corp.
Room 4125
9 West 57th St.
New York, N.Y. 10019

Meanwhile, we beg to remain,

Very sincerely yours,

INTER-GOVERNMENTAL PHILATELIC CORP.


Manfred R. Lehmann

MRL:ps
enc.

Ref: 12/8/1



The Treasury,
Stanley, Falkland Islands.

22nd January, 1975.

Dear Sir,

Thank you for your letter of December 18th 1974 offering your services for the distribution of Falkland Islands Postage Stamps.

I have forwarded your letter and enclosures on to our Chief Secretary, Mr Arthur Monk, who is now studying proposals received for the establishment of a Falkland Islands Philatelic Agency.

Yours faithfully,

H.T.Rowlands
Financial Secretary

Mr Manfred R. Lehmann,
Inter-Governmental Philatelic Corp.,
Room 4125,
9 West 57th St.,
New York, N.Y. 10019,
USA.

HTR/JT

Reply (36)

CROWN
STANDARD
AGENTS

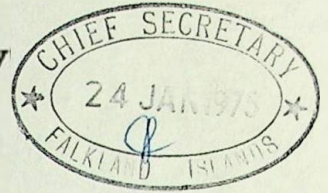
MEMORANDUM

Reference 12/8/1

Date 23rd January, 1975.

From Financial Secretary

To Chief Secretary



POSTAGE STAMPS

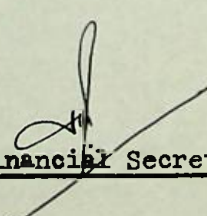
I attach a letter received from a United States Corporation expressing interest in the marketing of Falkland Islands Postage Stamps. A copy of my letter of acknowledgement is also attached.

It is a fact that if we are going to continue paying Cost of Living Allowances and meeting the rising cost of supplies from overseas we cannot overlook any suggestion for increasing our revenue.

I have read though the proposals made by the overseas firm and my views on this application are:-

- a) The firm has already taken on the marketing of stamps for too many territories and I assume that the letter I received is a copy of a circular letter to other Colonial Treasurers and therefore the number of territories which they represent is likely to increase.
- b) The proposed commission is not competitive. They are proposing 25% as opposed to the Urch Harris offer of 20% and the current Crown Agents charge of 15%.
- c) The profit arising to the firm will go into the United States whereas the benefit of the Urch Harris and Crown Agents commission goes to Britain.

I recommend the proposal be referred to Executive Council at the time the Urch/Harris proposal is studied.


Financial Secretary

JT

File

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6

REF: P&T/7/2

11th February

75

Miss H.N.P. Harrison,
International Organisational Section,
Communications Operations Dept.,
Foreign & Commonwealth Office,
London, SW1

Dear

--- Further to my letter to Comben of today's date, I attach copies of our recent correspondence with him about Urch Harris. You will doubtless get the same impression that we have - that we are being pressurised, but that a great deal is being held out to us without any real proof that anything worth while will materialise. We are, of course particularly concerned about our long term image and any advice you can give in this connection would be very useful.

Yours sincerely,

A.J.P. Monk
Chief Secretary

Enc.

Ref: P&T/7/2

11th February

75

J.E. Comben, Esq., O.B.E.,
1 Angrove House,
Goldsmith Avenue,
Crowborough,
Sussex, TN6 1RH

Dear

Thank you for your letters of the 9th and 13th January about the Urch Harris proposals. At about the same time as your letters arrived I received several criticising the decision even to contemplate a change from the Crown Agents, and it is timely, therefore, to let you know that we shall consider the Urch Harris proposals very fully but that in the meantime our position remains very much as set out in paragraph 6 of my letter to you of 25th November. In other words before we even think about switching to Urch Harris I feel we must have very much more information about guarantees for our sales and the safeguarding of our reputation than has so far been disclosed.

2. What it comes down to is that Urch Harris is being held out to us as a potential money spinner who will make considerable improvement on the return we get by utilising the Crown Agents, but that there is nothing tangible we can adduce to support this contention. Unless we can go more towards satisfying this criteria I doubt whether Government would consider a switch to Urch Harris.

3. At times it has been intimated that Urch Harris has made considerable improvements in revenue for places such as St. Vincent. On the other hand we are advised (admittedly by interested parties) that we should do irreparable harm to the integrity of our policy by such a switch.

4. In fairness I think it only right to tell you that I am submitting all my papers on this - including your letters - for advice by the Communications Operations Department of F.C.O. with a request that they look at these critically in conjunction with the Crown Agents.

Yours sincerely,

A.J.P. Monk
Chief Secretary

cc Miss H.N.P. Harrison
International Organisational Section,
Communications Operations Dept.,
Foreign & Commonwealth Office,
London

INTER-GOVERNMENTAL PHILATELIC CORPORATION

48 WEST 48th STREET • NEW YORK, N. Y. 10036

Please reply to : Manfred R. Lehmann
9 West 57th St. New York, N.Y. 10019

February 5, 1975

Mr. Arthur Monk, Chief Secretary
The Treasury
Stanley
Falkland Islands, South America



Dear Sir:

We are much indebted to a letter dated January 22nd from Mr. H.P. Rowlands, Financial Secretary.

We understand that you are studying the establishment of a Falkland Islands Philatelic Agency. We sincerely hope that you will find our previous submission of sufficient interest to arrange for personal discussions.

It will interest you to know that the Governments of Gibraltar and the Seychelles have just decided to award us contracts as their Philatelic Agents. Needless to say these appointments are most characteristic, also for your purposes, since Gibraltar and Seychelles are British Colonies and have formerly been served by Crown Agents. Obviously their decision was prompted by the relative comparisons between the services previously enjoyed, and those which we are rendering to our principals as per references available.

We believe that the present situation surrounding the Falkland Islands, would make favorable publicity and good revenue of special importance to your territory. Consequently, an early decision on your part would be very important.

May we suggest that some action be taken prior to March 14th, when the Annual Interpex Stamp Exhibition opens in New York. In case we can conclude our contractual arrangements before that time, we could "launch" the Falkland Islands Philatelic Agency at that important annual exhibition. As we plan a large reception for the press, the philatelic societies and stamp dealers, the announcement of our appointment would gain world-wide publicity.

Looking forward to the pleasure of your early news, we remain,

Very sincerely yours,

INTER-GOVERNMENTAL PHILATELIC CORP.

Manfred R. Lehmann

MRL:ps

9

7th March

75

Manfred R Lehmann,
9 West 57th Street,
New York,
N.Y. 10019
U.S.A.

Dear Sir,

Thank you for your letter of 5th February. In fact the position is that we keep our stamp policy continually under review to see how we can improve our performance while maintaining our very high reputation.

It will obviously be impossible for us to give you a definitive reply in time for the Interpex Stamp Exhibition in New York on 14th March but we shall certainly be prepared to give any advice you may offer us very careful consideration.

Yours faithfully,

A.J.P. Monk
Chief Secretary

cc (n.o.o.)
Miss H.N.P. Harrison
International Organisational Section
Communications Operations Dept.,
FCO
A Vaughan Esq.,
Crown Agents
Dept. H
St. Nicholas House
Sutton, Surrey