

1

CJ Pl see HE's note on (25).

(25) The Crown Agents estimate that we "lost" sales of at least 150,000 stamps @ 11p - £16,500.

The Stamp Cmtee recommend the publication of most of the Crown Agents' letter so that the public know the other point of view; so far it is only the Spafford voice that has been heard.

You may wish to use the draft when this goes to Councilors. I think it shd be broadcast as well.

PH 8.10.80

2.

Uma Could you pl do me a clean draft of F (23) as amended by DCS
JBY/xi

3.

Y.E. We spoke the other day about the desirability of giving some publicity to the fact that we probably lost

revenue by following the Spafford line rather than the C.A.'s advice on the question of the format in which the stamp issue commemorating the 80th birthday of the Queen Mother was issued.

2. Y.E. is of course aware of the background to all this and the strong criticism which was directed against us as a result of the issuing in sheetlet form of the "Postmark" issue - which in fact made money. In deciding to give the private ^{theoretic} ~~theoretic~~ a chance this time, those of us involved in stamp policy were conscious of the fact that it was no light decision.

3. However, I am now aware of the best line to take. While I feel that we should certainly scotch the local rumors that the issue was a sell-out, I don't think we should go too far the other way and adopt a "I told you so" attitude. This would only cause more bad blood, whereas what we are seeking is a reasonable co-existence with the out and out private. Publication of some sort of statement, if only for confidential information, is I think essential. DCS has edited F(23) to exclude publicity references etc. Does Y.E. think the resulting comments and brief news. at centre should go to councillors pl.?

J.B. 5/7/51

C.S.

1. Yes, it seems we made a mistake here. We may have earned goodwill from the purists, but we lost £16,500 in hard cash. The moral would seem to be: we take the Crown Agents' advice next time.
2. As this was a decision taken by the Stamp Co-ordinating Committee, albeit with the full support of the Administration, from me down, I see little point in circulating the attached to Councils, who did not discuss this in ExCo or LegCo or Joint Councils.
3. As Major Spafford's views were widely publicised, by Mr Milne and Mr Mille locally, I think however that we might broadcast something along the attached lines, to put the record straight. In view of (26), I think we should be reasonably discreet in what we quote from the Crown Agents, and I have suggested a shorter draft. I also take your point about not wanting to cause bad blood and I hope I have put it tactfully. If you agree, I suggest it might go out on Tuesday's News Magazine.

Duff
7/11

Registry

Pl send a copy of (30) under comp. slip to Mr J. Stephenson, Mr H. B. Beard, and the Postmaster.

COPY sent ~~DM~~ 21/11/80
21/11/80 6
85

6

Reg Pl B/L to me 15th Sept. (for (34))

J.B. 3/11

7.

Y.E. I received F. 34A + the cover in the envelope attached, during Y.E.'s leave. Not being sure what the present policy is on such requests I answered with F. 34.

2 I would be grateful for direction on a final reply to Sgt. Blake please.

J.B. 12/11

8.

✓
Thank you - I have signed and sealed for him. Recd 16/10

①



4
EF SECRETARY

ACTION
COPY

DCS

BRITISH POST OFFICE WILL RELEASE SINGLE STAMP ON 4TH AUGUST
 1980 TO COMMEMORATE 80TH BIRTHDAY OF HM QUEEN MOTHER.
 FCO HAVE OBTAINED ROYAL APPROVAL FOR SIMILAR RELEASE BY
 DEPENDENT COUNTRIES.
 WE SUGGEST THAT FALKLAND ISLANDS, BASUTO AND FALKLAND ISLAND
 DEPENDENCIES ISSUE A SINGLE STAMP OF AIRMAIL RATE TO UK AS AN
 ADDITION TO PRESENT PROGRAMME AS QUEEN MOTHER IS A MUCH LOVED FIGURE
 AND STAMPS SHOULD BE POPULAR.
 WE PROPOSE AN OMNIBUS ISSUE OF UNIFORM DESIGN WITH VARIABLE
 PORTRAITS OF QUEEN MOTHER AND COMMON DESIGN FIRST DAY COVER.
 NECESSARY WE APPROVE DESIGN AND PROOFS IN VIEW LACK OF TIME.
 IF YOU WISH TO PARTICIPATE IMPERATIVE YOU TELEX REPLY BY 18TH APRIL
 AND ADVISE VALUE AND QUANTITIES STAMPS AND FDC REQUIRED
 REGARDS KENBLE DEPT PH1 CROWN SUTTON

14 GOVERNOR FK
 67103 CASUTU G

Ph
 See your early comments pl
Ph 10/4/80

76,000 stamps 11p Airmail rate
 6000 fdc's

MEMORANDUM

2

Reference

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

Date 14th April, 1980

From Postmaster

To Chief Secretary

Subject:-

H M Queen Mother Issue

The Crown Agents telex of 10th instant refers.

There is no doubt that an omnibus issue celebrating the 80th birthday of H M the Queen Mother will both be popular and attractive. It will also continue to strengthen connections between the Colony and the Crown.

It appears as though the Crown Agents have already checked on the inclusion of such an issue in our 1980 programme and a release date of 4th August fits in favourably. I foresee no problems in having two commemorative issues on sale during the one period, although we will have to be careful about this in future.

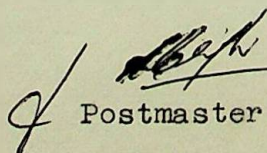
If for some reason the FCO do not agree to 5 issues this year and in view of the possibility that the Early Settlements Issue may be delayed I submit the following tentative re-scheduled programme:

5th May	Postmarks
4th Aug	H M Queen Mother
27th Oct	Raptors
19th Jan	Working Animals

We could of course defer the Maps and Charts for a future programme and replace it with the Early Settlements.

It is difficult to judge at this point how many stamps we will require and suggest for the moment 76,000. Our current airmail rate is 11p and any changes affecting this rate are unlikely to be implemented before 4th August. I further suggest we require 6000 FDC's of this issue, stamps for which are included in the above figure. The FDC requirement is an increase on all other FDC issue requirements because of the low value stamp which will be attached to the cover. I cannot see that we could justify charging more than 25p per cover.

As there are no opportunities to BAT and the FID during this period, similar issues for these two territories cannot be justified.


Postmaster

TELEX

To:- Crown Agents, Sutton.

Telex No.:- 267103

No. 152

Your telex 10th April. Queen Mother's Stamp Issue.

Agree participate along lines suggested. Stamp value 11p requirements 76,000, FDCs 6,000. Selling price provisionally fixed at 25p but wish keep more or less in step other similar territories so if our price too high please advise.

Our Raptors issue scheduled release 11th August do you see any need postpone to maximise sales although would wish to keep to August.

Please advise how you will allocate "various portraits" of Queen Mother.

As we will be unable to get stamps to FIDEP and BAT regret these territories cannot participate.

CHIEF SECRETARY

[Handwritten signature]



3A

EXTRACT FROM STAMP COMMITTEE MINUTES - MEETING OF 04 April 1980

1. HM THE QUEEN MOTHER ISSUE: 4 August 1980

A recent telex from the Crown Agents suggesting that the Falkland Islands, Falkland Islands Dependencies, and the British Antarctic Territory should issue a single stamp in an omnibus issue celebrating the 80th birthday of the Queen Mother in August was considered at length. Members were in agreement with the proposal, along the lines suggested, as it was felt such an issue would continue to maintain connections between the Colony and the Crown.

It was noted that further consideration may have to be given to postponing the Raptors issue (11 August) if the proximity of the two issues was harmful to sales.

Members accepted that, owing to the shortage of time, it would be necessary for the Crown Agents to approve the artwork; advice was to be sought from the Crown Agents on how the various designs would be allocated.

Because of the lack of shipping opportunities to BAT and FID at this particular time of year similar issues for these territories would be impracticable.

214 GOVERNOR FK

267103 CASUTN G

DCS

(4)

16--4-80 1429 TLX 1187

GG
16/4

**ACTION
COPY**

FOR MR D MORRISON FOR CHIEF SECRETARY

OUR REF PH1/2031

YOUR TELEX 15TH APRIL QUEEN MOTHER STAMP ISSUE.

- 1) AGREE SELLING PRICE 25P FOR FDC
- 2) SUGGEST RETAIN RELEASE RAPTORS AS SCHEDULED I.E. 11TH AUGUST
- 3) STILL COLLECTING SUITABLE PORTRAITS OF QUEEN MOTHER WILL ADVISE RE ALLOCATION WHEN SELECTION MADE. IF YOU HAVE PREFERENCE OF EITHER FORMAL STUDY WITH REGAL CLOTHES/OR INFORMAL DRESS PLEASE ADVISE BY 18TH APRIL

REGARDS MRS J SMITH DEPT PH1 CROWN SUTTON

++

JM

+

214 GOVERNOR FK

267103 CASUTN G

DM
3) Any preference?

*Discussed
NFA*

DM
17/4/80

214 GOVERNOR FK

214 GOVERNOR FK

267103 CASUTN G

⑤
DCS

24/4/80 12.08 TLX NR

1870

**ACTION
COPY**

AG
24/4

FOR ATTENTION MR D MORRISON

RE QUEEN MOTHER ISSUE.

HAVE CONSIDERED SHEET FORMAT FOR OMNIBUS AND PROPOSE TO
PROCEED WITH ISSUE IN SHEETLETS OF 9 STAMPS FOR THIS ISSUE.
FEEL THAT IN VIEW OF LOW FACE VALUES ALL PARTICIPATING
COUNTRIES SHEETLETS OF 9 (RATHER THAN USUAL 50 STAMPS PER SHEET)
WILL BE WELCOMED BY COLLECTORS WHO CAN THUS PURCHASE COMPLETE
SHEET FOR REASONABLE COST IF THEY SO WISH OR INDEED
INDIVIDUAL STAMPS IF STILL PREFERRED

REGARDS J KEMBLE DEPT PH1 CROWN SUTTON

++

JM

+

Jm
Your views pl asap

DCM

214 GOVERNOR FK

267103 CASUTN G

Mr Tannech. 4-55

24/4/80

● FCO

GRS 210

RESTRICTED

FM PORT STANLEY 301338Z APR 80

TO PRIORITY FCO

TELEGRAM NUMBER 75 OF 30 APRIL

OIG
30/4**ACTION
COPY**

FOR MISS FARRELL HKGD: QUEEN MOTHER STAMP ISSUE.

1. WE AGREED TO PARTICIPATE IN THIS OMNIBUS ISSUE WITH STAMP VALUE 11P (AIRMAIL RATE) AND BECAUSE OF LACK OF TIME LEFT DESIGN TO CROWN AGENTS, WHO NOW PROPOSE (THEIR TELEX 1870) TO PROCEED WITH ISSUE IN SHEETLETS OF 9 STAMPS.
2. IN VIEW OF CRITICISM FROM FALKLANDS STAMP STUDY GROUP (SPAFFORD) OF POSTMARKS SHEETLET DUE RELEASE EARLY MAY, WE WONDER WHETHER PROPOSED FORMAT WILL BE SEEN AS ANOTHER GIMMICK. AS YOU KNOW, WE HAVE IN THE PAST NOT RELEASED MORE THAN ONE SOUVENIR/MINIATURE SHEET A YEAR. BUT IF WE INSISTED ON THE USUAL 50 STAMP SHEET NOW WE MIGHT BE ODD MAN OUT AND, IF AN ALBUM IS CONTEMPLATED, THIS COULD CAUSE PROBLEMS. PRESUMABLY SHEETLET WOULD NOT HAVE DECORATIVE BORDER AND THEREFORE NOT SOUVENIR SHEET ALTHOUGH CRITICS WOULD CLASSIFY AS MINIATURE SHEET.
3. GRATEFUL YOUR EARLY ADVICE ON (1) IF WE ARE ALREADY COMMITTED AND REVERSAL IMPOSSIBLE: (11) IF CROWN AGENTS THINK OUR FEARS UNFOUNDED: (111) HOW MANY OTHER COUNTRIES PARTICIPATING AND WHAT IS THEIR SHEET FORMAT: (1V) IF YOU THINK WE SHOULD PARTICIPATE AS CROWN AGENTS PROPOSE.
4. WE SHOULD ALSO WELCOME ANY INDICATION YOU COULD DISCREETLY OBTAIN ABOUT HOW STUDY GROUP WOULD VIEW SHEETLET OF 9 STAMPS TO COMMEMORATE THIS SPECIAL ROYAL OCCASION.

HUNT

NNNN

SENT/RECD 301438Z PJ/DP

PP PORT STANLEY

GRS 84

RESTRICTED

⑦
DCS

FM FCO 061430Z MAY 80

TO PRIORITY PORT STANLEY

TELEGRAM NUMBER 57 OF 6 MAY

GG
7/5.

**ACTION
COPY**

YOUR TELNO 75: QUEEN MOTHER STAMP ISSUE

1. FOLLOWING REPLIES TO YOUR PARAGRAPH 3:

(I) REVERSAL NOT IMPOSSIBLE

(II) YES

(III) 12 (NINE STAMPS WITH PLAIN BORDER EXCEPT HONG KONG
WHICH HAS SHEETS OF 50 STAMPS)

(IV) YES.

2. STUDY GROUP MAY BE CRITICAL, BUT CROWN AGENTS ARE NOT WORRIED
AS THIS ISSUE WILL BE POPULAR AND WILL NOT BE SEEN AS GIMMICK
ELSEWHERE. THE EXTRA SOUVENIR SHEET SHOULD NOT HARM F.I.
REPUTATION.

CARRINGTON

NNNN

DCS *Old. we pl. discuss - I wonder if
we shld. not give H.K. ??*

SENT AT 071413Z TMW

*23
8/15*

P&T/2/22

12 May 1980

8

Chief Secretary

Postmaster

QUEEN MOTHER STAMP ISSUE

I attach, for your information, copies of telegrams exchanged with the FCO about the format of the above issue from which you will see that it is now too late to change the format. You will also wish to note the approval of FCO for the issue in its proposed form.

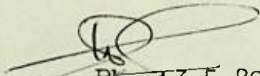
2. I hope the issue will prove a welcome addition to your revenue.

D R Morrison
for CHIEF SECRETARY

DCS

We spoke re attached. You seem to have mis-read FCO's answer to (I) para. 3?

If reversal is possible both Lewis and I strongly favour going along with Hong Kong and having sheets of 50 stamps. We won't be out on our own and it is a wonderful opportunity to throw the Study Group off the scent - until we decide when to issue the next miniature/souvenir sheet!


PM 13.5.80

Discussed with
CS. 13/5/80

50 sheet issue

MEMORANDUM

P&T/2/22

Reference

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

Date 12 May 1980

From Chief Secretary

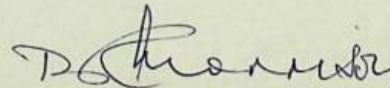
To Postmaster

Subject:- QUEEN MOTHER STAMP ISSUE

No.

I attach, for your information, copies of telegrams exchanged with the FCO about the format of the above issue from which you will see that it is now too late to change the format. You will also wish to note the approval of FCO for the issue in its proposed form.

2. I hope the issue will prove a welcome addition to your revenue.



D R Morrison

for CHIEF SECRETARY

FCO

GRS 210

RESTRICTED

OIG
30/4

FM PORT STANLEY 301333Z APR 80

TO PRIORITY FCO

TELEGRAM NUMBER 75 OF 30 APRIL

ACTION
COPY

FOR MISS FARRELL HMGD: QUEEN MOTHER STAMP ISSUE.

1. WE AGREED TO PARTICIPATE IN THIS OMNIBUS ISSUE WITH STAMP VALUE 11P (AIRMAIL RATE) AND BECAUSE OF LACK OF TIME LEFT DESIGN TO CROWN AGENTS, WHO NOW PROPOSE (THEIR TELEX 1870) TO PROCEED WITH ISSUE IN SHEETLETS OF 9 STAMPS.
2. IN VIEW OF CRITICISM FROM FALKLANDS STAMP STUDY GROUP (SPAFFORD) OF POSTMARKS SHEETLET DUE RELEASE EARLY MAY, WE WONDER WHETHER PROPOSED FORMAT WILL BE SEEN AS ANOTHER GIMMICK. AS YOU KNOW, WE HAVE IN THE PAST NOT RELEASED MORE THAN ONE SOUVENIR/MINIATURE SHEET A YEAR. BUT IF WE INSISTED ON THE USUAL 50 STAMP SHEET NOW WE MIGHT BE ODD MAN OUT AND, IF AN ALBUM IS CONTEMPLATED, THIS COULD CAUSE PROBLEMS. PRESUMABLY SHEETLET WOULD NOT HAVE DECORATIVE BORDER AND THEREFORE NOT SOUVENIR SHEET ALTHOUGH CRITICS WOULD CLASSIFY AS MINIATURE SHEET.
3. GRATEFUL YOUR EARLY ADVICE ON (1) IF WE ARE ALREADY COMMITTED AND REVERSAL IMPOSSIBLE: (11) IF CROWN AGENTS THINK OUR FEARS UNFOUNDED: (111) HOW MANY OTHER COUNTRIES PARTICIPATING AND WHAT IS THEIR SHEET FORMAT: (1V) IF YOU THINK WE SHOULD PARTICIPATE AS CROWN AGENTS PROPOSE.
4. WE SHOULD ALSO WELCOME ANY INDICATION YOU COULD DISCREETLY OBTAIN ABOUT HOW STUDY GROUP WOULD VIEW SHEETLET OF 9 STAMPS TO COMMEMORATE THIS SPECIAL ROYAL OCCASION.

HUNT

NNNN

SENT/RECD 301433Z PJ/DP

PP PORT STANLEY

GRS 34

RESTRICTED

FM FCO 061430Z MAY 30
TO PRIORITY PORT STANLEY
TELEGRAM NUMBER 57 OF 6 MAY

YOUR TELNO 75: QUEEN MOTHER STAMP ISSUE

1. FOLLOWING REPLIES TO YOUR PARAGRAPH 3:

(I) REVERSAL NOT IMPOSSIBLE

(II) YES

(III) 12 (NINE STAMPS WITH PLAIN BORDER EXCEPT HONG KONG
WHICH HAS SHEETS OF 50 STAMPS)

(IV) YES.

2. STUDY GROUP MAY BE CRITICAL, BUT CROWN AGENTS ARE NOT WORRIED
AS THIS ISSUE WILL BE POPULAR AND WILL NOT BE SEEN AS GIMMICK
ELSEWHERE. THE EXTRA SOUVENIR SHEET SHOULD NOT HARM F.I.
REPUTATION.

CARRINGTON

NNNN

SENT AT 071413Z TMW

(7)

DCS

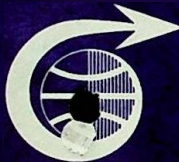
OG
7/5.

ACTION
COPY

DCS

Old. we pl. discuss - I wonder if
we shall not give H.K. ??

2/3
F 8/15



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		9
				13.5.80			
		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 ETAT CROWN SUTTON
AND
ADDRESS

No. 197

FOR KEMBLE PH1. YRTLX 1870. QUEEN MOTHER ISSUE. TO AVOID CRITICISM SECOND SHEETLET THIS YEAR REQUIRE OUR STAMPS SHEETS SO SIMILAR HONG KONG

CHIEFSEC



c.c. 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 _____
NOT TO BE TELEGRAPHED

TELEPHONE _____



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

214 GOVERNOR FK
267103 CASUTN G
15-5-80 1435 TLX 1120

10

FO POSTMASTER
OUR REF PH3/FALKLAND IS

YRTEL 13 MAY REFERS DISAPPOINTED AT YOUR DECISION TO PRINT
IN SHEETS OF 50.

THIS WILL RESULT IN REDUCTION OF EXPECTED SALES OF
SHEETLETS BY TWO THIRDS.

GRATEFUL YOU RECONSIDER.

NIGEL FORDHAM DEPT PH3
CROWN SUTTON

**ACTION
COPY**

PMB

214 GOVERNOR FK
267103 CASUTN G

fm

PL advise

*copied
15/5/80
JS.*

P. Em. 15/5/80

214 GOVERNOR FK
267103 CASUTN G
15-5-80 1435 TLX 1120

FOR POSTMASTER
OUR REF PH3/FALKLAND IS

YRTEL 13 MAY REFERS DISAPPOINTED AT YOUR DECISION TO PRINT
IN SHEETS OF 50.
THIS WILL RESULT IN REDUCTION OF EXPECTED SALES OF
SHEETLETS BY TWO THIRDS.

GRATEFUL YOU RECONSIDER.

NIGEL FORDHAM DEPT PH3
CROWN SUTTON

PMB

214 GOVERNOR FK
267103 CASUTN G

✓ P I agree
DCS 11

*I still think we
should stick
to our guns on
this.*

Ranf
15/5

*Phr wants 50
stamps to a sheet.*




CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

5/47

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS
OFFICE STAMP AND DATE		NO. OF WORDS		DATE	TIME	
				16.5.80		
		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

LTF CROWN SUTTON

ADDRESS

No. 201

FOR FORDHAM PH3. VRTLX 1120. QM ISSUE. APPRECIATE AND THANK YOU FOR ADVICE

NEVERTHELESS AFTER CAREFUL CONSIDERATION DECIDED STAMPS SHOULD BE SHEETS 50

CHIEFSEC



~~c.c. 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.

EXTRACT FROM THE MINUTES OF THE STAMP CO-ORDINATING
MEETING HELD IN THE SECRETARIAT ON 26th MAY 1980.

13

A/2/22

iii) Queen Mother Issue: Following the decision taken at the previous meeting the Foreign and Commonwealth Office were asked for advice on the propriety of issuing another sheetlet. The FCO advised that the issue in sheetlet format of 9 stamps would not be harmful to the Falkland Islands' reputation but there was time to revert to the standard format if we wished, and the Crown Agents were notified accordingly.

14



St Nicholas House, Sutton,
Surrey SM1 1EL
Telephone 01-643 3311
Telex 267103
Telegrams Crown Sutton

Crown Agents

Mr D R Morrison
The Secretariat
Stanley
Falkland Islands
South Atlantic

Our Ref. PH1N/FALK STAMPS O/05117



23 May 1980

Pl copy to Postmaster DM 5/6/80

Dear Doug,

80TH BIRTHDAY OF HER MAJESTY QUEEN ELIZABETH THE QUEEN MOTHER

I would like to bring you up-to-date with the above issue, which has been proceeding rapidly since your confirming telex of 14 April. The initial design stage was co-ordinated by Mrs Janice Smith, who ensured that each participating Principal's design conformed to the basic omnibus theme. One Studio was appointed to produce all designs, and two printers (Questa and Harrisons) will print all of the stamps. Your supply will in fact be printed by Questa.

... 2 I enclose a photocopy of the stamp artwork for your information; unfortunately, since this copy was made, the Foreign and Commonwealth Office have changed their requirements regarding the issue title, which is now as at the head of this letter. This amendment has now been made to the artwork, which is with the printer; bromides will be produced from proofs.

... 3 I also enclose a photocopy of the rough master-artwork for the First Day Cover; since this copy was made, one or two minor changes have been made, the most important one being the revised issue title.

4 12000 covers will be printed, of which 6000 are required by you. In due course please arrange despatch of the remaining 6000 stamped covers to:

The Crown Agents Stamp Bureau
c/o CO4S
4 Millbank
London SW1P 3JD
United Kingdom

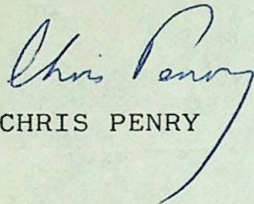
International Customs forms should be attached to the outside of the parcel, and the Crown Agents new VAT number (340 0464 03) should be clearly shown.

Mr D R Morrison

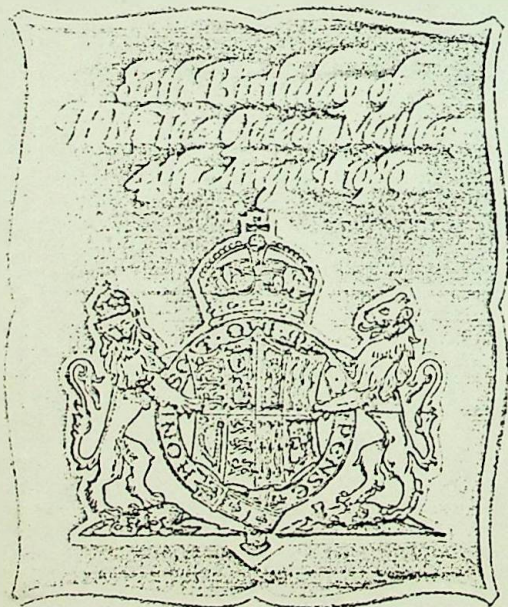
Date: 23 May 1980

5 Your requirements regarding the format of these stamps have been passed on to Questa, and a copy of the contract should follow in a week or two.

Yours sincerely


CHRIS PENRY





TERRITORY

OFFICIAL FIRST DAY COVER



Crown Agents

St Nicholas House, Sutton,
Surrey SM1 1EL
Telephone 01-643 3311
Telex 267103
Telegrams Crown Sutton

PT/2/22 (15)

Mr D R Morrison
The Secretariat
Stanley
FALKLAND ISLANDS

CA Ref PH1N/FALKSTAMPS O/05117/1

30 May 1980

Dear Doug,



BOTH BIRTHDAY OF HM QUEEN ELIZABETH THE
QUEEN MOTHER

As I advised in my letter ⁽¹⁴⁾ of 23 May, things are moving very quickly on the above stamp issue; proofs have been submitted, approved on your behalf, and returned to the printer (Questa) today, and we expect to despatch your supply of stamps on the first flight after 18 July.

DCS's safe 2 I enclose one proof for your information, which was approved subject to brightening the green of the Queen Mother's dress to match the transparency from which the design was taken.

Yours sincerely

Chris Penry
CHRIS PENRY

SU/AH/30



RUNNING PROOFS FROM THE HOUSE OF QUESTA



The House of Questa

Parkhouse Street, London SE5 7TP Telephone 01-703 7162/3/4
Telex 884054 Questa G Cables Questa London SE5

For Doug Morrison



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

CA Ref PHIN/FALK STAMPS 0/05117

With Compliments

Herewith I enclose of your "Queen Mother"
issue, now being printed.

Regards

Richard Nash

dept PH1 13/6/80

PT/2/22



Crown Agents

16
St Nicholas House, Sutton,
Surrey SM1 1EL
Telephone 01-643 3311
Telex 267103
Telegrams Crown Sutton

Mr D R Morrison
The Secretariat
Stanley
FALKLAND ISLANDS
SOUTH ATLANTIC

CA Ref PH1N/FALK STAMPS 0/05117/1

18 June 1980

P+T/2/22

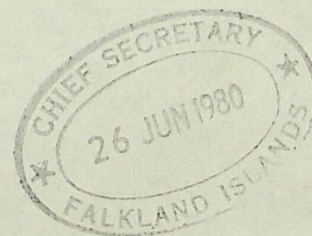
Dear Doug,

80TH BIRTHDAY OF H M QUEEN ELIZABETH THE QUEEN MOTHER

... Please find enclosed one running proof of the above stamp, produced by Qesta. You will notice that the background colour has been changed from the colour used on the proofs, since the red colour clashed rather badly with the purple of the first day cover design. I consider these running proofs to be satisfactory and have informed the printer accordingly. We expect Qesta to apply for despatch instructions for your supply very shortly.

Yours sincerely

Chris Penry
CHRIS PENRY



SU/RHN/DL

22 July, 1980

A CHANCE TO PUT OUR WORDS INTO DEEDS!!Dear *Harry*.

You will be interested to hear that of all the British Territories using the Crown Agents, alone two have rejected the idea of issuing Miniature/Souvenir Sheets/Sheetlets to mark the 80th Birthday of H.M. The Queen Mother, and are, instead, issuing full sheets of stamps on 4th August: those two are Hong Kong and the Falkland Islands.

It is understood that the Crown Agents advised the Falkland Islands Government to issue a Souvenir Sheet containing nine identical stamps, and on rejection of this advice, the Crown Agents wrote back to the Falklands again urging that the issue should be in Souvenir Sheet form, predicting that the Falkland Islands would lose £10,000 (US\$20,000) if they do not. I am delighted to tell you that the Falkland Islands Government rejected this advice once again, and have decided to stand for what we have proclaimed is good for Philately, and Falkland Islands Philately.

The Falkland Islands will be issuing one stamp only, of 11p. face value, which is the correct postage rate for Overseas Air Mail; the portrait of H.M. The Queen Mother is a very charming one, probably the nicest of all the portraits selected to mark her 80th Birthday; there will be 50 stamps to the sheet, divided into two panes of 25 by a gutter margin.

To some extent this stamp issue will be a test case, because if the Falklands' revenue from the issue is £10,000 less than might be expected, the Crown Agents will have won their point, and we would be likely to see a return to Souvenir Sheets in the future. It is also a chance for us to show our support for sanity in stamp issues, and to back up this wise decision of the Falkland Islands Government by ensuring that the Falkland Islands does not lose £10,000.

Instead of purchasing just one copy of the stamp for your collection, to buy a block of four will cost you only 44p. (less than US\$1.00), to buy a block of nine stamps - the same number as a Souvenir Sheet would have contained - will cost you only 99p. (just over US\$2.00). A half sheet will only cost £2.75 (less than US\$6.00). A full sheet will only cost £5.50 (US\$11.00) - less than a meal in an average restaurant.

If we can get enough collectors to buy a full sheet of 50 stamps, instead of just one copy, we may be able to convince the Falkland Islands Government, not only that we actively support normal sheets stamps, but that it is actually financially preferable for them to keep well away from the gimmicks. Surely £5.50 or US\$11.00 is a small price to pay to keep the Falkland Islands straight?

I am, therefore, asking you not only to be generous when you place your order for this new issue, but that you personally pass the message on to other Members of our Study Group, and also that you persuade other philatelists whom you know or meet to support the Falkland Islands in this stand for the good of Philately, by buying this stamp in quantity. What may be achieved by the Falkland Islands, could be followed by other countries.

The help of every one of us is needed and now is the chance for us to prove, with our hands in our pockets, what we have been saying and writing! If we neglect it, it might not occur again!

The stamps can, of course, be ordered by writing to: 'The Falkland Islands Philatelic Bureau, Stanley, Falkland Islands, South Atlantic'. Some may even feel like writing to the Falkland Islands Government to congratulate them.

I am sorry that the June issue of The Upland Goose has been delayed; it is now at the printers, and will be forwarded as soon as I receive it back.

I know that you will excuse this duplicated letter, which is the fastest method of keeping you informed. I can only send it to certain selected Members of the Study Group, because of the time involved, so please pass the message on in whatever way you think is best.

With my very best wishes to you, and I look forward keenly to hearing the results of your support. How wonderful it would be if the stamps were all sold out on the First Day!

Yours
Harry

P-146

No envelope

(18)
13/11
D.C.S. de
M.G.

The Falkland Islands Company, Limited.

(INCORPORATED BY ROYAL CHARTER 1851.)

AGENTS FOR LLOYDS.

REGISTERED 1902

TELEGRAMS "FLEETWING PORTSTANLEY" VIA RADIO.

HEAD OFFICE:
94A WHITECHAPEL HIGH STREET
LONDON E1 7RH

Stanley,
FALKLAND ISLANDS.

Good.
the pa.

4TH AUGUST, 1980.

P.P.
5/8

OUR REF. S/13

Pa
DBW

H.E. THE GOVERNOR
GOVERNMENT HOUSE
STANLEY

DEAR MR. HUNT:

FALKLAND ISLANDS PHILATELY

17

KNOWING YOUR INTEREST IN FALKLAND ISLANDS PHILATELY I AM ENCLOSING A PHOTOSTAT COPY OF A LETTER DATED 22ND JULY WHICH I HAVE RECEIVED FROM RONNIE SPAFFORD. IT IS GOOD TO SEE THAT WE ARE GETTING PRAISE FOR OUR STAMP POLICY AFTER THE TROUBLE THERE WAS ABOUT THE "POST MARK" SHEETLET.

LET US HOPE THAT COLLECTORS RALLY TO THE CALL AND SNAP UP THIS ISSUE QUICKLY.

I HAVE PASSED A COPY OF RONNIE'S LETTER FOR INCLUSION IN THE FRIDAY NEWS LETTER.

YOURS SINCERELY,

Stanley
STANLEY MANAGER

HMM:AS
ENCLOSURE

19

94a, Whitechapel High Street,
London, E.1.

P+T/2/22

29th July, 1980.

W.A. Etheridge, Esq.,
Postmaster,
Port Stanley,
Falkland Islands.

Dear Bill

The news that the Falkland Islands Government has rejected the Crown Agents advice to issue a souvenir sheet to commemorate the 80th Birthday of H.M. The Queen Mother has been acclaimed here and will be a tremendous fillip internationally to the philatelic status of the Colony.

The decision to issue one commemorative stamp in normal sheet form is much more in keeping with the standards of the Colony and this will no doubt be reflected in the sales of these stamps and, more importantly, future issues. The latter point is of particular importance because the success of the issuing policy of a territory can be measured only in the long term, not on a comparison of the sales of a single issue.

With kind regards,

[Handwritten signature]
[Handwritten signature]

(20)

Queen Mother Stamp file
pl The Murrel,
Stanley.

29th July, 1980.

Dear Newsreader,

Please can you read out the following letter from me as I have not had time to broadcast it myself.

On Monday August 4th the Post Office will be issuing a special elevenpenny stamp to commemorate the 80th birthday of Her Majesty The Queen Mother.

Nothing new in this you might say, stamp issues are two a penny these days; but there is something different in this issue. Of all the Commonwealth Countries celebrating this event, only the Falklands and Hong Kong have decided to follow Britain and issue the commemorative stamp in normal sheet form - the standard British policy.

Isil?
In other words, this stamp; and our one is one of the most attractive and best designed, is being issued as a genuine postage stamp in standard form and not dressed up as a multicoloured gimmick sheetlet for the fools to buy.

00
In the past I and others have attacked our Post Office and the Stamp Committee for such gimmick issues which will damage our reputation. Now, the Stamp Committee has defied the Crown Agents and made what many stamp collectors are sure is a wise decision. This issue is a Royal one and is bound to prove popular worldwide and thus the stamps are bound to rise in value fairly quickly, particularly those such as the Falkland ones which are issued in a standard sensible form.

The Crown Agents feel that the Falklands Government will not make so much money on this issue as we might have, had we issued a sheetlet stamp instead.

We stamp collectors feel differently and this will surely be a test case. If sales are not very good the Post Office will be under strong pressure from the "Get Rich Quick and never mind the Future" mob to go over to these valueless sheetlets which have been the eventual economic downfall of a number of small countries' stamp revenue.

Now is our chance to back the decision made by our Post Office and we can do this by buying copies of this stamp. It will inevitably rise in value and if similar previous issues are a guide a sheet of these stamps purchased now for £5.50 could fetch thirty to forty pounds or more in a few years time.

So, if you usually buy just one copy of ~~just one~~ a stamp, why not help boost Revenue and back the sensible stamp policy of our Post Office by buying a few more - say a block of four or six or even a whole sheet for £5.50 - not that much more than a bottle of spirits and whereas in a few years time you could be able to sell at a profit - all you get from spirits is a good evening and a sore head.

Tim Miller

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

Dear Chris,

QUEEN MOTHER ISSUE

I attach a copy of a circular⁽¹⁷⁾ issued by Major Spafford and a copy of a letter⁽²⁰⁾ written for a radio programme by one of our Councillors who is, needless to say, a follower of Spafford.

Now that the dust has settled, perhaps we could have the benefit of your comments on how the issue went in general and our issue in particular, with particular reference to the sale of sheetlets. Is it possible to say if our sales suffered through not having a sheetlet, or whether we did as well without a sheetlet. Comparison with some other small territory may give an indication.

Yours faithfully,

[Handwritten signature]
for CHIEF SECRETARY

encls.

LM

214 GOVERNOR FK TKS
214 GOVERNOR FK
267103 CASUTN G

P+T/2/22

~~DCS~~
Postmaster

● 4-9-80 1253 TLX 203

FOR ATTN CHIEF SEC

CUR REF PH3/ FALKLAND/QUEEN MOTHER

PLEASE ADVISE S/PRICE FDC QUEEN MOTHER
REGARDS MRS M SPOOR DEPT PH3 CROWN SUTTON

++
JM
+✚

214 GOVERNOR FK
267103 CASUTN G


**ACTION
COPY**



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER Q+T/2/22	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS 22	5/47
OFFICE STAMP AND DATE		NO. OF WORDS		DATE 4-9-80	TIME		
		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

LTF CROWN SUTTON

ADDRESS

No. 324

VRTLX 203 4SEPTEMBER PH3/FALKLANDS. S.P. FDC QUEEN MOTHER 25p

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.

23



Crown Agents

Decs
A frank but very interesting letter. I wonder how on our local sales of Q.M. issue will finally turn out.
J.B.

St Nicholas House, Sutton,
Surrey SM1 1EL
Telephone 01-643 3311
Telex 267103
Telegrams Crown Sutton

Our Reference: PH3/FALKLAND ISLANDS

Your Reference: P&T/2/22

10 September 1980

~~CONFIDENTIAL~~

Mr D Morrison
The Secretariat
Stanley
FALKLAND ISLANDS
SOUTH ATLANTIC



to Stamp Committee members
sent 22/9/80
ES

Dmit

Dear Mr Morrison

Chris Penry has shown me your letter of 26 August.

I am pleased to say that in general the Queen Mother issues have been a great success, acclaimed by trade and collectors alike.

Unfortunately, but as we rather thought would be the case, the lowest sales have been for Falkland Islands and Hong Kong, and the fact that at the end of issue day we had sold out completely of the stamps of seven of the twelve countries involved, but had considerable stocks left of Falkland Islands, speaks for itself. Significantly, of the twelve countries, only Falkland Islands and Hong Kong had chosen not to agree to the nine-stamp sheetlet format which we had proposed and had kept to conventional formats.

Dmit

It is not our normal policy to advise one Administration of the sales of another Administration, but in this instance, to illustrate the point I believe that it would be helpful to compare sales of Queen Mother issues.

is less than half of those who opted for sheetlet of nine stamps.

Combined sales by Crown Agents and StanGib for Falkland Islands are approximately 90,000 which compares with sales of 234,000 for Tristan da Cunha, 196,000 for Ascension Island and 187,000 for St Helena. Had further stocks of those Administrations' stamps, plus any of the others who issued sheetlets, been available, sales would have been even higher. These three Territories enjoy much the same philatelic popularity as Falkland Islands and, thus, the comparison is fair.

Dmit

Whether the rather naive promptings of Mr Miller and Major Spafford have been successful in the Falkland Islands is for you to judge, but certainly our sales do not appear to show that many collectors have followed their advice. Also, it is true to say that your sales are only as high as they are because a number of dealers have sold your stamps in blocks of nine to allow their customers nine complete sets.

/7 Your ...

7⁴ Your decision to issue the Queen Mother stamp as part of the 'minibus' but in different format to the majority has in fact prompted criticism from the philatelic trade and has lost potential sales of at least 150,000 stamps. — 16,500.

8⁶ Having made clear our beliefs, it is only fair to say that your long term sales will not be damaged and that whether or not we always agree with your decisions, we recognise that they must always be yours and yours alone.

9⁶ Because this matter is such a fundamental one, I would like to add a personal view.

10 You may have gathered from the foregoing that I have little time for the utterances of self-appointed guardians of a country's philatelic virtue such as Major Spafford and Mr Miller.]

11 Whilst being totally opposed to the excesses we have seen from those postal administrations who have tied themselves to the commercial philatelic sharks, I believe that a postal administration should take advantage of revenue from the philatelic source whenever it is presented and whenever it can do so without damage to its philatelic reputation and long term interests.

12¹⁰⁰ Collector taste is changing, [whatever Major Spafford and Mr Miller may think] and collectors now require a little variety in the new issues diet provided by the countries they follow. Part of my job, and of my colleagues, is to stay aware of trends and taste and to turn this to the advantage of our Principals whenever we can.

13 We would never make a suggestion to Falkland Islands or any other Principal that placed at risk its hard-won philatelic reputation and you may be assured that every proposal that we make has been carefully considered in that light.

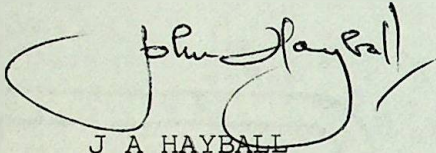
14 There are now more than 200 postal administrations producing four or five sets of stamps a year with an eye to the revenue that can be earned quite painlessly from collectors. The philatelic cake can be cut in only so many slices and with the sort of competition that now exists, it follows that your stamps must not only be attractive and relevant but occasionally must have a little extra something which catches the eye. One such occasion was the Queen Mother issue and we can now see the results where Falkland Islands' sales have been good but could have been so much better without the slightest risk of jeopardising the future.

15 I realise that I have written this letter in pretty forthright terms and I apologise if I have given offence. It is simply that I care about seeing opportunities lost, as happened here, probably because too much heed is paid to sectional interests such as the Falkland Islands Study Group whose thinking on stamp matters

/seems ...

seems to have stopped at a point reached twenty or more years ago, whose members total a few hundred at most and whose views are clearly not those of the many people who enjoy collecting Falkland Islands stamps, and who, I suggest, have no real idea of the importance in your economy of stamp revenue.

Yours sincerely

A handwritten signature in dark ink, appearing to read 'John Hayball', written in a cursive style with a large loop at the end.

J A HAYBALL
Deputy Head
Crown Agents Philatelic Services Division



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

5/47

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	
OFFICE STAMP AND DATE		NO. OF WORDS	DATE	TIME	<div style="text-align: right; border: 1px solid red; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center;">24</div>		
			2-10-80				
		INSTRUCTIONS				<div style="text-align: right;">VIA CW</div>	

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PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

ADDRESS LTF CROWN SUTTON

No. 358

23

FOR HAYBALL. MANY THANKS YRLET PH3 10 SEPTEMBER. PRESUME NO OBJECTION QUOTING SALES FIGURES TO COUNCILLORS AND PUBLIC THREE TERRITORIES MENTIONED PARA 6 TO ILLUSTRATE POINTS MADE YOUR LETTER

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.

Jam Animals Stamp Issue

P+T/2/22

CS.
I'd like details please. Did we lose out by not going for the sheetlet?
Ref 3/10

214 GOVERNOR FK^Z
214 GOVERNOR FK
267103 CASUTN G

3.10.0 13.25 TLX NO. 150

YRTEL 2 OCTOBER TO HAYBALL WOULD PREFER YOU DID NOT DISCLOSE ACTUAL FIGURES QUOTED OURLET 10 SEPT. SINCE THIS INFORMATION CONFIDENTIAL TO COUNTRIES CONCERNED SUGGEST TO MAKE POINT YOU STATE SALES OF FALKLANDS WERE LESS THAN HALF OF THOSE WHO OPTED FOR SHEETLET OF NINE FORMAT

COOPER PH CROWN SUTTON
JS

214 GOVERNOR FK
267103 CASUTN G

P+T/2/22

DCS

26

OLG 3/10

**ACTION
COPY**

214 GOVERNOR FK^Z
214 GOVERNOR FK
267103 CASUTN G

3.10.0 13.25 TLX NO. 150

YRTEL 2 OCTOBER TO HAYBALL WOULD PREFER YOU DID NOT DISCLOSE
ACTUAL FIGURES QUOTED OURLET 10 SEPT. SINCE THIS INFORMATION
CONFIDENTIAL TO COUNTRIES CONCERNED SUGGEST TO MAKE POINT
YOU STATE SALES OF FALKLANDS WERE LESS THAN HALF OF THOSE WHO
OPTED FOR SHEETLET OF NINE FORMAT

COOPER PH CROWN SUTTON
JS

214 GOVERNOR FK
267103 CASUTN G

EXTRACT FROM MINUTES OF STAMP CO-ORDINATING COMMITTEE HELD ON 23RD SEPTEMBER 1980

P41/2/22

- 4. Letter from Mr J A Hayball, Deputy Head of the Crown Agents Philatelic Division: Members agreed that Mr Hayball's letter was frank and interesting. It was noted that the Falklands had lost about £16,000 of revenue on The Queen Mother issue because of not issuing a souvenir sheet. Members agreed the letter should be publicised and that permission should be sought to publish the sales figures of the other territories which were of a similar status to the Falklands.


CONQUEROR



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER <i>P+T/2/22</i>	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS <i>(28)</i>	5147
OFFICE STAMP AND DATE		NO. OF WORDS		DATE 17-10-80	TIME		
		INSTRUCTIONS					
VIA CW							

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PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

LTF CROWN SUTTON

ADDRESS

a Harry Milne story from Mitchell or Spafford

No. 371

RECENT INFORMATION HERE IS THAT THERE WAS A SELL OUT OF FI QUEEN MOTHER STAMPS.

PLEASE CONFIRM OR OTHERWISE.

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

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MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

P+T/2/22

DCS

(29)

214 GOVERNOR FK
267103 CASUTN G

21-10-30 1206 TLX 989

The copy to Pm
COPY ACTION Sent 22/10/80

29
21/10

OUR REFERENCE PH3/FALKLANDS
YOUR REFERENCE NO. 371

COPY

CONFIRM F.I. QUEEN MOTHER STAMPS
ARE NOT SOLD OUT.

REGARDS - NIGEL FORDHAM PH3 CROWN SUTTON
JS

214 GOVERNOR FK
267103 CASUTN G

QUEEN MOTHER STAMP ISSUE

1. Philatelists may recall that the Falkland Islands Government won considerable praise from collectors when they decided recently not to have the special Queen Mother stamp issue printed in a nine-stamp sheetlet form, as adopted by most of the other dependent territories. Several collectors applauded the FIG's decision and urged their colleagues to show their support by buying more of the Falkland Islands Queen Mother stamps than those of other territories who had opted for the sheetlet form.

2. Unfortunately, the results of sales to date indicate that the majority of stamp collectors throughout the world went for the sheetlets and not the conventional format. The Crown Agents have reported that the FIG lost potential sales of at least 150,000 stamps. While the FIG's decision may have won a lot of goodwill from some collectors, therefore, the sad fact remains that our revenue would have been an estimated £16,500 more had we followed the Crown Agents' advice and gone for the nine-stamp sheetlet form. The FIG cannot afford to ignore this lesson in the future.

DRAFT

Circular to Councillors for information

QUEEN MOTHER STAMP ISSUE

Members will recall that we decided not to participate in the Crown Agents' suggestion to release this issue in sheetlets of 9 stamps, but to retain the usual format of sheets of 50 stamps.

2. In view of the interest shown in sales of this issue, we recently sought the advice of our advisers, the Crown Agents, on the sales record of these stamps. The main points of their reply are attached.

3. Members may wish to note that local sales of stamps and covers amounted to £2,771.01. In view of local rumours that stocks of this issue in U.K. were sold out we checked this point last week with the Crown Agents who replied that this was not correct. It is estimated that as a result of not adopting the sheetlet form suggested by the Crown Agents our revenue from sales of this issue was approximately £16,500 less than it might have been.

I am pleased to say that in general the Queen Mother issues have been a great success, acclaimed by trade and collectors alike.

Unfortunately, but as we rather thought would be the case, the lowest sales have been for Falkland Islands and Hong Kong, and the fact that at the end of issue day we had sold out completely of the stamps of seven of the twelve countries involved, but had considerable stocks left of Falkland Islands, speaks for itself. Significantly, of the twelve countries, only Falkland Islands and Hong Kong had chosen not to agree to the nine-stamp sheetlet format which we had proposed and had kept to conventional formats.

Combined sales by Crown Agents and StanGib for Falkland Islands are approximately 90,000 which is less than half of those who opted for the sheetlet of nine stamps. Had further stocks of those Administrations' stamps, who issued sheetlets, been available, sales would have been even higher. Also, it is true to say that your sales are only as high as they are because a number of dealers have sold your stamps in blocks of nine to allow their customers nine complete sets.

Your decision to issue the Queen Mother stamp as part of the 'minibus' but in different format to the majority has in fact prompted criticism from the philatelic trade and has lost potential sales of at least 150,000 stamps - £16,500.

Having made clear our beliefs, it is only fair to say that your long term sales will not be damaged and that whether or not we always agree with your decisions, we recognise that they must always be yours and yours alone.

Because this matter is such a fundamental one, I would like to add a personal view.

Whilst being totally opposed to the excesses we have seen from those postal administrations who have tied themselves to the commercial philatelic sharks, I believe that a postal administration should take advantage of revenue from the philatelic source whenever it is presented and whenever it can do so without damage to its philatelic reputation and long term interests.

Collector taste is changing and collectors now require a little variety in the new issues diet provided by the countries they follow. Part of my job, and of my colleagues, is to stay aware of trends and taste and to turn this to the advantage of our Principals whenever we can.

We would never make a suggestion to Falkland Islands or any other Principal that placed at risk its hard-won philatelic reputation and you may be assured that every proposal that we make has been carefully considered in that light.

There are now more than 200 postal administrations producing four or five sets of stamps a year with an eye to the revenue that can be earned quite painlessly from collectors. The philatelic cake can be cut in only so many slices and with the sort of competition that now exists, it follows that your stamps must not only be attractive and relevant but occasionally must have a little extra something which catches the eye. One such occasion was the Queen Mother issue and we can now see the results where Falkland Islands' sales have been good but could have been so much better without the slightest risk of jeopardising the future.

CROWN AGENTS

St. Nicholas House, SUTTON, SURREY.

Telephone: 01-643 3311

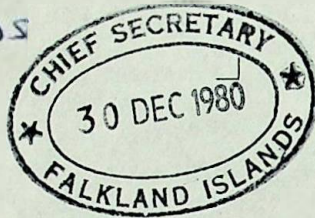
Telex: 267103

C. A.'s Reference

P. HI / O / 05117 / 1 Falklands Islands

Stamp and Note Control Branch.

MR. D. R. MORRISON
THE SECRETARIAT
STANLEY
FALKLAND ISLANDS
S. ATLANTIC



Date: 10/12/80

Dear Sirs,

The following Certificate of Destruction is submitted for your information and retention.

Yours faithfully,

P+T/2/22

B. Penny
for the Crown Agents.

CERTIFICATE OF DESTRUCTION

We hereby certify that the following obsolete printing material has this day been destroyed in our presence:-

80TH BIRTHDAY OF HER MAJESTY THE QUEEN MOTHER.

Printing Material.

- 6 Multi Positives.
- 6 Unit Negatives.
- 6 Unit Positives.

Inter Material.

Progressive Sheets.

11p. 5 x 100 Set.

Printing Plates.

11p. 6 x 100 Set.

4 Proofing Plates.

Common to all 5 Territories.

[Signature]
.....
Superintendent
(Stamp and Note Control Branch)

E. B. Ridge
.....
Security Officer

Date: 5.12.80

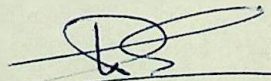
PT/2/22 (32)

Ag. C.S.,

John

Re attached photocopy of an editorial in the Upland Goose magazine I would hope that the CAs would set the record straight without our prompting. It looks to me an unfortunate error rather than any sinister design on the part of the CAs and it is inevitable that Spafford would make the most of it. We have no CAs stock figures for this issue but had they sold out they would, undoubtedly, have approached us for further stocks - we still have 32,663. In spite of it all I think the issue has been very successful with sales to date of £16,663, which isn't bad for a single 11p stamp!

55



Postmaster
6.2.81.

MUDDLE OR DUPLICITY BY THE CROWN AGENTS?

The Crown Agents 'Trade Circular' TC 10/80, dated 22nd September, 1980, page 19, under 'WITHDRAWAL DATES' included the following:

<u>'TC Ref</u>	<u>Administration</u>	<u>Issue</u>	<u>Withdrawal Date</u>
6/80	Falkland Islands	HM Queen Elizabeth The Queen Mother's 80th Birthday*	3.11.80

* Dealers are asked to note that these issues are sold out.'

Yet on 21st October, the Crown Agents wrote to His Excellency, the Governor of the Falkland Islands, that the Falkland Islands Queen Mother stamps were not sold out. Indeed they said that the Falkland Islands sales were low compared with other similar small territories, whose sales would have been even greater had there been larger stocks of their stamps. They said that the lowest sales of the Queen Mother issue were for the Falkland Islands and Hong Kong. Moreover, they wrote, the sales of Falkland Islands stamps were only as high as they were because a number of dealers sold the Falkland Islands set in blocks of nine to allow their customers to have complete sets. They estimated that by not following their advice to issue the set in sheetlet form, the Falklands lost potential sales amounting to £16, 500.

If what the Crown Agents wrote to the Governor is correct, and bearing in mind that the Trade Circular is sent to every dealer and every philatelic journal in the U.K., and also to the large dealers world-wide, resulting in dealers ceasing to order on its receipt, then have the Crown Agents not successfully sabotaged the Falkland Islands sales?

If the Trade Circular is correct, then have not the Crown Agents been perfidious in telling the Governor that sales were low compared with other countries, when, in fact, one cannot do better than sell out? - and after only six weeks!

If a sell out still resulted in a potential loss of £16, 500, did the Crown Agents fail to print enough stamps to meet the obvious potential?

Which ever way one looks at it, are not the Crown Agents seriously in the wrong? Could it be said that through muddle the Crown Agents were responsible for the loss of £16, 500 revenue to the Colony?

What are the facts? What is their explanation? Should there not be an Inquiry?

AFC/2/22



The Murrell,
P.O.Box 86,
Stanley,
FALKLAND ISLANDS.

The Post Master,
The Post Office,
Stanley.

19th May, 1981.

Commemorative Issue - Queen Mother's Birthday

Dear Bill,

As you know there has been some concern over this issue, in so far as the Crown Agents have suggested that F.I.G. has lost potential sales of £16,000 by keeping to the traditional format.

It would appear that one of the reasons why sales were low may well have been the Crown Agents themselves. The Crown Agents 'Trade Circular' TC 10/80, dated 22nd September 1980 page 19 included a note under the withdrawal dates section, to the effect that Dealers are asked to note that this issue is SOLD OUT.

Yet, a month later the Crown Agents wrote to His Excellency the Governor, saying that ~~this~~ issue was NOT sold out and was only selling slowly.

It would appear that either the Crown Agents lied to H.E. - if this is so how can an issue be described as bad if the sell out within a month of issue, and if they did sell out then why did they print so few anyway; or the Crown Agents for some reason or another decided to mislead the world's dealers into thinking that the issue was sold out and thus probably loosing many further orders, when in fact the issue was still available.

What are the true facts? Was the Issue sold out by the Crown Agents by 22nd September and if so why tell H.E. a month later that sales were low, when one cannot do much better than 'sell-out' a new issue so quickly,

Commemorative Issue - Wedding of H.R.H. Prince Charles

I am very concerned to hear that there is no 3p stamp proposed in this issue, but a totally ridiculous and philatelically unnecessary 52p stamp. How many airmail letters are posted each week which are 4 times the basic rate? Would it not be far better to TELL the Crown Agents that we will have a 3p and say a 26p instead, or some other more usefull value.

c.e. Chief Secretary.

Yours sincerely,
T. J. D. MILLER.

Band.

1st. Royal Regt. of Fusiliers

BFPO 29.

34A

Dear Sir,

I am a member of H.M.F.'s stationed in W. Germany and am also a very keen stamp collector.

It is about stamps that I am writing, I have a collection of covers celebrating HM Queen Mother's 80th birthday. These I have been sending to Governors etc to ask for their autographs and also if they would stamp it with the official seal. Several have already helped - Gibraltar, Hong Kong, Bermuda + Pitcairn Islands. I hope that you can and

B/C
on
P+T 2/22. ✓

(34)
The Secretariat
Stanley
Falkland Islands

1st June 1981

Sergeant R Clark
1st Royal Regiment of Fusiliers
BFPO 29

Dear Sgt Clark,

Many thanks for your letter received last week requesting His Excellency the Governor to autograph and stamp with his official seal the Queen Mother's 80th Birthday First Day cover which you enclose.

Unfortunately His Excellency left the Colony to go on leave just before your letter was received. He will probably be back in late-September and I would therefore propose to retain your letter and First Day cover until then. I am afraid I am not quite sure of his policy on such requests but will certainly submit yours to him on his return to the Colony.

Yours sincerely,



F E Baker
ACTING GOVERNOR



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	5/47	
OFFICE STAMP AND DATE PIT 2/22 ✓		NO. OF WORDS		DATE	TIME	25 35		
		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 **XLTF**

ADDRESS **HUNT OLD WOODSIDE BROOMFIELD PARK SUNNINGDALE BERKS**

Spafford requests print your letter QM Birthday stamps Sept Upland Goose.

Tel Weston-super-Mare 22025

BAKER

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.

16 October 1981

Sergeant R Clark
1st Royal Regiment of Fusiliers
BFPO 29

Mr Baker wrote to you while I was on leave and said that he would put your request to me upon my return.

I have pleasure in enclosing your First Day Cover duly signed and stamped with my seal. I only hope I have put it in the right place.

R M Hunt
Governor and Commander-in-Chief

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