

PAT/2/13

CLASSIFICATION

MAI/STA/8#5

GROUP

Stamps

SUB-GROUP

PAT/2/13

Vol II

SUBJECT

Colony - New Definitive Issue 1976

ARCHIVE

OFFICER DEALING

SELECTED FILES

FILE OPENED

FILE CLOSED

PAT/2/44 - Presentation Packs

DCS	1	15/11	12/11	4/11	DCS	7/16	DCS	24	DCS	31/10	JS	13/11	DCS	94	21/12	DCS	119	24/10
BU	19/11/76	11/11	11/11	11/11	BU	7/16	CS	25	DCS	1/11	BU	11/11	Type 8	PA				
DCS	2	16/11	DCS	3/13	P.A.		DCS	26	13/11	Type		DCS	24/12	DCS	121	27/10		
CS	1	DCS	4/13	DCS	91	24/16	Type	13/11	DCS		BU	18/11/78	PA	Type 1	28/10			
PS	1	23/11	DCS	24/13	BU	23/16	DCS		PA	2/11	JS	BU	24/13/178	DCS	105	28/10		
DCS	3	24/11	CS	17	DCS	BU	1/17	BU	28/9/178	DCS	106	7/11	PA	DCS	97	DCS		
CS	2	DCS	2/13	R	4/17	Type	15/11	Type	7/11	DCS	85	PA	DCS	98	DCS			
DCS	4	Type	18/13	PA	4/17	DCS	14/11	DCS		PA		BU	13/14/78	PA				
DCS	5	DCS	29/13	DCS	4/17	DCS	15/11	BU	10/12/77	DCS	86	16/11	DCS	98	Type			
DCS	6	DCS	25/13	DCS	DCS	16/11	DCS	72	18/11	Reg		Reg	Ref	13	PA			
Reg	6	DCS	29/13	DCS	93	9/17	BU	20/10/77	BU	10/12/77	DCS		DCS	100	13/11			
DCS	4	DCS	19	BU	11/17	DCS	54	DCS		PA		DCS	100	13/11				
BU	3/2/76	DCS		DCS	95	19/17	SB	21	BU	10/12/77	HE	36	17/11	DCS	100			
DCS	BU	3/12	BU	29/13/77	DCS	13/17	DCS	57	PA	DCS	71	DCS	37	19/11	BU	22/14/78		
Reg	DCS	DCS	SFC	DCS	14/17	DCS	58	BU	16/12/77	DCS	17	DCS	101	19/11	DCS	101		
DCS	5	DCS	24/15	DCS	19/17	DCS	BU	25/10	DCS	80	DCS		DCS	102	24/11			
DCS	9	DCS	SFC	DCS	42	24/17	CS	30	20/11	BU	16/12/77	DCS	103	24/11				
DCS	10	PA		DCS	43	25/17	CS	31/12	22/10	DCS	BU	DCS	25					
Type	1	DCS	BU	30/17	Type	29/18	Type	22/10	BU	3/1/78	PA		DCS	104	25/11			
DCS		CS	20	DCS	29/18	DCS	29/10	DCS	81	DCS	93	8/12	DCS	105	26/11			
DCS	10	DCS	88	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	106	27/11			
DCS	11	DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	107	28/11			
DCS	12	DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	108	29/11			
DCS	13	DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	109	30/11			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	110	31/11			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	111	1/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	112	2/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	113	3/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	114	4/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	115	5/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	116	6/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	117	7/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	118	8/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	119	9/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	120	10/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	121	11/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	122	12/12			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	123	1/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	124	2/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	125	3/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	126	4/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	127	5/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	128	6/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	129	7/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	130	8/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	131	9/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	132	10/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	133	11/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	134	12/1			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	135	1/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	136	2/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	137	3/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	138	4/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	139	5/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	140	6/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	141	7/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	142	8/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	143	9/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	144	10/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	145	11/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	146	12/2			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	147	1/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	148	2/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	149	3/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	150	4/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	151	5/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	152	6/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	153	7/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	154	8/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	155	9/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	156	10/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	157	11/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	158	12/3			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	159	1/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	160	2/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	161	3/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	162	4/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	163	5/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	164	6/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	165	7/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	166	8/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	167	9/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	168	10/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	169	11/4			
		DCS	20	3/16	DCS	29/18	DCS	28/10	BU	3/1/78	PA		DCS	170	12/4			
		DCS	20	3/16	DCS													



FS

1

See your views on (1) pl.

We had a suggestion from, I think, Major Spafford that the stamps should be released in stages. I think the CS, yourself, PM and myself should discuss.

DM 18/11

2

YE

Crown Agents propose to release the lower valued definitive stamps in May/June 1977 - which would yield revenue this financial year - & the remainder later.



D. L. S.

3

I have no objection to your proposal to hold a short meeting

DL  
D.L.  
23/11/76

YE ✓ 25/11  
2 & 3

4

There are real problems with CA proposal to issue the new definitive in two releases. The most serious objections are

1. Problem w. FDC
2. .. w. matches into present definitive

As regards FDC we had hoped for a really good and prestigious release with no gimmicks. CA saw problems in a FDC of 15 stamps but we should still aim for this if possible?

Yes please!  
25/11

Great difficulty would be experienced in matching the two sets. Values are:

Present	Proposed
1/2	1
1	2
1 1/2	5
2	6
2 1/2	7
3	8
4	9
5	10
6	20
7	25
10	50
15	1.00
25	3.00
1.00	
<hr/>	<hr/>
1.83	5.50



The most suitable division point would be at the 10p point but I don't like it. I recommend we advise LA to proceed as quickly as possible with complete mind.

S 24/11

5

C.S.

we spoke. As proposed  
Please, he should go for a  
single issue

NR  
25/11

6

Registry

There is a letter from Crown for this. Pl ask PM for his early views on it.

DM 27/11

7

BU for Pmts comments

BU 2/12/76

8

Registry

Memo from PM for this at (5) &

FRY  
3/12

9



C.S.,

(81) It is over two months since this letter was written and we have had no reply. Do you wish a chase sent pl? - J. pl.

(87) Is there any action on this item at this stage? - ca 88

21 J. 30.5.77.

Dec. 23 6.77.

(91)

DCS URGENT

Please see Postmaster's L8 and obtain as a matter of urgency the views of Mr Halliday as we must infor Crown Agents of the FDC costs as soon as we can.

J. CS  
6.9.77

22

Mr Halliday,

(47) + (48) and 21. For your early views please.

J. for C.S.  
6.9.77



COPY (from P&T/1/1 Vol 2)

PxT/2/13

CS

New Definitive file (14)  
pl

16

(80) Mr Sims letter is mainly in reply to questions posed by us. However para 8 (check lists) requires a decision. I think that SFC would not look too kindly on providing money to buy 9,000 copies in the hope that an additional 1,000 sets would be sold. I think it is a gamble.

Action taken

With regard to the statement at (60) I suggest we ask FCO to release

Draft letter to Mr Sims sfc pl

*[Signature]*

DRM 6/1/77

17

CS

This file has been in action for some time. Para 8 of Mr Sims letter needs a reply. I cannot see SFC providing funds for 9,000 copies of the check list but you may think otherwise.

Draft letter sfc pl

*[Signature]*  
28/3

18

DCS

pl mil

*[Signature]*  
29/3

19

DFS

(80) Pl note for SFC

20

*[Signature]*  
29/3



C.S.

(12). We discussed the question of the artist for the new FDC and you thought we should leave it to the Crown Agents; this we are doing.

The matter for decision is whether we are prepared to defer the definitive further and await the offer from Franklin Mint. As we are not going to have the definitive in the current financial year as we were aiming for I would think there is no harm in deferring further provided it is not going to be too long.

A/

RM  
1/2

14

13 & (12) CAA ask of FDC wd mind delaying the issue of our definitive issue to enable them to consider printing by the new process. It was due out mid 1977 but would be held up until early 1978. This, I believe, is too good an opportunity to miss and I agree with OCS re A/13.

RM  
5 2/2  
15

C.S.

RM

RM + 1/2

16



C.S.

(4) more or less comes to the same conclusion as we did in Committee. I think we can agree to all the suggestions?

2. It is not entirely clear whether the Crown Agents have abandoned the release in two parts. We agreed in Committee that if there was a significant reward to be reaped then we would go for it.

3. Postmaster's comments on the values to go on the three FDCs are at (5). Here again I think we should leave this to the market boys in the Crown Agents.

4. The cancellation cachet mentioned in para 6 is a good idea and we may go for it?

5. Draft tel sfc pl

*[Signature]*

7.12.76

10

*DCS*  
*Letter to ...*  
*8/12*  
*11*

CS

The immediate item on this file is (8). The Stamp Committee's views are at (9). We may proceed as time is slipping by?

*[Signature]*  
25/11

12

*DCS*  
*7/10 p*  
*[Signature]*  
*13*



CS

(47) = (48) I also think 50p is excessive  
and agree that the charge per cover should  
be 15p *lf* 7/9/77

DCS -

Please see folio 48 and 23. Perhaps we can settle on a  
compromise with a view to cabling Crown Agents urgently.

*[Signature]*  
E. S.  
8.9.77

CS

Justice covers were 15p over  
and above the value of the stamps.  
We shd do well out of the FDCs  
and suggest we settle for 15p  
for the cover.

*[Signature]* 12/9

DCS

Good. / was being over-greedy.

*[Signature]*  
12/9

Kiv Release Date.



C.S.

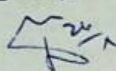
(54) 3. If you agree I'll get the P. Master to arrange payment for the same fee as for the original drawings (~~£20~~<sup>£10</sup> I think) I see Mr Smith wd like to discuss with you first though. DM

2/9

<sup>29</sup>  
Discussed with the C.S. Mr Monk will see Mr Smith next week DM 2/9

£20 see  
60-24 in vol 1



G.S. minute to DCS  


58. The postmaster and I have discussed the Crown Agents letter and recommend the following action.

2. (1) We recommend the stamp values to be 4 x 3p, 4 x 5p, 4 x 6p, 4 x 10p making a total of 96p. This will mean that the stamps represent local postage, Commonwealth surface rate, second class airmail and the first international sea mail rate.

(2) We have looked at the designs of the new definitive issue and consider the sailing ship "Hebe" should appear on the front cover of the booklet. We agree that the title should be "Falkland Islands" and Contents 4 x 3p, 4 x 5p, 4 x 6p, 4 x 10p total 96p be shown ~~also~~ on the front cover. We also suggest that the values should be described on the inside front cover i.e. 3p internal letter rate, 5p Commonwealth sea mail, 6p second class airmail, 10p international sea mail.

(3) We recommend that RMS Darwin be portrayed on the back cover of the booklet. This will be in keeping with the theme of mail ships. The SS Great Britain does not, of course, come into the category of a mail carrier to the Falklands.

(4) We agree that the general background should be a dark green colour or some other suitable colour, but are prepared to leave this to the Crown Agents.

3. The question of deciding on local requirements for stamp booklets is a very difficult one as this is the first time we have ventured into this field. After giving this much thought we think that we should ask for 2,500 booklets.



D.C.S.  
24.10.77

31

DCS

Your minute above. One point, albeit an important one, worries me about your proposal for the Definitive Booklet.

2. My understanding of Falkland Islands philatelic policy is that everything we do should be based on sound postal practice, and that we should eschew gimmickry of any sort. I am concerned therefore that we are proposing to issue a booklet of stamps which will not contain a stamp valid for international air postage; ie an 10p stamp. My reading of your notation of folio 58 leads me to think that there is no 10p stamp in our definitive series, though I note that I am able to buy an 10p stamp in the recent commemorative issue. What is more, no combination of the other stamps for the proposed booklet will enable a person to send a normal airmail letter. Given the fact that there are relatively few mail-carrying boats coming to these Islands and also that the normal disposition of postal users everywhere is to want their letters to go by the fastest means, it would seem curious to offer for sale a booklet containing stamps of 10p value valid for international seamail. Collectors apart, the normal user would quickly realise that the booklet had no real value to him and it would simply be a collectors' item. This, then, leads us close to gimmickry.



3. I fully realise that I am generally unfamiliar with philatelic business but I am very unhappy about this proposal and I suggest that we should think again. Would it not be possible to issue an 1lp definitive stamp even at the risk that international postage rates may go up yet again? Or is it out of the question to overprint a stamp of lower value? I should welcome your comments on this, and the Postmaster's: indeed, after you have both had a chance to reflect on what I have said it may be simpler if we were to have a brief discussion about it.

CS  
26.10.77

32

NCS

Had I been capable of elementary mental arithmetic, I need not have issued my minute 31. However, I found our discussion with PM. illuminating; I learned a great deal.

2. I confirm that I am content with all the proposals contained in your minute 30.  $\rightarrow$  go ahead.

33

C.S.

Let at 03. We spoke and agreed that C.A. should be asked to try and bring definite date forward to call Annette Daniels railway 15th December. If not possible then comes next attempt should be Air Freight for postage rebate in January, 1978. J.P. 4-11-77

34  
KIV para 3 of 54  
28 refers.  
J.M. & writing  
man

C.S. Re Let from C/A (72) One week earlier is rather late in time but I would much prefer the 25th January as the 23rd is a mail day

16-11-77

3/1/77  
On 10/2/77 to  
KIV display proofs



1. Res. Dec 4/1  
2. PM.

We discussed Folio 81

2. I have placed, at Centre, a draft on the lines of which I should like to reply. But I should welcome your comments & suggestions

21/1/48

copy of minute <sup>35</sup> 34 and draft sent to PM.

8/4/1

1/5

36

(89) for information pl.

37

Dec 17/1

Res.

Thank you. A nice journal design.

Will you please arrange for Pat 1/2/13 A to be sent by train.

Action taken Dec 18/1 J.W. 17/1



DCS

Please see folio 100 and all subsequent papers.

2. If this idea is to go ahead, we must keep the impetus going. I aim to clear the project with HE, subject to the advice offered and Mr Smith's agreement to co-operate, by the end of this month.

*[Handwritten signature]*

CS  
13.iv.78

39

CS  
Noted, H.Y.

*[Handwritten signature]* 14.4.

40

Reg

Rev one week

*[Handwritten signature]*  
20/4

41

DCS

Do you & H.Y. share the objections raised by Messrs. Stephenson & Lupton?

*[Handwritten signature]*  
20/4

Discussed  
*[Handwritten signature]*

42





0250 AT5127 HCD394 TX  
LX HL GBLA 054  
LONDONLATLX 54750 15 1425



LTF  
CHIEFSEC  
PORTSTANLEYFALKLANDISLANDS

YRLET PANDT/2/13 4/12/75 FALKLAND ISLANDS NEW DEFINITIVE  
NOTED YOUR DELIVERY REQUIREMENTS SUGGEST CONSIDER RELEASING  
IN STAGES IN EVENT INSUFFICIENT TIME AVAILABLE FOR PRODUCTION  
SAY LOW VALUES MAY/JUNE HIGH VALUES AUGUST/SEPTEMBER  
WILL SPREAD BURDEN FOR COLLECTOR ALSO IF AGREED PLEASE  
ADVISE VALUES FOR FIRST RELEASE

CROWN SUTTON

u

COL LTF PANDT/2/13 4/12/75

*PM Advise DES 5/16/75*  
*copy to PM 17/11*

*BU 19/11*

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH



29 October 1976

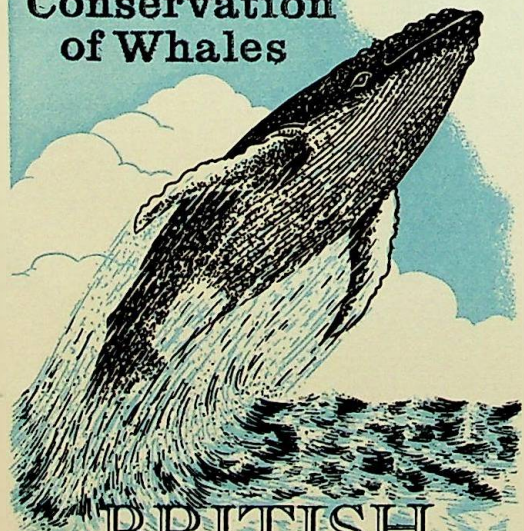
- P&T/2/13
1. Discussion of the new Definitive Issue was taken first so that Mr. Smith could get away early.
  - 1.1.0 Mr. Smith, who designed the "Ship" issue, produced a clear photograph of the Mail Ship "Fleurus" which he had used in this work. The photograph was compared with the proof design from the Crown Agents and the following differences were noted:
    - a) the ship's bow on the design was too high
    - b) there was some doubt if the colour of the funnel was correct.

After discussion of these points it was decided that the difference in the height of the bow would not be so evident when the design was reduced to stamp size, and so was not of great importance. On the other hand, it was essential to have the funnel colours correct, as these would show up irrespective of the size of the stamp. It was decided to ask the Crown Agents to seek confirmation of the colours.

- 1.1.1 PRINTING Crown Agents had recommended, and we had agreed on, lithographic printing as this was very much cheaper than recess. The committee thought that the extra cost for recess printing might not be recovered in increased sales, and printing by this process would no doubt delay the release date. Mr. Smith expressed himself as very happy if the issue was up to the quality of the Turks and Caicos stamps - produced by lithographic process, which were viewed again by the committee. All agreed that they were most attractive and of very high quality.
- 1.1.2 RELEASE DATE Crown Agents had given June and July as the release date, but the committee thought an effort should be made to get sales within the current financial year; May and June would be preferable. Even with these dates it would be necessary to have some stamps and the First Day Covers air-freighted, as there would probably not be a charter boat between March and July.
- 1.1.3 Mr. Smith left at this stage.



Conservation  
of Whales



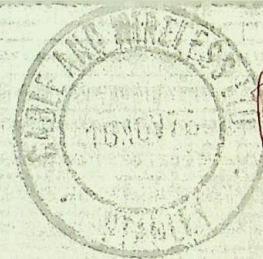
BRITISH  
ANTARCTIC  
TERRITORY

OFFICIAL FIRST DAY COVER



2020 D260 ATS127 HCD394 TX267103  
FRLX HL QBLA 054  
LONDONLATLX 54750 15 1425

LTF  
CHIEFSEC  
PORTSTANLEYFALKLANDISLANDS



2

URLET PANDT/2/13 4/12/75, FALKLAND ISLANDS NEW DEFINITIVE  
ATED YOUR DELIVERY REQUIREMENTS SUGGEST CONSIDER RELEASING  
STAGES IN EVENT INSUFFICIENT TIME AVAILABLE FOR PRODUCTION  
Y LOW VALUES MAY/JUNE HIGH VALUES AUGUST/SEPTEMBER  
LL SPREAD BURDEN FOR COLLECTOR ALSO IF AGREED PLEASE  
ISE VALUES FOR FIRST RELEASE  
CROWN SUTTON

LTF PANDT/2/13 4/12/75

*PM advise Des  
copy to PM 17/11*

C.S My first reaction is to delay the release until all denominations are available. However from the financial point of view we should not discount the possibility of collecting some of the additional revenue this financial year. A two stage release may also give a greater overall revenue return? Sales during June would not be accounted for until July - the release would therefore have to be in May to reflect in this years revenue. A short meeting with Financial Secretary may prove advantageous.

PM

CABLE & WIRELESS LTD  
KEEP YOU IN TOUCH  
CABLE  
KEEP



4

Telegrams Crown Sutton  
Telephone 01-643 3311  
Telex 267103

CROWN AGENTS

FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS  
H Division

ST. NICHOLAS HOUSE  
SUTTON

SURREY SM1 1EL

Our ref H1/FALK IS 4/31593

Your ref

Date 17 November 1976

The Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



Dear Sir

FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

Further to your letter of the 4 November 1976, I have pleasure in informing you that we have been in touch with Anton von der Lippe, shipowners, who are managers for the Tonsberg Whaling Co, regarding the funnel colours of the "FLEURUS". Although they could only supply us with a black and white photocopy of this vessel, they were able to tell us that it was white with a teak superstructure and the funnel was black with a red belt. The artwork was amended accordingly before being despatched to you on the 1 October 1976. As Anton von der Lippe have been extremely co-operative in supplying this information, we propose sending them a complimentary set of First Day Covers and we trust this meets with your approval.

88-Vol. 1

2 As mentioned in our telegram of 15 November 1976, we are currently considering releasing the new definitive in two stages, as there is very little time available. However, on reflection the revenue earned from sales before June 30 1977 would be of a minimal amount and would not merit rushing the production of some of the values. It would also lead to complications regarding the release of the First Day Covers.

3 It must be borne in mind that the issue will be on sale for several years and it is important that extreme care and supervision be taken at all stages of production.

4 It would be reasonable to expect that prior to the release of the new definitive an increase in sales of the old definitive would be generated by collectors wishing to purchase these stamps before they are withdrawn from sale. A considerable amount of revenue from these sales would fall in your financial year ending 30 June 1977. We would therefore advise that the release date should be postponed until at least August 1977 in order to do justice to this particularly attractive issue.

5 In your letter of the 10 September 1976 and our subsequent letter of the 24 September, the quality of the First Day Cover to be used for this issue was discussed, and we enclose for your reference, three British Antarctic Territory Whales First Day Covers and one Antigua Fish First Day Cover. As you will see, the VAT envelope is of a reasonably high quality and the design, printed by the die-stamping process is very

76 Vol. 1

Copy to PM  
29/11/76

Reply at (6)

/attractive



To The Chief Secretary

17 November 1976

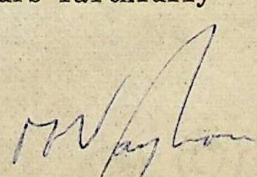
Date

4 attractive. We feel that the die-stamping process greatly enhances a First Day Cover, therefore, increasing sales and more importantly maintaining your very high philatelic reputation. On the other hand, the Antigua Fish First Day Cover printed by lithography on a poorer quality envelope, although attractive, is not as prestigious as the BAT cover. We therefore suggest that the Official First Day Cover for the new definitive should be printed by the die-stamping process on an envelope of a similar quality to that of the British Antarctic Territory Whales Issue. For maximum revenue, we recommend that five stamps should be affixed to a cover making three covers for a complete set. This would enable collectors to store them more easily in their albums (larger FDCs are not very popular with philatelists) and it would also allow for selling part sets of the FDCs. The values should be spread evenly over the covers so that each of the three First Day Covers will have approximately the same face value. We realise, of course, that the cover bearing the £3 denomination will be of a far higher value than the other two, but we suggest that the covers should be as equally priced as possible. If this is acceptable to you, we shall be grateful if you will inform us as soon as possible of the values to be affixed to each cover and also of the quantities required by you for local sale. At present we propose affixing the stamps to the FDCs here at the Crown Agents, and we trust that this is acceptable to you.

5  
6  
7 6 In our letter of the 23 August 1976, we suggested that the design prepared by Mr John Smith (photocopy enclosed) should be used as a basis for a cancellation cachet design for this issue. A separate first day cover design could then be prepared, using several colours. We trust that this suggestion was acceptable to you and we await your confirmation in order that we may commission an artist for this design.

7 We look forward to receiving an early reply on all the points raised above.

Yours faithfully


M VAUGHAN  
for the Crown AgentsAP/JG  
Enc.

P.S. We are now ~~proceeding~~ issuing tenders  
and we will forward further details  
in due course

copy to PM  
29/11 JS



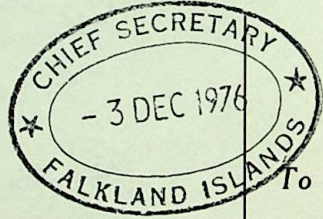
5

# MEMORANDUM

Reference PT/12/13

Date 2nd December, 1976

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



From Postmaster

To Chief Secretary

Subject:- Definitive Stamp Issue - Mail Vessels

The letter from Crown Agents dated 17th November is virtually as we decided at our last meeting. I am not sure whether a release in August is an alternative to the suggested 'split release' or whether the later release would still be in two parts? I think we should follow-up the 'split release' suggestion, especially if it would result in substantial additional revenue.

With one high value stamp it is impossible to arrange the 15 stamps on three First Day Covers, giving an equal face value. As I see it there are two possibilities - suggestion (a) is tidier in face value, while (b) is tidier thematically:

(a)	7p	5p	50p	(b)	1p	5p	9p
	8p	6p	25p		2p	6p	10p
	3p	1p	20p		3p	7p	20p
	4p	2p	10p		4p	8p	25p
	<u>£3</u>	<u>£1</u>	<u>9p</u>		<u>£3</u>	<u>£1</u>	<u>50p</u>
	£3.22	£1.14	£1.14		£3.10	£1.26	£1.14

*[Signature]*  
Postmaster





# 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	6		
			10.12.76				
		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

ITF CROWN SUTTON

No. 299

4  
 YOURLET H1/4/31593 17 NOVEMBER. AGREE ALL SUGGESTIONS. SUGGEST STAMPS FOR FDOS SHOULD BE (a) 7 8 3 4 £3 TOTAL £3.22 (b) 5 6 1 2 £1 TOTAL £1.14 (c) 50 25 20 10 9 TOTAL £1.14 ALTERNATIVE COMBINATION WOULD BE (a) 1 2 3 4 £3 TOTAL £3.40 (b) 5 6 7 8 £1 TOTAL £1.26 (c) 9 10 20 25 50 TOTAL £1.14. EITHER WOULD SUIT US. PARA 2 IF RELEASE IN TWO PARTS WILL PRODUCE SUBSTANTIAL INCREASE SALES PR PARAD AGREE SPLIT RELEASE BUT IF NO REPEAT NO SIGNIFICANT INCREASE THEN PREFER RELEASE COMPLETE SET

c c Postmaster.

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

*RS*



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.



29th November 1976

7

New Definitive

With regard to the face value of the new definitive, it merits my commenting that although you will have a £3 stamp in the new set to bring the total face value to £5.50 as recommended by Mr Vaughan this is roughly in line with my own recommendation. A set with a top value of £2 can easily have a total face value of £5-6 by including one or two more values of between 30p and 60p.

Recess

I note that you prefer not to defer the new definitive issue. We envisage no difficulty in matching the quality of the Turks & Caicos issue but you may like to know that, still thinking in terms of an intaglio issue, De La Rue the leading UK intaglio printers are at present working out a possible project for consideration by the American firm mentioned in my letter of 7 October.



Telegrams Crown Sutton  
Telephone 01-643 3311 Ext 327  
Tr 267103

Our ref H1/FALK IS 3/01739

Your ref P-T/2/13

CROWN AGENTS

FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS  
H Division

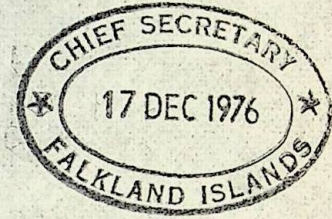
ST. NICHOLAS HOUSE

SUTTON

SURREY SM1 1EL

Date 7 December 1976

The Chief Secretary  
Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



Dear Sir

FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

We refer to our letter of 23 August 1976 regarding the First Day Cover for the above stamp issue.

2 We should be grateful if you would advise whether you accept our suggestion that the First Day Cover design prepared by John Smith be used as a cancellation cachet. If so, it will be necessary to prepare a fresh first day cover design. If you decide to have three smaller First Day Covers with the values spread evenly, you may wish to have three separate designs to do with Mail Ships or perhaps one design printed in different colours for the three types of envelope, depending on whether the quantities involved make such a scheme viable.

3 It would be a simple matter to have one of our artists prepare a suitable design which would be submitted for your approval. Alternatively Mr Smith may wish to draw up the design himself - I am sure that if he based the design on a ship of some sort, aiming to reproduce it in two or three colours the effect would be very good. If Mr Smith prepares finished artwork it would be convenient for it to be colour - separated as this makes the task of the die engraver so much easier.

4 We look forward to receiving your instruction regarding the cancellation cachet and First Day Covers.

Yours faithfully

A handwritten signature in dark ink, appearing to be "M. Vaughan".

M VAUGHAN  
for the Crown Agents

IZ/JG

74 m  
Previous  
volume



P&T/2/13

✓ 1.1.2 New Definitive: The suggestion of using the design prepared by Mr J Smith as a cancellation frank was agreed although the Postmaster thought otherwise.

✓ 1.1.3 It was also agreed that three FDCs should be prepared with one design for all three, but in three different colours, which would assist the Post Office in identifying the different values.

✓ The Committee also agreed that it would be appropriate to ask Mr J Smith to design the cover.



~~PUB/31/5~~

P&T/2/13

- 1.1.1 While on the subject of publicity, the Chairman mentioned that Major Spafford would be visiting the Colony during the first week of February, and it was agreed that he should meet the Committee. He also indicated that Major Spafford was willing to produce an article for his 'Upland Goose' journal if we wished.
-



(12)

Telegrams Crown Sutton  
Telephone 1-643 3311  
Telex 267103

CROWN AGENTS

FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS  
H Division

ST. NICHOLAS HOUSE

SUTTON

SURREY SM1 1EL

Date 19 January 1977

Our ref H1/FALK IS 3/01739

Your ref P&T/2/13

Mr A J P Monk  
Chief Secretary  
Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



*Reply at (13)*

Dear Mr Monk

NEW DEFINITIVE STAMP ISSUE

I am pleased to advise you that results of our tender for the production of the above issue by the litho process have now been received. Details are as follows :

- (a) - Walsall Security Printers  
Cost £10,761.20  
Delivery of proofs - 5 weeks  
Delivery of stamps after approval of proofs - 6/8 weeks.
- (b) - Questa Colour Security Printers  
Cost £11,579  
Delivery of Proofs - 4/6 weeks  
Delivery of stamps after approval of proofs - 8 weeks.
- (c) - John Waddington  
Cost £16,796.55  
Delivery of proofs - 5 weeks  
Delivery of stamps after approval of proofs - 10 weeks.
- (d) - Harrison & Sons  
Cost £17,056.91  
Delivery of proofs - 7 weeks  
Delivery of stamps after approval of proofs - 9 weeks.
- (e) - Enschede  
Cost £19,703.  
Delivery of proofs - 8 weeks  
Delivery of stamps after approval of proofs - 9 weeks.

Offers were not received from Messrs De La Rue or Format Security Printers.

Messrs Walsall, Questa, Waddingtons and Enschede have quoted on the basis of 5 colours for each stamp which allows the reproduction of the basic design in four colour process with the silhouette of Her Majesty plus the border in a special colour. Messrs Harrisons' analysis is somewhat different and they would print eight of the values in five colours, with the remainder in six colours. In our view, however, there would be no particular advantage

/from



To Mr A J P MonkDate 19 January 1977

from using the additional colour.

The above offers allow for the production of the stamps, by the lithographic process based on the finished artwork we now hold. None of the printers consider it desirable to run an additional line work plate to clarify the rigging and other fine detail as this is already sufficiently clear on the artwork. We also feel that the additional working is unnecessary.

On the above figures, the contract should be placed with either Walsall or Questa. Walsall's offer the most favourable initial price - some £800 less than Questa, but a comparison between their respective reprint schedules puts a rather different complexion on the matter, assuming that at least one reprint will be required during the life of the issue :-

REPRINT PRICES AT CURRENT RATES (PER VALUE)

<u>Quantity</u>	<u>QUESTA</u>	<u>WALSALL</u>
25,000	£8.48 per 1000 (£212.00)	£13.58 per 1000 (£359.50)
50,000	£4.24 " " (£212.00)	£8.54 " " (£427.00)
100,000	£2.12 " " (£212.00)	£4.71 " " (£471.00)
200,000	£1.60 " " (£320.00)	£2.82 " " (£564.00)
500,000	£1.10 " " (£550.00)	£1.62 " " (£810.00)

Thus, it is evident that, assuming average reprint quantities, the difference in the initial costs will be adequately covered if only three of four values are reprinted. Since in the life of a definitive reprints of four or more values must be anticipated we must recommend acceptance of Questa's offer rather than that of Walsall. There is little or no difference between the two as regards delivery.

Incidentally, we have discussed the question of a split release for this issue and have decided that demand for your stamps would not, after all, be greatly affected either way, so that it would now appear reasonable to release the whole issue on one date.

We note from your cable of 13 December your decision to have three moderate sized first day covers rather than one giant cover and that the design originally submitted by Mr Smith is to be adapted for use as a cancellation cachet. We will commission an artist to produce a new FDC design for your approval.

In giving you these quotations for an issue printed by the litho process, I have not overlooked the comments in your letter of 13 October last when you remarked on the number of countries who still produce high quality stamps using the recess process. The three you then cited are all major industrial countries whose printings are correspondingly large. The high origination cost of the recess process can be absorbed without more than marginal increase in overall costs. All three countries have facilities for printing by this process.

/We



To Mr A J P MonkDate 19 January 1977

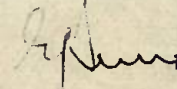
We ourselves have been following our own lines of enquiry. As I think you know, we consider that the design of your new definitive issue represents an ideal theme for recess printing. Our problem is to see how, with relatively small quantities, we could submit a proposition to you that would be financially acceptable when origination costs alone are likely to be roughly £100,000. However, the Franklin Mint who are handling one of the two large United States first day cover projects for the Silver Jubilee issue, are also looking for an expansion of the philatelic sales side of their operation. Against this background we have been discussing with them whether a recess issue could be negotiated where they would take sufficient quantities to make the project viable. If our discussions are successful the rewards would be large.

We know that Franklin are anxious to launch such a project early in 1978. They are also known to be discussing the matter in detail at their headquarters in the United States at present and we are expecting to hear something more from them in the near future. We will then report again.

Our purpose in telling you this is to give you the opportunity, if you so desire, of deferring production of the definitive and its subsequent release so that we may submit a more detailed proposition to you. We accept that what we are able to say so far is hardly sufficient to enable you to take a major decision, but it will I hope help to show that we are following this line actively.

I look forward to hearing whether you are willing to defer further progress on the definitive. If so, we can of course increase the print quantities for the next special issue, fixing the value to include any that may be in short supply locally.

Yours sincerely



E J SIMS  
Head of Security Printing

MV/JG



CHIEF SECRETARY'S OFFICE  
THE SECRETARIAT  
STANLEY  
FALKLAND ISLANDS

Ref: P&T/2/13

7 February 1977

E J Sims Esq  
Head of Security Printing  
Crown Agents  
H Division  
St Nicholas House,  
Sutton Surrey SM1 1EL

NEW DEFINITIVE STAMP ISSUE

Thank you for your most helpful letter ref. HM/FALK IS 3/01/79, dated 19 January 1977, about our definitives. We are very attracted to your suggestion to involve Franklin Mint in a recessed issue and we are content to await the outcome of your negotiations with them before taking a final decision. Indeed we hope that the Franklin Mint will be able to deal with our definitive as a recessed print. We accept that this may involve delaying its issue.

I repeat my thanks for your active pursuit of our earlier proposal and I believe, with you, that this could be a winner.

A J P Monk  
CHIEF SECRETARY



T

(14)

CHIEF SECRETARY'S OFFICE  
THE SECRETARIAT  
STANLEY  
FALKLAND ISLANDS

Ref:

28 February 1977

Colonel R C Sidwell OBE  
Department of the Commandant General  
Royal Marines  
Ministry of Defence  
Old Admiralty Building  
Whitehall  
London SW1

Thank you for your letter of 14th February about the presentation to the Royal Marines of the final art work of the new definitive Falkland Islands stamp issue.

I am most grateful to you for drawing this to my attention, and I shall write to the Crown Agents immediately to confirm that the art work is to be presented to the Royal Marines as a decision of the Falkland Islands Executive Council.

A J P Monk  
CHIEF SECRETARY



P&T/2/13

15

3rd March

77


Mr. M. Vaughan,  
Crown Agents,  
H Division,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Sir,

Thank you for your letter <sup>(8)</sup> 5/01739 of 7th December to which you have not had a reply, although Mr. Sims in his letter of 19th January 1977 indicated that you were proceeding with First Day Cover designs for three covers.

2. Any further developments on the definitive issue?

Yours faithfully,

  
CHIEF SECRETARY



RECORD OF A MEETING ON 18 FEBRUARY 1977 OF THE STAMP COMMITTEE WITH  
MAJOR SPAFFORD, EDITOR OF THE "UPLAND GOOSE"  
PUBLISHED BY THE FALKLANDS PHILATELIC STAMP GROUP

P47/2/13 (89) 16

PRESENT: Deputy Chief Secretary  
Postmaster  
Mr. L. J. Halliday  
Mr. J. Stephenson

Major Spafford was welcomed to the Meeting and he was asked to put forward the points that he wished to discuss.

1. Statement of Stamp Policy. Major Spafford thought that we should issue fairly soon a statement about our stamp policy in view of the recommendation contained in the Shackleton Report. Major Spafford said the Study Group would give this publicity.

2. Stamp Packs. Major Spafford thought that we should consider selling stamp packs which should increase sales and thereby the revenue of the Colony. Stamp Packs could contain a brief description of the issue i.e. designer, printer and other relevant details.

3. Major Spafford thought that we should keep commemorative stamps on sale in the Philatelic Bureau for up to one year. Being questioned on this, he thought that there would be no objection in philatelic circles to the sale of commemoratives by the Bureau after they had been withdrawn from sale, following their normal life span of three months. He also suggested that the Printing Office should produce a brochure which would help to promote sales.

4. Commission charge by Philatelic Bureau. On being questioned whether the charge levied by the Bureau was considered by philatelists as a deterrent to sales, Major Spafford said that although this may not be popular, there was no objection to continuing with this arrangement. Major Spafford also thought we should speed up the service provided by the Bureau; he realised the difficulties involved but was pleased that there was a full time operator now.

5. Major Spafford thought that we should consider providing a cup for the best exhibit of Falkland Islands Stamps at the International Stamp Exhibition in America and another cup for the best exhibit in the United Kingdom. Major Spafford thought that for an outlay of £100 this would go a long way to promoting sales and giving publicity to Falkland Islands Stamps. Such a scheme was used by other countries to promote sales.

6. Colony Stand at an International Exhibition. Major Spafford thought that we should consider having our own exhibition at some time in the future. He thought that we should endeavour to do this in 1980 when there would be an exhibition in London which would be convenient for the Study Group who would be prepared to man the stand and therefore the only cost to the Falkland Islands Government would be the hire of the stand.

7. Stamp Vending Machine. Major Spafford thought that we should consider the possibility of providing a stamp vending machine in order that people could purchase stamps outside the hours of business of the Post Office. He thought that we should be able to buy reasonably cheaply a coil stamp machine and thereby provide a better service and increase sales of our stamps.

P47/2/44



8. Major Spafford thought that if we are still having difficulties over producing the commemorative to celebrate the Opening of the Airport that we should consider overprinting our definitive issue. He even went so far as to say that it could be overprinted locally.

9. New Issues. Major Spafford hoped that we would not mind the Study Group submitting ideas from time to time of subjects for stamp issues. He had in mind the celebration of the centenary of the Kosmos shipping line which carried our mail; a lighthouse issue; and the issue of Christmas stamps.

---

10. Major Spafford next spoke about recess printing of our new definitive issue: he thought that this would be very welcome to Philatelists, but when pressed, could not give any estimate of the increase sales which would result from recess printing. It is estimated that recess printing is four times as expensive as other methods, but Major Spafford did not think that collectors would buy four times as many stamps, if the issue was recess printed. He thought it would be a good idea to have the three top values recess printed.

11. While on the subject of our definitive, Major Spafford thought that we should stagger the release thereby easing the burden on the collectors pocket.

---

12. Sale of FDCs After the Release Date. Major Spafford saw no objection to the sale of FDCs after the stamps were withdrawn from sale, even though this meant that dealers were often undersold by the Post Office.

13. The Stamp Committee had a very interesting discussion with Major Spafford on stamp matters in general, which confirmed that although such things as souvenir sheets brought the reputation of the Stamp issuing policy of the Falklands into question, it showed that there is a very fine line between distinguishing what is acceptable in the way of "gimmicks" and what is unacceptable to philatelists. In other words while such things as souvenir sheets were unacceptable, stamp packs, philatelic postal stationery such as several types of registered envelopes, and overprinting of stamps were apparently acceptable.

14. On the subject of Souvenir sheets, Major Spafford considered these detrimental to our image and their release resulted in black marks being awarded, as philatelists looked upon souvenir sheets as a means of extorting more money from philatelists. It was pointed out to Major Spafford that of some 36 countries advertised in the Crown Agents Stamp Bureau supplement, about 14 issues had souvenir sheets released by countries of repute whose reputations were apparently not harmed by the release of souvenir sheets.



INT/21/7  
P&T/2/13 ✓

81  
18

Chief Secretary's Office  
Stanley  
Falkland Islands

24 March 1977

M Vaughan Esq  
CROWN AGENTS  
H Division  
St Nicholas House  
Sutton, Surrey SM1 1EL

Dear Mr Vaughan,

I am afraid I must apologise for a situation which has arisen with regard to the final art work for our new definitive stamps.

2. In December a ceremony was held here to confer the Freedom of Stanley on the Royal Marines. It was decided by Executive Council before this that, to mark this occasion, the Marines should be presented eventually with the final art work of the definitive stamp issue, and this decision was endorsed by His Excellency the Governor.

3. I am afraid that we had assumed that the art work would automatically be returned to us and we could then present it to the Royal Marines. From recent correspondence however it emerges that this may not necessarily be the case, and I write now to ask if you will please note that as soon as you can release the final art work it is sent here so that we can make arrangements to send it on to the Commandant General of the Royal Marines.

4. As an alternative we should like to explore the possibility of having the art work suitably mounted in the UK and passed over to the Marines direct from your office; if there is any merit in this and this is a practical suggestion perhaps you will kindly let me know.

5. Perhaps this is a suitable occasion to deal also with another matter that has exercised us for some time; I am anxious to compile a catalogue of all drawings, preliminary art work, final art work, sample stamps, relating to our issues. So that I may make this as complete as possible will it be asking too much of you to send me a list of such items retained on our behalf by the Crown Agents ?

Yours sincerely,

A J P Monk  
Chief Secretary

m.



CABLE & WIRELESS  
KEEPS YOU IN TOUCH

ZCZC D157 ATS967 HCR862 TX267103  
FKLY HL GBLA 031  
LONDONLA TLX 31 13 1040

PTT/2113

52

19

CABLE & WIRELESS LTD.  
13 APR 1977  
FALKLAND ISLANDS

LT  
SECRETARY  
PORTSTANLEY

FOR MONK SCHEME FOR RECESS ISSUE ON NEW DEFINITIVE COLLAPSED  
FULL STOP PLEASE CONFIRM WE ACCEPT QUESTA OFFER FOR  
LITHOGRAPHY AS ORLET 19 JAN LETTER FOLLOWS  
CROWN SUTTON

112

✓ ✓  
COL LT 19

*M. P. Spalding*  
5/13/4

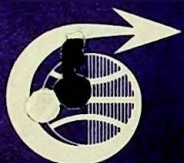
CHIEF SECRETARY  
13 APR 1977  
FALKLAND ISLANDS

KEEPS YOU IN TOUCH



CABLE & WIRELESS





# 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		
				18.4.77			
		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 **LTF CROWN SUTTON**  
ADDRESS

No. 98

**YOURTEL 13 APRIL** **FALKLANDS NEW DEFINITIVE. PROVIDED YOU ARE SATISFIED QUESTA WILL DO JUSTICE TO THIS ISSUE AND THAT IT WILL BE AS GOOD IF NOT BETTER THAN TURKS AND CAICOS SHIP ISSUE WE ACCEPT YOUR RECOMMENDATION FOR QUESTA PLEASE RE-CHECK THAT ADDITIONAL LINE WORK PLATE TO INTENSIFY RIGGING NOT CONSIDERED NECESSARY.**

**2. PLEASE ENSURE MAXIMUM PUBLICITY GIVEN TO WHAT WE HOPE WILL BE OUTSTANDING ISSUE.**

*c.c. Postmaster*

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



2/2/13

841  
21

18th April

77

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

Dear Mr. Sims,

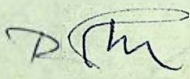
New Definitive

Thank you for your letter M 3/01739 of 11th March about the possibility of recess printing our Definitive.

2. No doubt you are as disappointed as we are that we cannot have recess printing for the Ship issue, especially in view of the hard work you put into this on our behalf.

3. I return the essays as requested. Thank you for all your assistance.

Yours faithfully,

  
for CHIEF SECRETARY

us



PCT/2/13

CZC D356 ATS177 HCS232 TX267103

KLX HL GBLA 030

LONDONLA TLX 30 26 1438

LTF

CHIEFSEC

PORTSTANLEYFALKLANDISLANDS



~~85~~  
22

YRTEL 19TH APRIL WE ARE CONFIDENT QUESTA WILL DO JUSTICE  
 TO NEW DEFIN ORDER NOW BEING DRAWN UP YOUR ADVISE COPIES WILL  
 FOLLOW SOONEST

CROWN SUTTON

*copy to PM  
file*

COL LTF 19TH



WIRELESS  
 CABLE & WIRELESS  
 KEEPS YOU IN TOUCH

WIRELESS  
 CABLE & WIRELESS  
 KEEPS YOU IN TOUCH





86  
23

Crown Agents for Oversea Governments and Administrations

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

Mr A J P Monk  
Chief Secretary  
Chief Secretary's Office  
The Secretariat  
Stanley  
FALKLAND ISLANDS

Our ref H1/1970

Your ref

Date 15 April 1977



See 84

Dear Mr Monk

NEW DEFINITIVE STAMP ISSUE

In Mr Sim's absence on tour in the Pacific I am writing to you concerning developments on the various proposals mentioned in his letter of the 11 March.

During my recent visit to the Franklin Mint in the USA it became apparent that whilst they still remain interested in doing a promotional project with recess definitive issue because of the very high cost concerned they consider it essential to mount the promotion with a major nation in the first instance and are now looking towards Great Britain and or a similar issuing authority.

In the circumstances I feel it would be unfair to Falklands to ask for any further deferment of their definitive issue whilst these negotiations continue.

I would therefore recommend that we now proceed with production on normal lines using the lithographic technique which Questa use and which, as you will have observed from the specimens sent to you earlier, gives an exceptionally fine result. In this way we would hope to complete production by approximately end August/early September and so offset some of the delay which has been incurred by the recent investigation into the possibilities of recess printing.

On a personal level after all the hard work and investigation that has been put into the project it is very disappointing to our host that we have come to a halt, especially since our most recent discussions with Bradbury.

You will be interested to know that we have already had preliminary discussions with Stanley Gibbons to do a special feature and promotion for the new definitive issue which subject to your approval we propose utilising approximately 250 sets of publicity stamps to support the promotion. This is on similar lines to the Silver Jubilee promotion which has proved so successful in increasing sales.

Yours sincerely



Copy of Telegram for Crown Agents

25th April, 1977

LTF  
CHIEFSEC  
PORTSTANLEY

YRTEL 19th EARLIEST RELEASE DATE FLYING BOAT  
ISSUE END AUGUST HOWEVER WE SUGGEST FOLLOWING STOP  
TELECOMMUNICATIONS END JULY NEW DEFEN AUGUST/SEPTEMBER  
FLYING BOATS SEPTEMBER/OCTOBER OPENING OF AIRPORT  
DECEMBER

CROWN SUTTON

COL 19th

cc P&T/2/23  
P&T/2/13  
P&T/2/38  
P&T/2/15

87  
24



28  
25

1.0 MATTERS ARISING from the minutes of the meeting hold on 12 January 1977.

1.1 New Definitive

1.1.1 The public had been invited to provide anecdotal material for publicising the issue, but there had been no response.

1.1.2 The committee noted that it was not possible for the Crown Agents to arrange for the recess printing of the Definitive, and that a decision was awaited as to which printer would be awarded the contract. The committee thought that, provided the Crown Agents were satisfied that Questa would do justice to the issue, they should be engaged to produce the issue.

1.1.3 First Day Covers - Three had been decided upon, using John Smith's design.

17/1/77



P&T/2/13

~~ST~~  
26

6th June,

77

M. Vaughan Esq.,  
Crown Agents  
'H' Division,  
St. Nicholas House,  
Sutton, Surrey. SM1 1EL

Dear Mr. Vaughan,

Would you please refer to my letter of 24th March 1977 and kindly let me know when you expect to be in a position to reply to the several matters raised therein.

Yours sincerely,



Chief Secretary

mw



Distn. File ←  
H/34

Original on JW/12/17 file (31)

90A

27A

A J P Monk Esq  
Chief Secretary  
Chief Secretary's Office  
The Secretariat  
Stanley  
FALKLAND ISLANDS

HS/FALKLAND IS 3/01730

36 March 1977

Dear Mr Monk

Thank you for sending me a copy of your letter of 28 February to Col. Sidwell of the Royal Marines from which I note that you wish the final artwork for the new definitive issue to be sent to the Department of the Commandant General at the Ministry of Defence.

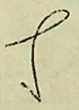
We would be most happy to comply with your instructions but for the fact that it is normal practice for original artwork to remain with the printer during the life of an issue. This is because artwork is essential for comparison purposes when reprints are needed.

Having spoken to my colleagues, I would be somewhat reluctant to depart from this practice. As an alternative I would like to suggest that as part of our publicity promotion we let the Royal Marines have full size set of colour prints on the understanding that the artwork will eventually be sent to them once the issue comes off sale.

If despite these comments you still wish the artwork to be sent to the Royal Marines, we will so arrange but, in forwarding it will ask that the full set, or any part of it, be freely available to us and/or the printers should it be required during the lifetime of the issue.

I shall be grateful for your instructions.

Yours sincerely

  
J J Sims  
Head of Security Printing

cc: Colonel R C Sidwell OBE

7/2  
29/4/77



EXTRACT from a letter from M. Vaughan of  
Crown Agents to C.S.

90  
27A

Mr A J P Monk  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC



Your ref INT/21/7 P&T/2/15

Date 25 May 1977

Dear Mr Monk

Thank you for your letter of 24 March regarding the final artwork for your new definitive stamp issue.

You will by now have received Mr Sims' letter of 16 March on this subject and a copy of this is enclosed for your ease of reference. Please let me have your decision as soon as possible.



CABLE & WIRELESS

KEEPS YOU IN TOUCH



WIRELESS  
KEEPS YOU IN TOUCH

ZCZC D215 ATS812 HCR353 TX267103  
FKLX HZ GBLA 034  
LONDONLA TLX 34 14 1507

LTF  
SECRETARY  
PORTSTANLEY FALKLAND ISLANDS

FDC DESIGN ADAPTED FROM JOHN SMITH DESIGN IN RED GOLD AND BLACK  
NOW READY BEARING IN MIND FIVE STAMPS PER COVER PLEASE ADVISE  
QUANTITY REQUIRED SO PRODUCTION CAN COMMENCE  
CROWN SUTTON

COL LTF ✓

PT/2/13

*Spoke P.M. who will  
advise me early on the reply. 16.6.77.*



CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

ZCZC D378 ATS121 HCE376 TX267103  
KTLX HL GBLA 018  
LONDONL ATLX 18 27 1234

~~92~~  
29

PAT/2/13.

LT  
SECRETARY  
PORTSTANLEYFALKLANDISLANDS

OURTEL 14TH REFERS STOP PLEASE ADVISE QUANTITY NEW DEFINITIVE  
FIRST DAY COVERS REQUIRED  
CROWN SUTTON

COL LT 14TH



copy sent to pm  
28/6.

CABLE & WIRELESS  
KEEPS YOU IN TOUCH



Ref/2/13



Handwritten initials 'AKO' and a circled '3' in red ink.

Crown Agents for Oversea Governments and Administrations

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

CROWN AGENTS' REF : H1/FALK IS 3/01739

2 March 1977



Dear Mr Monk

FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

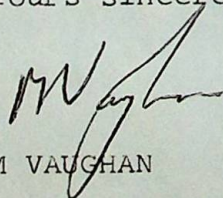
I am pleased to enclose for your examination a cancellation cachet design together with a rough First Day Cover design for the above stamp issue.

You will see that, contrary to our previous advice, the cancellation cachet design has not actually been prepared from John Smith's First Day Cover design. Nevertheless, I feel the design our artist has prepared is most attractive and particularly suitable for this "Mail Stamps" issue.

Unfortunately, our artist had already begun work on the rough First Day Cover design before the minutes of your Stamp Co-ordinating Committee meeting held on 12 January 1977 were received. Therefore, although you have already agreed that John Smith should prepare the First Day Cover design, I enclose the one which has been prepared here for your perusal. I feel that the same design could be printed in three different colours with five stamps on each.

Please return these designs in due course advising us whether you wish the First Day Cover design to be adopted.

Yours sincerely

  
M VAUGHAN

Mr A J P Monk



grans Crown Sutton  
Telephone 01-643 3311  
Telex 267103

CROWN AGENTS  
FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS

H Division  
ST. NICHOLAS HOUSE

SUTTON

SURREY SM1 1EL

Our ref

H3/FALKLAND IS

Your ref

205/1

Date

29 November 1976

H.E. Mr N A I French CMG MVO  
Governor  
Government House  
Port Stanley  
FALKLAND ISLANDS

87 in S/6 vol I

Dear Mr French

Ref  
(62) ~~44~~  
P&T/1/1  
Thank you for your letter of 4 November. I am now able to comment on various points in that letter; on points contained in the earlier letter ref P&T/1/1 of 7 October from the Chief Secretary; and on outstanding points in my own letter to you of 7 October. As all three touch upon stamp matters I hope you will not mind my replying to both the Chief Secretary and yourself in one letter, rather than separately. I am however sending a copy of this reply to the Chief Secretary for his ease of reference.

2 Number of Releases

If I may start with the Chief Secretary's letter. I find he made the point that if you release four issues a year you will have two sets of stamps on sale at all times. There can be no objection to this practice and indeed since releases can never be evenly spaced every 13 weeks there will be occasions when two commemorative issues are on sale with the definitive issue. This is quite normal, although it should be borne in mind that whereas the current definitive issue offers 15 values, commemorative issues contain no more than three or four values, only one of which need be for a value in common use. If you so wish you could release two issues at once: but doing so defeats the object of maintaining collectors' interest. It is unnecessary.

3 New Definitive

With regard to the face value of the new definitive, it merits my commenting that although you will have a £3 stamp in the new set to bring the total face value to £5.50 as recommended by Mr Vaughan this is roughly in line with my own recommendation. A set with a top value of £2 can easily have a total face value of £5-6 by including one or two more values of between 30p and 60p.

/Souvenir Sheets

Paras 3 + 9 extracted to P&T/2/13  
21/12  
UB.



To H.E. Mr N A I French CMG MOV

Date 29.11.76

4 Souvenir Sheets

... We have long been aware that some collectors dislike souvenir sheets. However, you may like to see the attached column in the current issue of the 'Philatelic Exporter'. This is essentially a trade journal but the commentator clearly implies that when souvenir sheets are well produced they increase sales dramatically.

5 Quality of Issues

I turn now to your letter of 4 November. We believe that although purists tend to protest whenever they are displeased, their protests do not adversely affect sales. It may even be that the very publicity helps promote the issue.

6 American Sales

Some few years ago we felt with you that there was scope for increased sales in the USA and in conjunction with our Agent in North America, Stangib Ltd., we began to put considerable resources into developing this potential. As a result we have been the pioneers of a new and very large market there servicing 'collectors' rather than 'philatelists'. Collectors have a more general outlook often beyond stamps and philatelic material. It is from our work in this area that the Jubilee sales of up to 30,000 sets to the Franklin Mint come, and we have also gained a further order from a second marketing organisation who hope to sell up to 50,000 covers with the top two values of the Jubilee issue (33p and 11p) affixed.

We do have a very good idea of the kind of issues such organisations will be interested in and you can rest assured that we will be taking every opportunity to expand further and make sales of your issues when possible.

7 Bulletin

The possibility of reviving the Bulletin has been considered on numerous occasions. Unfortunately, at best its circulation was limited to about 10,000. The task of receiving and recording subscriptions and reminding when subscriptions had expired was extremely expensive. Our 'Gazette' in STAMP MONTHLY reaches 60,000 stamp collectors. We are also looking into the possibility of expanding circulation into another philatelic journal STAMP MAGAZINE, with a circulation upwards of 30,000. Negotiations and costings are in hand.

/ Check List



To H.E. Mr N.A.I. French CMG MOV

Date 29.11.76

8 Check List

Stanley Gibbons tell us that after calculating their costs and potential sales they would require that you and we between us purchase 9,000 copies at publisher's price. This is because sales through the S.G. outlets are thought to be limited. For our part I estimate that we could sell 2,000 copies at exhibitions over a year or so. This means that the check list would be expensive but the expense represents sales of no more than 1,000 sets of the definitive. It merits consideration in that light. Certainly the list would be unique in that it would be the first to record stamps of a postal authority outside UK.

9 Recess

I note that you prefer not to defer the new definitive issue. We envisage no difficulty in matching the quality of the Turks & Caicos issue but you may like to know that, still thinking in terms of an intaglio issue, De La Rue the leading UK intaglio printers are at present working out a possible project for consideration by the American firm mentioned in my letter of 7 October.

10 Finally, may I say that although there are still a few points where I need to write to you again, I hope this letter will enable you and the Foreign & Commonwealth Office to make the public announcement on the lines of their September draft.

Yours sincerely

60

E J Sims

E J Sims  
Head of Security Printing(dictated by Mr Sims and  
signed on his behalf in  
his absence.)





ANYONE still harbouring illusions about the difference between British and continental European philately need only to have visited the splendid four-day show at Essen at the beginning of November to have learned a stern lesson. To begin with, thanks to the favourable geographical situation of the show, its organizers were able to draw on a conurbation totalling 40 million people, and budgeted on an attendance of about 50,000 visitors, minimum. They got (if forecasts based on three days out of four were accurate) about 65,000. All paying their 3 Deutschemarks admission, and all clustering round the numerous trade stands, whose generously laid-out gangways (turned into 'streets' named after famous collectors) were at times too narrow for the crowds.

No doubt about it: they came and they spent; dealers were more than satisfied with results, and the bourse (in a carefully guarded upstairs room) did good business, even if 90 percent of the table-holders were German. Visitors who arrived without the benefit of a table booking found plenty of clients, rest assured. And the secret of the success? Apart from the location in a pair of large exhibition halls on the outskirts of a major industrial city, without doubt the recognition by the organizers that not only are agencies representing postal administrations here to stay—they are also eager to provide attractive displays, to take stand space, and to take an active part in the exhibition. So there were nearly forty countries with individual stands, represented either direct, or via their local trade delegations, embassies, consulates, or other dealers who supply the collectors.

'Passports' franked with stamps from the participating countries (each stand had to be visited, the stamp bought—unit price 1 Dm—and the cancellation obtained) were a thorough-going success. One enterprising merchant prepared a stock of 500 at 57-50 Dm. each, and watched them being swallowed by the crowds who took his mathematics to heart. A poster proclaimed that if each stamp meant only 10 minutes queuing time, the collector would spend the whole of a six-hour day just filling his passport. Staff were kept busy selling stamps, affixing and cancelling them, but, above all, thousands of collectors were kept moving through the exhibition, going from stand to stand, taking-in the message, and buying, buying, buying. The German post office did not issue a special stamp for the event, but it provided four cancellations, two devoted to the I.F.S.D.A. as sponsors. Crowds besieged the Federal p.o. sales points from opening till closing time, with never less than a dozen, and often a hundred people clustered around, getting their covers stamped, buying new issues, or subscribing to the standing-order service. In fact the stands which were least crowded were those offering rare and classical material; this does not mean that they did badly—simply that the crowd interest was with the pretty new issues, and small wonder.

A third huge hall was devoted to exchange and swap clubs: there must have been up to a thousand people sitting at the long trestles all the time, swapping, trading, and moving from stand to stand. It was quite amazing, and, I fear, a signal demonstration to all organizers of stamp shows in the U.K.: the message was loud and clear—get them in with new issues, with bright topical material, and get the official bodies to shoulder as much of the financial burden as possible.

**Fiasco**  
SMALL wonder the G.B. Charity stamp scheme turned out to be a fiasco: there was too little money involved, and the whole experiment was handled from the beginning in the spirit of 'let's give them their stamp, it's bound to fall flat, and that will shut them up for good and all'. In this, the British post office was undoubtedly correct. It was a failure, and I suppose it has shut 'them' up. As it happened, the Charity stamp sales arrangements were ludicrously inefficient, and the results were as near to a net loss as even official mathematics will admit. I mention this more in sorrow than in anger. At Essen I picked up a glossy booklet, entitled *Stamps which Aid—25 Years of German Charity Stamps*. For the statistically minded, the idea of charity stamps was rooted in Germany as long back as 1919 with war victims surcharges on the Germania design, having been inspired by the British Q.V. Jubilee labels of 1897. In the post-World War II period under review, the statistics are remarkable. The 1949 sets raised 580,000 Dm. for charity, cost 1 Dm. to buy, and now trade at 200 Dm. each; enough incentive here for even the most sluggish philatelist or philanthropist! From this beginning, sales dropped back to 350,000 Dm. in 1951, but climbed back again to 565,000 Dm. in 1952, reaching a staggering 14 million Dm. in 1973-4. These figures are the proceeds of the charity surcharges only: the German post office collected a multiple of these sums each time. Topics included helpers of mankind, fairy tales, toys, dolls, and so forth: all unsensational—none of it a runaway topic in the space, Olympics, or royalty league, but, each time, a steady and attractive, positively-oriented theme.

**Can't keep off it!**  
THE subject of charity, I mean. Also seen whilst in Essen was a neatly produced leaflet asking for used stamps for one particular charity. Nothing new in that. I could name you, without pausing to think, a dozen British organizations that ask their supporters to 'save their stamps' and forward them in bulk to the appropriate department, for processing and resale. The destiny of these contributions ranges from sale as unsorted kiloware (sometimes by the ton) to careful sorting, lotting, and auctioning (notably the Blue Peter appeal some years ago) and the 'Save the Children' stamp auctions. Now comes one idea which I have not heard of being operated in any of the English-speaking countries so far. One German charitable organization, having obtained its stamps, arranges for the washing, sorting and sale ('Your wants lists filled, if you are prepared to wait') to be done by patients: presumably long-term invalids in various hospitals. The customer's patience is requested "because our sick colleagues are not capable of so much, and because the composition of the staff changes so rapidly and always unexpectedly"—and also because the "knowledge necessary for this specialized work cannot be acquired in a hurry." Proceeds of the sale of such stamps apparently support no less than eight nursing sisters in East Africa. Perhaps it's already being done in England too, but I had never heard of it.

**Always a new angle**  
It is perhaps necessary, writing in a trade paper, to comment on an exhibition purely in

terms of number of stand-holders, amount of business done, success or otherwise in numbers of cash-laden customers passing through the turnstiles, et al. And whilst on the subject, I must mention that I did hear one young lady at Essen asking her escort in tones of the utmost and sweetest reason "Well, now that you've spent all your money, why can't we go home?" But stamp exhibitions do have another *raison d'être*: it is, you will agree, the exhibition of stamps. Have I mentioned the enormous hall full of (principally) the most carefully arranged offerings by hundreds of collectors, also well visited, if not by such crowds as the halls where everything on display was for sale or exchange? From the brief glance which was all I could afford (to walk past all the displays, glancing at each sheet for ten seconds, would probably have taken four full days), I registered only the briefest, most casual impression: that the official displays were all, without exception, a handful of colourful recent sets arranged on sheets with virtually no writing-up; and that there were very few 'sixty-eight shades of the Id. blue of 1902' type exhibits. Postal history predominated everywhere, lovingly assembled, solicitously described, telling of explorations into the past of the post 'where no man had trod before.' One of the most amusing was 'The letter as a means of communication' which ranged from Babylonian cuneiform clay tablets to Greek papyrus fragments and culminated (via more modern items) in a wooden dagger thrust through a scrap of paper saying 'Beware, the hour of doom is nigh' (or words to that effect) which the exhibitor claimed he had found in his letter box some five or six years ago. Last (and definitely least) item in this exhibit was an empty page indicating that though letters have travelled from Earth to the Moon, the exhibitor had not been able to afford one when they first came on the market (then at Dm. 10,000) and that now the price had risen to Dm. 14,000 but even at that price there were none available for purchase. Maybe this will set a fashion in exhibition entries for the future? 'Here I should have shown the top value in the set, but it was either the stamp or getting the carpets cleaned, and the carpets won', and so forth. Perhaps classes could be established for 'low cost collections' and it might be no bad thing if the top prizes went to displays which scored high on originality, ingenuity, and making the most of whatever is to hand.

**Full marks**  
FINALLY, and very much on the level of 'honour where honour is due', I don't think anyone has yet mentioned in print the enhanced appearance and contents of souvenir sheets as recently issued under the auspices of the Crown Agents. As originally envisaged, and still produced in hundreds annually, souvenir sheets merely reproduce or recapitulate stamps also issued in normal sheet form, sometimes with a decorative border. Recent C.A. productions (and I commend the Gilbert Islands 'Armour', the Jamaica Belisario prints, and the Seychelles Ornithological Congress items, amongst many others) include substantial amounts of writing-up, and expand the story of the issue in a way which could never be accommodated in the normal postage stamp format. By these means, not only does the client country virtually double its sales income, it is also enabled to spread the message, whether artistic, ornithological or plain publicity-seeking, to collectors who presumably do look at these things with care and absorb what is written on them.

I trust, at least, that the designers engaged by the Crown Agents will avoid such errors as I saw on the Tonga 'German Treaty Centennial' issue, which omitted the second 'P' in Emperor Wilhelm's name, and (possibly) misspelled King Tupou ('Tuobou?') as well.

THIS WAS NOT A 'STRAND' CROWN AGENTS STAMP





91  
32

Crown Agents for Oversea Governments and Administrations

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

A J P Monk Esq  
Chief Secretary  
Chief Secretary's Office  
The Secretariat  
Stanley  
FALKLAND ISLANDS

Our ref H1/FALKLAND IS 3/01739

Your ref P&T/2/13

Date 11 March 1977

Dear Mr Monk

NEW DEFINITIVE STAMP ISSUE



Thank you for your letter of 7 February agreeing to delay your new definitive stamp issue pending results of our negotiations on the possibility of its being printed by the Recess process. As might be expected with a project of this nature, we have made less progress than we had hoped.

We have pursued two avenues of investigation. Firstly we have examined the possibility of producing two variants of the Recess process. De La Rue have made a considerable effort on our behalf and we enclose their 'essays' with an explanatory appendix. Unfortunately, when these detailed proposals were subsequently discussed by the DLR senior management, it was decided that now was not the opportune time for the firm to re-enter the Recess stamp market after a period of producing currency notes and Lithographic stamps only. Reluctantly they have dropped out of the project.

The task then facing us was to find an alternative printer. We first approached Harrison & Sons, who have printed a number of Recess issues with Gravure backgrounds, but where the Recess content was fairly elementary. Regretfully they decided their technology is not sufficiently advanced. At the same time, we opened discussions with Bradbury Wilkinson, who are even now evaluating their participation in such a project. We hope to have an initial policy reaction from them within the next week. If their reaction is negative, the only other practical option is Enschede of Holland.

However, if Bradbury's response is favourable, we consider the best arrangement would be for the plates to be prepared by an independent engraver and for the steel originals to be handed to Bradbury's for printing the Recess element of the design. If necessary, another printer could handle the Litho backgrounds needed to give a more attractive appearance. One designer we

/particularly



From: THE CROWN AGENTS

Page No. 2

To A J P Monk Esq.,

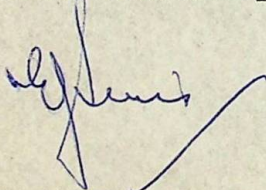
Date 11.3.77

particularly have in mind is C Z Slania, a freelance engraver working in Sweden, who has designed many of the attractive Swedish Recess stamps.

Turning to the second aspect of the project, one of my colleagues is already in the United States and will be visiting the Franklin Mint within the next few days for further discussions on their promotional proposals. Much depends on the outcome of this meeting, since Franklin's participation is an essential factor in offsetting the very high costs of such an issue.

We appreciate that we must make a firm recommendation to you by the end of March, preferably by outlining a reasonably firm proposal. I will then write to you again without fail.

Yours sincerely



E J SIMS  
Head of Security Printing

## A P P E N D I X

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The essays show three approaches to the design, each using four papers and thus giving a total of twelve alternatives.

Of the four different types of paper:

1. TR4 is the standard coated De La Rue stamp paper.
2. BANKNOTE paper is an unwatermarked rag paper of high quality but uncoated.
3. ART paper is a rather thicker highly calendered (very shiny) coated paper used for high quality colour brochures, etc.
4.  $\frac{1}{2}$  CHECK is a thinner standard quality uncoated paper.

Of the three different printing processes:

### 1. DIE PROOFING

This is a Recess process giving an extremely high quality result, probably better even than that of the 'classic' Falklands issues. Stamps cannot be set closely in sheets as for conventional stamps.

### 2. ETCH PLATE

Etch plate is essentially another method of transferring an image from the original steel plate into conventional sheets of stamps. It gives a slightly lower quality result but, except to an expert, a magnifying glass is necessary to show the difference.

### 3. LITHO

By comparison with the Recess printed versions, the Litho essays show less tonal variation.

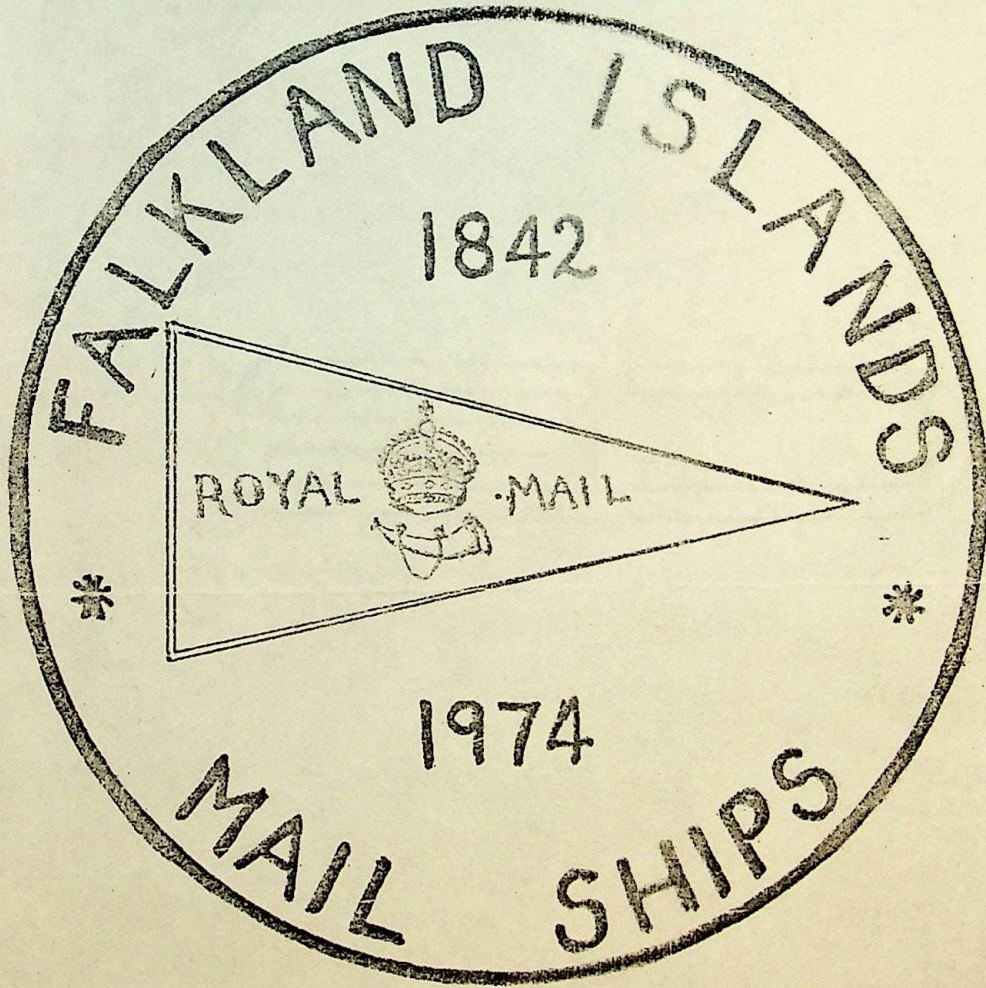
Although these essays are now of academic interest only, in that De La Rue have withdrawn from the project, they show the quality of result we would expect to obtain from any other Recess printer.

Please return the essays when you no longer require them.



33  
22

# OFFICIAL FIRST DAY COVER



PENDANT is that used by vessels employed in carrying the Royal Mail.

*[Signature]*  
1976.



34  
93

23rd March

77

Crown Agents,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Sir,

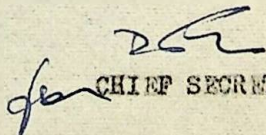
NEW DEFINITIVE

Thank you for your letter <sup>90</sup>3/01739 of 2nd March.

The FDC ship design enclosed with your letter is attractive in itself, but having given very careful thought to it, we feel that to use it and a similar cancelling cachet on stamps depicting ships would be overdoing the ship aspect. I should be grateful therefore if you would use the John Smith design for the FDC and discard the idea of a special cancellation cachet. I attach a copy of the John Smith design for the FDC.

2. Unless you can produce a more suitable colour scheme, we suggest that the words "Official First Day Cover" should be in gold with black lettering for "Falkland Islands Mail Ships 1842 1974" and the pendant lettering and devices in red on a white background.

Yours faithfully,

  
CHIEF SECRETARY

c.c. Postmaster

us



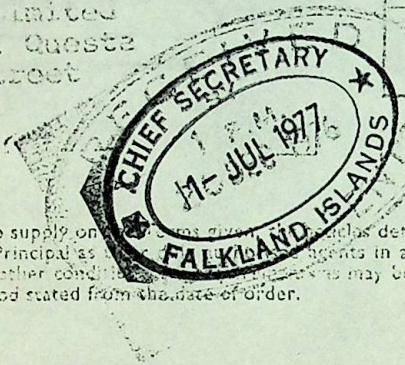
12/13 OCS  
**CROWN AGENTS**

Nicholas House, SUTTON, SURREY.  
 Telephone: 01-843 3311 Telex: 267169

**TENDER**

Due for return by 1 p.m. on 20 DEC 1976

124621  
 Questa Colour Security  
 Printers Limited  
 The House of Questa  
 Parkhouse Street  
 LONDON SE5



TO: THE CROWN AGENTS

We hereby undertake to supply on behalf of the above Principal as detailed below to the order of the Crown Agents acting for and in accordance with the Crown Agents' General Conditions of Contract 1971 and such other conditions as may be specified herein, and to deliver the articles in the manner specified within the period stated from the date of order.

Order No. 249009 Authority PT 7/1 OF 14/6/73  
 Crown Agents Reference HL / FALK IS 3/01739/1  
 Principal Government of the Falkland Islands  
 Contr. Code 124621 Department P & T 100  
 Order Type 05 Quantity Y Price Y (Enter Code letter or N) N  
 Supplier to complete THE BOX ONLY - Supplier's Ref. 1107  
 For Crown Agents' Use Only 19/08/77

Signature W.F. RODGERS - DIRECTOR.  
 Date 2nd December 1976.  
 Address The House of Questa,  
Parkhouse Street,  
London SE5 7TP, England.  
 Telephone 01-703-7162.  
 Telex 884054

SHIPPING MARK PT 7/1 OF 14/6/73 POST ADDRESS Colonial Secretary (Ind PT 7/1 OF 14/6/73) STANLEY FALKLAND ISLANDS

Item	Detailed description of articles	QUANTITY	Price Each	Cost
	FALKLAND ISLANDS NEW DEFINITIVE To cost of producing a new definitive of postage stamps illustrating MAIL SHIPS The details are as follows:- Values :- 1p, 2p, 3p, 4p, 5p, 6p, 7p, 8p, 9p, 10p, 20p, 25p, 50p, £1.00 and £3.00 /Contd...			

SUBJECT TO CROWN AGENTS' CONTROL.

NOTES TO FIRM ON ACCEPTANCE: - See Page 6

*Copy sent to PM*

1. net from continuation sheets	
2. Total cost	29698.05
3. TRADE ALLOWANCE %	
4. DISCOUNTS %	
5. Net cost of articles	
6. Packing & Delivery or Postage	
7. Total cost (to book cost)	29698.05
Emergency Code <u>0.0.0</u>	
8. ALTERNATIVELY	
Delivery period: Packed Ready for Dispatch in (days) - Where Contractor is arranging freight the delivery should be extended to allow for delivery to vessel/Aircraft, etc.)	19/8/77

THE SPACE BELOW THIS LINE IS FOR CROWN AGENTS' USE

Colonial Secretary  
 STANLEY  
 FALKLAND ISLANDS

Notes to C.A. Dept.  
 Progress: Manual Prog. Rare shipments. Liaise with 'S'

3/31/22

ACCEPTED 15/10/77

17/6



Item	Detailed description of articles	QUANTITY	Price Each	Cost
	<p><u>Designs and Colours:-</u> As artwork available for viewing in this office from 17 November 1976 to 20 December 1976.</p> <p><u>Process :-</u> The stamps are to be printed by the lithographic process. Please indicate the number of colours you intend to run for each value.</p> <p><u>Size Format and Set :-</u> The stamps are to be printed in a size 28.45 x 42.58 mm perforation to perforation, or in a size commensurate to the design. The stamps should be produced in the horizontal format and in sheets of 50 set in two panes of 25 stamps.</p> <p>Please note that each block of 25 stamps should bear one set of traffic lights and one set of plate numbers. <del>The stamps for the Crown Agents Stamp Bureau should be cut so as to be in sheets of 25.</del></p> <p><u>Perforation Size :-</u> Please state here the perforation gauge you intend to use for the stamps. If this information is not immediately available it must be supplied to this Office as soon as possible after acceptance of the order.</p> <p><u>Number of Machine Plates :-</u> You are requested to state against each value the number of machine plates you intend to use for each value.</p>	<p>5 colours each value.</p> <p>14 per 2cms.</p> <p>5 plates each value.</p>		



Item	Detailed description of articles				QUANTITY	Price Each	Cost
<p><u>Quantities:-</u> The following quantities are required by The Falkland Island, the Crown Agents Stamp Bureau and Stangib (New York).</p> <p><u>ISSUE NO:-</u></p>							
Denom Code	Value	Falkland Islands	CA Bureau	Stangib	TOTAL		
010	1p	500,000	105,000	10,000	615,000		
020	2p	500,000	55,000	10,000	565,000		
030	3p	100,000	35,000	10,000	145,000		
040	4p	100,000	35,000	10,000	145,000		
050	5p	100,000	35,000	10,000	145,000		
060	6p	100,000	35,000	10,000	145,000		
070	7p	100,000	35,000	10,000	145,000		
080	8p	500,000	35,000	10,000	545,000		
090	9p	100,000	35,000	10,000	145,000		
100	10p	500,000	35,000	10,000	545,000		
110	20p	100,000	35,000	5,000	140,000		
120	25p	150,000	35,000	5,000	190,000		
130	50p	25,000	35,000	5,000	65,000		
140	£1.00	25,000	30,000	2,500	57,500		
150	£3.00	25,000	25,000	2,500	52,500		
					<p>3,545,000</p>		
<p>Please note that the stamps for STANGIB should be despatched by airfreight.</p> <p>For these supplies the following air address is applicable:-</p> <div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"> <p>STANGIB LTD            C/O FREIGHT BROKERS INC            147-24 176TH STREET            JAMAICA NEW YORK 11434            U S A</p> </div> <p>N B A packing note, enveloped, detailing the contents of each case or package and its face value should be affixed to the outside of all consignments to STANGIB.</p>							
<p>Contd....</p>							
<p>SU/SIG/23.</p>							



Item	Detailed description of articles	QUANTITY	Price Each	Cost
	<p><u>Numbering and Parcelling:-</u> The sheets of stamps, except those required by the Crown Agents Stamp Bureau and STANGIB are to be numbered 001 up each duty and parcelled in packets of 500 sheets.</p> <p>Each sealed packet is to bear a stick-on label showing Territory, Requisition Number, Duty, Quantity of Sheets, Set Size, Issue Number, Denomination Code Number, Initials of Checker and Packer and Date Packed, in accordance with the Crown Agents' Security Printing Regulations.</p> <p><u>Crown Agents' Bureau Packing Requirements:-</u> Each ream of stamps must be packed so that there are five (5) sealed packets of 100 sheets in transparent wrapping within the usual millboards.</p> <p><u>Paper:-</u> The stamps are to be printed on Crown Agents' watermarked paper.</p> <p>Please indicate the quantity and size required by you, showing the direction of grain, watermark and greater stretch.</p> <p><u>Costs:-</u> Please quote separate firm current day prices for:-</p> <p style="padding-left: 40px;">Printing Material</p> <p style="padding-left: 40px;">Stamps expressed at a rate per 1000 stamps</p> <p style="padding-left: 40px;">Numbering</p> <p style="padding-left: 40px;">Packing and delivery fob</p> <p><u>Delivery:-</u> The stamps must be made available for despatch no later than 10 June 1977.</p> <p>Bearing this in mind please submit a delivery schedule for:</p> <p>(a) Submission of colour proofs and artwork from receipt of approved artwork and Acceptance.</p> <p>(b) Stamps ready for despatch from receipt of approved colour proofs.</p>	52.250	419x533mm long grain.	
				4750.00
		3.545.000	81.20	4573.00
				225.00
				150.00
				89698.00
			4/6 weeks.	
			8 weeks.	



Item	Detailed description of articles	QUANTITY	Price Each	Cost
	<p>The stamps ordered for the Crown Agents' Stamp Bureau are to be delivered to the Bureau at - St Nicholas House, St Nicholas Road, Sutton, Surrey, as soon as they are ready and certainly no later than the date that supplies are despatched to the territory. Similar urgency applies to STANGIB supplies.</p> <p><u>First Day Covers:-</u> 5,000 Stamps of each value are required for First Day Covers. These should be supplied from BUREAU quantities, well in advance, be separately parcelled and despatched with the following label:-</p> <p style="text-align: center;">H1 CROWN AGENTS SECURITY PRINTING DIVISION ST NICHOLAS HOUSE ST NICHOLAS ROAD SUTTON SURREY.</p> <p><u>Proofs and specimens:-</u> Colour proofs in quadruplicate are to be submitted to the Crown Agents together with the artwork, for approval before printing is commenced.</p> <p>1,950 additional stamps of each duty are to be provided free of charge. Of these, 1,400 stamps of each value are to be packed for the Crown Agents Bureau Publicity Section (H2) and despatched to this office H2 Publicity Section labelled clearly "H2 Publicity Stamps". The remaining 550 specimen stamps of each denomination are to be despatched by insured parcel post direct to:-</p> <div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"> <p>M LE DIRECTEUR GENERAL BUREAU INTERNATIONAL DE L'UNION POSTALE UNIVERSELLE CASE 3000 BERNE 15 SWITZERLAND</p> </div> <p>and a postal receipt as proof of despatch to BERNE should accompany your invoice for the territory's allocation of stamps.</p>			

Contd..



Item	Detailed description of articles	QUANTITY	Price Each	Cost
	<p><u>Printers Specimens:-</u> If specimens are required for your own publicity purposes please state here the quantities of each value you would require. Please note that the maximum quantity of stamps is 300 of each denomination, and these may be obtained from our Resident Security Control Officer on completion of the order.</p>	300	of each value	please.
	<p><u>TRADE TOLERANCE</u></p>			
	<p>In the event of an overmake, the Crown Agents will accept on behalf of their Principal, quantities up to the level of the normal trade tolerance. Notification of such excess quantities must be given before packing is commenced so that the distribution of the excess stamps may be decided.</p>			
	<p>The Crown Agents Security Printing Regulations will apply.</p>			
	<p><u>NOTES TO FIRM ON ACCEPTANCE:</u></p>			
	<p>Please note that an extra 250 stamps of each duty are required as specimens for the Crown Agents Stamp Bureau Publicity Section (H2) making 1,650 in all.</p>			
	<p>You must ensure that the lettering stands out against the background colours of the stamps and pay special attention to the rigging of the ships.</p>			
	<p>We have noted your delivery schedule as follows:-</p>			
	<p>1st batch of proofs 21 June 1977,</p>			
	<p>Balance end week beginning 20 June 1977</p>			
	<p>Despatch 8 weeks from approval of proofs</p>			
	<p>We have also noted your reprint price schedule as quoted in your letter of 4 January 1977 as follows:-</p>			
	<p><u>QUANTITY</u></p>	<p><u>RATE PER 1000</u></p>		
	<p>25,000</p>	<p>£8.48</p>		
	<p>50,000</p>	<p>£4.24</p>		
	<p>100,000</p>	<p>£2.12</p>		
	<p>200,000</p>	<p>£1.60</p>		
	<p>500,000</p>	<p>£1.10</p>		
	<p>This will of course be subject to any price variations negotiated in the future in accordance with the Crown Agents Price Variation Clause for Security Printing Contracts.</p>			
	<p>Your request for 300 sets of commercial specimens is agreed. You may obtain these stamps from the Crown Agents Security Control Officer, on request, on completion of the contract.</p>			





# 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		<p style="text-align: right;">(14)</p> <p style="text-align: right;">(30)</p>
			4.7.77			
		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

ADDRESS

**LTF CROWN SUTTON**

**No. 170**

NEW DEFINITIVE STAMP ISSUE FDCs. IN ORDER TO ASSESS LOCAL REQUIREMENTS GRATEFUL ADVISE ON COMBINATION OF STAMPS PROPOSED PER COVER. MYTEL 299 OF 10.12.76 SUGGESTED TWO ALTERNATIVES AND A THIRD POSSIBILITY IS FOR THERE TO BE A SHORT SET OF LOW VALUES WHICH WOULD HOWEVER MAKE VALUE OF OTHER COVERS HIGH. YOU MIGHT HAVE FURTHER SUGGESTIONS. ON RECEIPT OF YOUR REPLY QUANTITY OF COVERS REQUIRED WILL BE TELEGRAPHED EARLY.

SECRETARY



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.





37 95

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

Mr A J P Monk  
Chief Secretary  
Chief Secretary's Office  
Stanley  
FALKLAND ISLANDS

Our ref H1/FALK IS 3/01739/1

Your ref

Date 21 June 1977

Dear Mr Monk

**NEW DEFINITIVE STAMP ISSUE**

I am pleased to enclose for your local use a set of fifteen bromides which were produced for the above stamp issue.

You will by now have received your "Advices of Order Placed" for this contract, from which you will see that the proofs are now due and that despatch will be made eight weeks from approval of proofs.

I have noted that you intend to release this issue in late November or early December and should be grateful if you would advise whether you have yet decided on an actual date for this issue.

Yours sincerely

M VAUGHAN

IZ/JG  
Enc.



96 38



ZCZC D096 AT5230 HCN533 TX267103  
FKLX HL GBLA 082  
LONDONLATLX 82 6 1331 PAGE1/50

LTF  
SECRETARY  
PORTSTANLEYFALKLANDISLANDS

YRTEL 170 NEW DEFINITIVE FDCS IF YOU ARE WILLING TO HAVE  
FIVE COVERS AS FOLLOWS (A) THREE POUNDS 1P 2P (B)  
ONE POUND 3P 4P (C) 50P 5P 6P (D) 25P  
7P 8P (E) 20P 9P 10P DESIGNS TO FEATURE VALUES  
AS FOLLOWS (A) THREE POUNDS (B)

HCN533

ONE POUND (C) 50P (D) 7P (E) 20P  
WE HAVE POTENTIAL CUSTOMER FOR 3000 EACH COVER SUGGEST SIZE  
AND QUALITY OF COVER AS FOR JUBILEE PLEASE CABLE COMMENTS BY  
RETURN

CROWN SUTTON

COL CKD



NNNN





PST/2/13

CZC D156 ATS309 HCQ222 TX267103  
KLX HL GBLA 018  
LONDON/LA TLX 18 12 1612

LT  
SECRETARY  
PORTSTANLEYFALKLANDS

MYTEL 6TH PLEASE ADVISE WHETHER PROPOSAL OF FIVE FDGS DEPICTING  
MAIL SHIPS ACCEPTABLE  
CROWN SUTTON

COL LT 6TH

NNNN



97  
39

CABLE & WIRELESS

KEEPS YOU IN TOUCH

WIRELESS

TOUCH

CABLE & WIRELESS  
EPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH



98  
40

(a)

£ 3.00
1
2
£ 3.03
1.07
61
40
39
£ 5.50

(b)

£ 1.00
3
4
£ 1.07

(c)

<u>50</u>
5
6
<u>61P</u>

(d)

25
<u>7</u>
P
40

(e)

<u>20</u>
9
10
39

Selling price:

either :

or :

3.10		1.20	.70	50	50
3.20		1.20	.75	55	55
<del>£ 3.50</del>		<del>£ 1.25</del>	<del>£ 85</del>	<del>£ 60</del>	<del>£ 60</del>
		1.40			





# 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;"> </div>
			18.7.77			
		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. 181

YOURTEL 6TH. AGREE TO FIVE COVERS WITH VALUES AS SUGGESTED. FDC DESIGNS TO FEATURE ADAPTATION OF JOHN SMITH DESIGN IN RED GOLD AND BLACK AS REQUESTED IN MY LETTER OF 23 MARCH 1977 AND ADVISED IN YOURTEL OF 14 JUNE AS BEING READY. ALSO AGREE SIZE AND QUALITY OF COVERS AS FOR JUBILEE ISSUE BUT WHITE OR CREAM NOT THE GREY OF THAT ISSUE. TOTAL QUANTITIES REQUIRED LOCALLY ARE (A) ONE THOUSAND (B) ONE THOUSAND (C) (D) AND (E) THREE THOUSAND EACH MAKING TOTAL ELEVEN THOUSAND COVERS. ASSUME BUREAU WILL AFFIX STAMPS

CHIEF/SLC



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.



Rem at (45).

43

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 R Morrison  
Ag Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
SOUTH ATLANTIC

Our ref H1/FALK IS 3/01739/1

Your ref

P-7/2/13

Date

20 July 1977



Dear Mr Morrison,

NEW DEFINITIVE STAMP ISSUE

Enclosed you will find the fifteen finished artworks together with a set of fifteen proofs which have been produced for your New Definitive stamp issue. I should like to suggest that you approve these subject to the following amendments :-

1p

1. Remove overall spotting
2. Improve overall registration
3. Match green and dark-grey of hull to artwork
4. Lighten sea behind lettering slightly.

2p

1. Remove overall spotting
2. Improve overall registration
3. Match colours of ship's hull to artwork
4. White pennant to have red spot
5. Reduce intensity of sky colour
6. Lighten sea behind lettering slightly.

4p

1. Remove overall spotting
2. Match all colours to artwork
3. Eliminate breaks in rigging
4. White pennant to have red spot
5. Lighten sea behind lettering slightly.

5p

1. Remove overall speckling
2. Improve registration
3. White pennant to have red spot, flag showing 'F' to be blue
4. Match all colours to artwork
5. Lighten aspect overall.

6p

1. Lighten sea slightly to match artwork.

7p



To Mr D R Morrison

Date 20 July 1977

7p

- 1. Remove overall spotting
- 2. Improve overall registration

*lighter sea*

8p

- As for 7p
- PLUS - 3. Reduce intensity of background colour.

*Less blue*

9p

As for 7p and 8p

*Colours 1890-1897 ✓ HM.*

10p

- 1. Remove overall spotting
- 2. Improve registration
- 3. Make rigging less heavy
- 4. Match colours of hull to artwork. ✓

*same as 9p.*

20p

- 1. Remove overall spotting
- 2. Improve registration
- 3. Lighten aspect overall. ✓

50p

- 1. Remove spotting

*v. gd.*

£1

- 1. Remove overall spotting
- 2. Improve registration
- 3. White pennant to have red cross

*v. gd. Better signpost ✓*

3p

Improve registration

- 2. Match colours to artwork in particular:-
  - (a) blue stripe of flag
  - (b) green of lifeboat
  - (c) markings on bow.

£3

- 1. Improve overall registration

25p

- 1. Improve overall registration
- 2. Match colours of flags to artwork
- 3. Match yellow of bow to artwork.

*lighter alternative given in border*

*All barkegts as delicate as 30p.*

/In

From THE CROWN AGENTS

Page No. 3

To Mr D R Morrison

Date 20 July 1977

In addition to the above comments, special attention should be paid to all the flags to ensure colours are correct and to the rigging.

You will notice from our letter of 19 January that it was intended for ease of printing that the silhouette of Her Majesty and the border should be printed in a special colour. By some oversight, however, this has occurred on only the following values :-

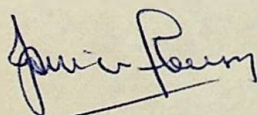
2p, 3p, 8p, 9p and 25p.

The silhouettes on the remaining values all take on shades of blue/grey/green of the sky or sea in each case as in fact was originally intended and in my opinion this gives a better effect than having the silhouette in the border colour.

I suggest that if any changes are made in the silhouette colour, they should be made on the 2p, 8p and 9p values where perhaps the silhouettes could also take on shades of the sea if so desired.

You will by now have received my telegrams of 6 and 12 July regarding the proposal of five First Day Covers each depicting mail ships. If you are in agreement with this idea, we have a potential customer for a quantity of 3000 of each of the five covers. I look forward to receiving your comments on this proposal together with your comments on the proofs enclosed.

Yours sincerely



M VAUGHAN

IZ/JG

Enc.



(44)

Hebe Street  
Stanley

July 22nd 1977

The Deputy Chief Secretary  
The Secretariat  
Stanley.

Dear Sir,

Thank you for allowing me to look at the Bromides of the new definitive stamp issue on which I would like to offer the following remarks:-

ORAVIA

Would it not be better to put P.S.N.C. or P.S.N.C. Line on the stamp instead of ORAVIA. The name of the ship would almost certainly cause comment if it appeared with the dates 1900-1917 as it does on the bromides, as the ORAVIA sank on the Billy Rock in 1912. She is really a representative of the ships of the Pacific Steam Navigation Company which carried the Mails between 1900-1917.

MEMPHIS

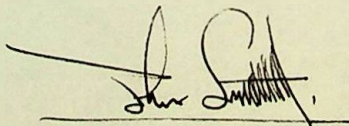
Here again I feel it would be better to put KOSMOS LINE instead of MEMPHIS, as MEMPHIS only called on a few occasions at Stanley, being one of ~~several~~ several ships of the KOSMOS line which carried the Mails between 1880-1900.

MERAK N

MERAK N

Did MERAK N call at Stanley in 1951? Could this be checked with the copies of my notes which appeared on the original paintings.

Yours faithfully

A handwritten signature in dark ink, appearing to read "John Smith", is written over a horizontal line. The signature is stylized with a long horizontal stroke extending to the left and a series of vertical strokes for the name.

John Smith



(45)

Ref: PAT/2/13

11 August 1977

Crown Agents  
 St Nicholas House  
 Sutton Surrey  
 SM4 1EL

For the attention of Mr J Sims and Mr M Vaughan

FALKLAND ISLANDS DEFINITIVE STAMP ISSUE

(43)

Please refer to your letter H1/PALK IS 3/01739/1 of 20 July. We agree all the comments relating to the individual issues as set out in your letter, but would ask you to take account of the following additional comments:

- |              |     |   |
|--------------|-----|---|
| i) MERAK N   | 3p  | The date should be 1951-52  |
| ii) FITZROY  | 4p  | The date should be 1936-57  |
| iii) LAFONIA | 5p  | Match colour of sea to artwork  |
| iv) FALKLAND | 7p  | Lighten the sea slightly behind lettering   |
| v) ORAVIA    | 8p  | The date should be 1900-1912  |
| vi) MEMPHIS  | 9p  | The date should be 1890-97  |
| vii) BAIRY   | 25p | Lighten or change the alternate colouring in the border. At a quick glance and except in the best light the border looks like a solid black line. |

2. As regards the silhouette of Her Majesty we believe that those on the 3p and 25p may remain as indicated, but that those on the 2p, 8p and 9p should be changed to be in the same shade as the sky. This would mean that the silhouette on the complete set matched the background sky and/or sea.

3. To assist you in appreciating our general view we find the 50p stamp ideal. The shading, liveliness and registration seem to be near perfect. We are also very much attracted to the 23 stamp.

4. Generally we believe that, where the lettering does not show up clearly, it would be wise to lighten the colour of the sea, so long as this does not detract from the overall effect.

See (47) Cost £1325



11 August 1977

2

5. We endorse your opinion concerning those stamps (notably the 2p, 8p and 10p) where the background colour is too vivid and the nixbus a little too sharp. The printing of the rigging on all stamps is good - neither over strong nor too light. On all the stamps it should remain as in the proofs.

6. The proofs are returned herewith. We are returning the artwork under separate cover.

A J P Monk  
Chief Secretary



REPLY AT

49

15 August 1977


J Sims Esq  
Crown Agents  
St Nicholas House  
Sutton, Surrey  
SM1 1EL

## COLONY NEW DEFINITIVE STAMP ISSUE

Mr John Smith, the artist of the designs for our next definitive, has asked me if there would be anything untoward if he was to compile a set of FDCs of his own design, sign these and sell them at £5 a cover in a limited edition.

2. What I believe he has in mind is to use the five official FDCs and sign 250 of each of these so that he would retail a set at £25, making a net profit of approximately £5,000.

3. Many people do make up their own FDCs and this seems to be acceptable in the philatelic world but I shall be most grateful for your advice as to the propriety of what John Smith proposes, bearing in mind that he is the artist and that the copyright of the designs is vested in Government.



A J P Monk  
Chief Secretary

m.

48

# MEMORANDUM

Reference P & T/2/13

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

Date 30th August, 1977.



From Postmaster.

To Chief Secretary.

**URGENT**

Subject:- New Definitive Issue: First Day Covers.

47

Your memorandum dated 29th refers.

I do not agree there should be such a variation on the cost of covers. In each case the additional cover cost should be the same, give or take a penny for convenient rounding off. The suggested charge of 50p is, in my opinion, excessively high - my suggestion of 15p per cover is quite high.

Postmaster.



29th August 1977

47

Chief Secretary

Postmaster

New Definitive Issue: Selling price for FDC's

See 40

I have discussed this matter with the C.S. and he suggests for your consideration that the prices should be -

(A) £3.50; (B) £1.40; (C) 95p; (D) 60p; (E) 60p;

i.e. a total of £6.95 for the full set.

2. Would you please comment.

  
CHIEF SECRETARY

Reply at 48



*Handwritten signature*

49

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

H1/Falkland Islands 3/01739



30th August 1977

Dear Mr Monk,

NEW DEFINITIVE STAMP ISSUE

Thank you for your letter P&T/2/13 of 15th August <sup>46</sup> about the proposal for John Smith to issue a limited edition of first day covers.

I can see no possible objection to this proposal, but there are two small points you may like to bear in mind :-

1. From the way you write I infer, perhaps wrongly, that this is a private venture with the artist retaining in full the proceeds from the sales he makes and committing himself only to two items of expense, apart from publicity. Those two items are the purchasing of the stamps at face value, and the purchasing of suitable covers, a relatively small proportion of the selling price, leaving the artist rather than Government with a sizeable profit.
2. In the publicity, credit for the design will be given to John Smith, but the words "adapted by Granger Barrett" will need to be added. Mr. Smith should not, I suggest, claim sole credit. If he were to do so he could be accused of misleading his customers.

Yours sincerely,

*Handwritten signature: E J Sims*

*Handwritten initials: EJS*  
E J SIMS  
Head of Security Printing

Mr A J P Monk



Ref: P&T/2/13

9 September 1977

John Smith Esq  
Stanley

You remember you asked me for my views on your personal FDCs and I promised to write to Crown Agents about this.

I have now received Crown Agents' reply in which they infer that this would be a private venture with the artist retaining in full the proceeds of the sales he makes, and your only outgoings being publicity, purchase of the stamps, and the purchase of suitable covers. I understand that this is correct.

They do make the point that in the publicity being issued by Crown Agents credit for the design will be given to you as artist, but the words "adapted by Granger Barrett" will need to be added.

This is not terribly helpful and I cannot really think of a way round it. Perhaps if you were to make some reference to Granger Barrett this may overcome the problem.

*[Handwritten signature]*  
A J P Monk  
Chief Secretary

JE



51

# GOVERNMENT TELEGRAPH SERVICE

FALKLAND ISLANDS

## SENT

Number	Office of Origin	Words	Handed in at	Date
				13.9.77

To

STAT CROWN SUTTON

No. 236

COLONY NEW DEFINITIVE. COST OF COVERS SHOULD BE STAMP VALUES PLUS  
FIFTEEN PENCE FOR EACH COVER

CHIEF SEC

c.c. POSTMASTER



Time



CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

PRINTERGRAMS VW  
PRINTERGRAMS  
ZCZC D069 AT5016 HCP622 TX267103  
FKLX HL GBLA 025  
LONDON/LA TLX 25 14 1656

**URGENT**

(52)



LTF  
CHIEF SEC  
PORTSTANLEYFALKLANDISLANDS

(51)

YRTEL 236 NEW DEFIN ASSUME YOU REFER OFFICIAL COVERS FACE  
PLUS 15 PENCE AND NOT PROJECT COVERS PLEASE CONFIRM  
CROWM SUTTON

COL LTF 236 15

*DCS*  
*Pl. reply.*  
*B 15/9*



# 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	(53)
			15.9.77			
		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

H.o. A/C

No. 242

YRTEL 14 SERT. NEW DEFINITIVE. CONFIRM 15PENCE IS FOR OFFICIAL  
COVERS. PLEASE ADVISE WHEN STAMPS WILL BE AVAILABLE AND IF THEY WILL  
BE SHIPPED BY JOHN BISCOE OR BRANSFIELD

CHIEFSEC

cc. PM



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.



14th September 1977

4 Hebe Street  
Stanley

The Chief Secretary  
The Secretariat  
Stanley



Dear Sir,

Thank you for your letter of the 9th September re signed FDCs for the new definitive Mail Ships stamps. As you say the Crown Agents reply is not terribly helpful but I feel that ~~that~~ the problems presented can be overcome.

2 My proposal is that if people wish me to sign the Official First Day Covers, then I will be prepared to do so at £25.00 per set of five, up to a limit of 250 sets.

3. As I understand that the Device on the First Day Covers is to be based on a design which I prepared and submitted—and incidentally for which mention of payment has never been made— I feel that I can claim that the Official First Day Covers can be classed as suitable covers. I did also suggest a colour scheme to be used.

4. I will only be signing the Covers ~~in~~ as the artist of the original paintings, not the adaptor. Although Granger Barrett was responsible for the layout and the excellent Frames it should be remembered that we have requested that most of the other adaptations which he did should be removed,

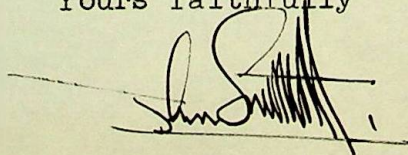
Contd.....

To: The Chief Secretary, contd..

i.e. going back to the artists/original colours;  
lightening the sea again; taking away his rather  
oddly coloured skies in some instances; replacing  
the correct colours in some of the flags.

S. Perhaps I could call and discuss these comments  
with you at some convenient time during the next  
week?

Yours faithfully

A handwritten signature in black ink, appearing to read 'John Smith', written over a horizontal line. The signature is stylized and somewhat cursive.

John Smith



Ref: P&amp;T/2/13

28 September 1977

Crown Agents  
St Nicholas House  
Sutton  
Surrey SM1 1EL

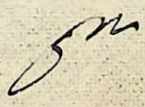
For the attention of E J Sims Esq

NEW DEFINITIVE STAMP ISSUE

Thank you for your letter H1/Falkland Islands 3/01739 dated 30th August 1977, the contents of which I have conveyed to Mr Smith.

2. Mr Smith takes the point about the credit to be accorded to Mr Granger Barrett, but is inclined to the view that as his was the original artwork, for which he was commissioned by this government, there could be no objection to his procuring a limited number of FDCs and merely signing them; and frankly I can see no legal impediment to this. Naturally we should like to retain some of the income from this source, although it is probably fair and equitable that Mr Smith is allowed to make something out of the venture. I think all I can do, therefore, is to reiterate to Mr Smith that he may expose himself to an accusation of misleading his customers if he does not add the words "adapted by Granger Barrett", although again on strictly legal interpretation it is difficult to see how we can dictate to him over this if he merely means to obtain some FDCs and virtually sell his signature on them.

3. Perhaps you would be kind enough to take another look at this proposal and tell me if there is any legal consideration that I have overlooked. If there is, I am sure Mr Smith would want to be the first to be informed as he is not the sort of person to wish to offend against the law in any way.



A J P Monk  
Chief Secretary



56

4.10.77

LTP CROWN BUTTON

NO. 264

IN YREKLEB YRTEL 4 OCT. TELECONS. AGRES ISSUE 24TH OCT .

NEW DEFINITIVE. PLEASE ADVISE WHEN STAMPS BEING DESPATCHED NYTEL 242  
15/9 REFERS.

JUBILAE BOOKLETS WILL THESE BE DESPATCHED SOON?

CHIEFSEC





WIRELESS CABLE & WIRELESS

KEEPS YOU IN TOUCH



WIRELESS CABLE & WIRELESS

KEEPS YOU IN TOUCH

ZCZC D144 AIS111 HCP852 TX257103  
FKLX HL GBLA 028  
LONDON/LA TLX 28/26 10 0928

(57)

copy to *[handwritten signature]*  
*[handwritten initials]*  
12/10

sent 8/12/10

LT  
CHIEFSEC  
STANLEYFALKLANDISLANDS

(56)

RYT 264 NEW DEFINITIVE HOPEFULLY FOR DESPATCH PER  
ANNETTE DANIELSON SAILING MIDDEC STOP JUBILEE BOOKLETS  
ANTICIPATED READY FOR AIRFREIGHT MIDNOV  
VAUGHAN CROWN SUTTON

COL LT 264



RT/2/13 - N. DEF. ✓  
RT/1/11 - Jubilee Booklets

NNNN

WIRELESS CABLE & WIRELESS  
KEEPS YOU IN TOUCH



31st October

77

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

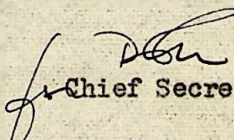
Dear Mike,

Please refer to your telegram of 31st October about the future policy of the affixing of stamps to FDCs.

2. This isn't an easy one to answer as the Postmaster cannot undertake this unless he has the stamps and covers here in good time to enable his team to undertake the work. As you know only too well we always seem to be involved in a last minute rush to get the issue on sale. I suppose we must share some of the blame for this for not getting material to you quickly enough or giving you the 18 months you would like. Another inhibiting factor is the lack of a speedy sea mail service by which we can get FDCs here. I, personally, give stamp matters priority but difficulties do arise from time to time.

3. I think the best thing to do is not to commit ourselves at this stage and hope that we can in future undertake the affixing of stamps here. This is theoretically the best plan as it means a part time job for a team and keeps money within the Colony.

Yours faithfully,

  
Chief Secretary

MW

cc: Postmaster



CABLE & WIRELESS

KEEPS YOU IN TOUCH

ZCZC D384 ATS339 LHD263 XLH145 TX267103  
FKLX CY GBLH 051  
LONDON/LH 51/49 28 1425

P-T/2/13

ETAT  
CHIEF SEC  
STANLEYFALKLAND ISLANDS

*Handwritten initials/signature*



(61)

PLEASE CONFIRM SOONEST THAT YOU WISH NEW DEFINITIVE STAMPS  
TO BE AFFIXED TO FIRST DAY COVERS HERE STOP FOR FUTURE  
POLICY DO YOU HAVE FACILITIES FOR STAMP AFFIXING TO FDCS  
OR DO YOU WISH STAMPS TO BE AFFIXED HERE FOR EVERY ISSUE  
VAUGHAN

CROWN SUTTON

COLL CHIEF SEC FDCS



CABLE & WIRELESS  
PS YOU IN TOUCH  
CABLE & W  
KEEPS YOU I



# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS
OFFICE STAMP AND DATE <i>Part 113</i>		NO. OF WORDS	DATE	TIME		(62)
			31.10.77			
		INSTRUCTIONS				
<b>VIA CW</b>						

5147

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

**EMAT CROWN LONDON**

**NO. 297. PLEASE PASS VAUGHAN CASB SUTTON.**

**YRTEL 28th CONFIRM DEFINITIVE STAMPS TO BE AFFIXED TO FDCS. WRITING ABOUT FUTURE POLICY.**

*See (60)*

CHIEF SEC



cc: PM

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

*[Signature]*

TELEPHONE

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.



POT/2/13

ZCZC D056  
 ZCZC ATS431 HCQ193 TX267103  
 FKLX HL GBLA 028  
 LONDON/LA TLX 28/26 3 1446

AS  
1

LT  
 CHIEFSEC  
 PORTSTANLEY FALKLAND ISLANDS

REF FALKLAND ISLANDS NEW DEFINITIVE EXPECT STAMPS READY FOR  
 DESPATCH 23 DECEMBER PLEASE ADVISE DESPATCH METHOD AND INTENDED  
 RELEASE DATE SOONEST  
 CROWN SUTTON

COL 23



29  
63






# CABLE AND WIRELESS

## CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	5147
OFFICE STAMP AND DATE		NO. OF WORDS		DATE	TIME		
				4.11.77			
		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

ETAT CROWN LONDON

NO. 301 PLEASE PASS VAUGHAN CASE .

YRTEL 3 NOV. CORONATION. AGREE CANCELLATION CACHET EACH ISSUE.  
PROVIDED FI COVERS STAMPS SHIPPED MARCH ANNETTE DANIELSON CAN COPE.

2. NEW DEFINITIVE. PRESS PRINTERS ENABLE SHIPMENT CHARTER VESSEL  
15 DECEMBER OTHERWISE AIRFREIGHT COVERS STAMPS FOR RELEASE LATE  
JANUARY 1978.

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





66

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

H1/FALKLANDS 01739

17 October 1977

Your ref P&T/2/13



Dear Mr Monk

NEW DEFINITIVE STAMP ISSUE

Please refer to your letter of 28 September. (55)

As far as I can see there can be no legal considerations that need concern John Smith about signing first day covers: but I suggest that to be safe he should not explicitly do so as being the artist. Any back up to his signature and any publicity material he may issue should indicate that the stamps are "from" his designs.

It then remains only to hope his promotion is successful. You and he may like to know that I have considered whether we could market this special promotion. I conclude that it would be wrong for you or us to be seen to be marketing a private venture, especially with a fairly high mark-up. I think you will agree.

I agree  
EJS

Yours sincerely

E J Sims  
Head of Security Printing

A J P Monk Esq  
Chief Secretary



7th November

77

Mr. John Smith,  
Stanley.

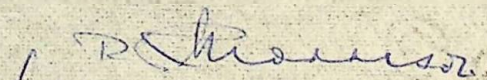
Dear Sir,

Mr. Monk wrote to the Crown Agents about your signing of first day covers.

The Crown Agents advise that as far as they can see there can be no legal considerations that need concern you about signing first day covers except that to be on the safe side you should not explicitly do so as being the artist. Any back up to your signature and any publicity material you may issue should indicate that the stamps are "from" your designs.

I hope that the above information enables you to proceed with your project and hope that it is successful.

Yours faithfully,

  
CHIEF SECRETARY



CABLE & WIRELESS  
KEEPS YOU IN TOUCH

WIRELESS  
CABLE & WIRELESS  
KEEPS YOU IN TOUCH

ZCZC D149 AT5528 LHD511 XLH123 1X207103  
FKLX HZ GBLH 073  
LONDON/LH 73/70 10 1217

68

LTF  
CHIEFSEC  
PORTSTANLEYFALKLAND ISLANDS

CABLE & WIRELESS LTD.  
11 NOV 1977  
FALKLAND ISLANDS

11/11/77

REF FALKLAND ISLANDS NEW DEFINITIVE STAMP FULLSTOP AS ORIGINALLY  
PROMISED THE PRINTER WILL DELIVER STAMPS EIGHT WEEKS FROM  
RECEIPT APPROVED PROOFS I.E. 22 DECEMBER FULLSTOP  
YRTEL 7 NOVEMBER NO.301 REFERS SHIPMENT 15 DECEMBER  
IMPOSSIBLE THEREFORE ASSUME AIRFREIGHT FIRST FLIGHT ARRIVES  
STANLEY 5/1/78 FULLSTOP WOULD APPRECIATE EXACT RELEASE/  
DATE FULLSTOP REF SILVER JUBILEE BOOKLETS WILL DESPATCH  
MIDNOVEMBER SHOULD ARRIVE  
24 NOVEMBER FULLSTOP PLEASE CABLE RELEASE DATE  
CROWN SUTTON

CHIEF SECRETARY  
11 NOV 1977  
FALKLAND ISLANDS

COL LTF 22 7 301 15 5/1/78 24

Air parcel post  
28th Nov.



69

Crown Agents for Oversea Governments and Administrations

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

Mr John Massingham  
Chief Secretary  
The Secretariat  
Stanley  
FALKLAND ISLANDS  
South Atlantic

Our ref H1/FALK IS 3/01739/1

Your ref

Date 3 November 1977



Dear Mr Massingham

FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

I have pleasure in enclosing a set of colour proofs produced by Questa Colour Security Printers Limited for the above stamp issue.

2 I have examined the proofs on your behalf and have advised the printer that the 4p, 20p and 25p proofs are approved without amendment and that the remaining proofs have been approved subject to the following amendments:-

- 1p - (i) improve registration  
(ii) remove spotting generally, especially blue spot in smoke near flag.
- 2p - (i) make colour of ship's hull match artwork.  
(ii) remove red spot near ship's prow  
(iii) remove general white spotting
- 3p - (i) intensify mauve of background to match artwork; at present looks too grey.  
(ii) remove general white spotting.  
(iii) make blue of French flag deeper, at present looks purple due to red coming through.  
(iv) remove fine blue hairline on background halfway between "1952" and to left of ship's derricks.
- 5p - (i) make sea greener to match artwork.  
(ii) remove general white spotting especially on background grey.
- 6p - (i) make colour of sea match artwork.  
(ii) make red deeper to match artwork.
- 7p - (i) remove blue spots, near top of stack and beneath "9" of "1934".  
(ii) remove black spot to right of stack halfway back.  
(iii) decrease intensity of black plate to match artwork.  
(iv) remove general white spotting.

/8p



Mr John Massingham

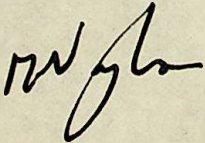
To .....

- 8p - (i) remove white mark on border near bows of ship.  
(ii) top vertical wire of ship broken (not on artwork).
- 9p - (i) make red match artwork.
- 10p - (i) make rigging less heavy.  
(ii) make colour of sails match artwork.  
(iii) make gradation from white into green background less sharp.
- 50p - (i) improve definition of flags.  
(ii) make colour of sails match artwork.
- £1 - (i) remove white blot on Queen's silhouette.  
(ii) improve registration.
- £3 - (i) make colours at ship's bows match artwork.  
(ii) make colour of sails match artwork.  
(iii) remove dark red spot on Queen's silhouette.  
(iv) intensify black of hull to match artwork.

3 One proof of each value is enclosed herewith for your  
--- information and retention.

4 I trust that this action has your approval.

Yours sincerely



M VAUGHAN

RN/MRD





69a

Crown Agents for Oversea Governments and Administrations

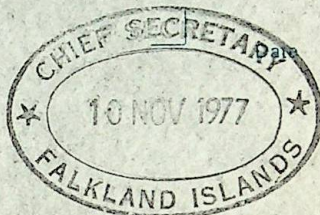
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr John Massingham  
Chief Secretary  
Secretariat  
Stanley  
FALKLAND ISLANDS  
South Atlantic

Our ref H1/FALK IS 3/01739/2

Your ref

3 November 1977



NEW DEFINITIVE STAMP ISSUE

I refer to the official First Day Covers to be produced in connection with the above stamp issue, and have pleasure in informing you that an order has been placed with Messrs B C Deere for the production of 17,250 covers.

2 Eleven thousand covers were requested by yourself in your cable of 20 June 1977 and the remainder are required by the Crown Agents Stamp Bureau.

3 Your cable of 1 November 1977 requested that Crown Agents affix stamps to the covers, and this will be done as quickly as possible.

Yours sincerely

M VAUGHAN

RN/MRD






# 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		
			11.11.77			
		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 LONDON

NO. 313 FOR VAUGHAN CASB. YRTEL 10 NOV. AIRPORT ISSUE. 35,000 3P,

20,000 11P, 15,000 EACH 15P AND 22P, 3,000 PDCS FOR LOCAL SALE.

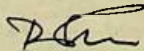
PARA 2. NEW DEFINITIVE. INWARD FLIGHTS ON MONDAYS WEF DECEMBER ALLOWING TIME FOR DELAYS RELEASE DATE 1 FEBRUARY 1978.

3. PLEASE AIR PARCEL POST JUBILEE BOOKLETS NOT AIRFREIGHT. IF RECEIVED 24 NOV RELEASE DATE 28 NOVEMBER

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



11 NOV 1977

TELEPHONE



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

ZCZC D217 ATS594 LHE452 XLH190 TX267103  
FKLX CY GBLH 062  
LONDON/LH 62/58 16 1440

72

ETAT  
CHIEFSEC  
STANLEYFALKLAND ISLANDS



YRTEL 313 PARA 2 AS NEW DEFINITIVE SCHEDULED FOR MAIN  
FEATURES IN TWO LEADING UK PHILATELIC MAGAZINES IN JANUARY  
INCLUDING COLOUR ON COVERS PLUS ASSOCIATED ADVERTISING  
AND PROMOTIONS STRONGLY RECOMMEND ADVANCING RELEASE TO 23RD  
JANUARY TO ACHIEVE OPTIMUM IMPACT STOP UNDERSTAND SUPPLIES  
DUE TO ARRIVE 5TH JANUARY FLIGHT STOP PLEASE CABLE CON-  
FIRMATION SOONEST  
CROWN SUTTON

COL ETAT 313 2 23RD 5TH



NNNN





# 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		(73)
			17.11.77			
		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

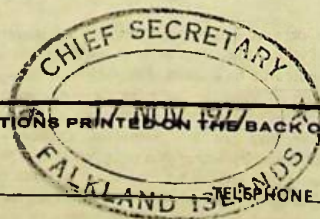
CLASS AND ADDRESS  
ETAT CROWN LONDON

No. 318

PLEASE PASS VAUGHAN CASB SUTTON. YOURTEL 16TH NEW DEFINITIVE. AGREE EARLIER RELEASE DATE BUT 25TH REPEAT 25TH AND NOT 23RD.

CENTENARY POSTAGE STAMPS. WE ARE AIMING FOR RELEASE DATE IN AUGUST 1978. WILL REPLY BY LETTER ABOUT STUDY GROUPS ACTIVITIES

CHIEF SEC



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

*DS*



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.



# 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		(74)
				17.11.77			
		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

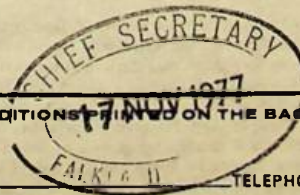
ADDRESS

LTF CROWN LONDON

NO. 321 PASS VAUGHAN CASB EARLY.

COLOUR PROOFS NEW DEFINITIVE. 9p IF NOT TOO LATE ENSURE THAT CENTRE STRIPE ON FLAG AT STERN IS WHITE NOT YELLOW, INTENSIFY QUEENS HEAD. 50p FLAG ON FOREMAST COULD HAVE BETTER DEFINITION IN CENTRE. £1 DOES NOT APPEAR SAME AS ORIGINAL ARTWORK. £3 COLOURS SHOULD MATCH ARTWORK REMOVE RUST COLOUR AT BOWS AND STERN. BORDER BIT WEAK.

CHIEFSEC



I REQUEST THAT THE ABOVE TELEGRAM BE FORWARDED SUBJECT TO THE CONDITIONS STATED 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

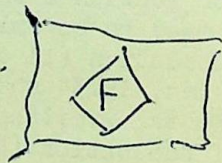
P.T.O.



Suggestions in addition to those in letter.

9p: Ensure that the centre stripe on flag at stem is white not yellow: Queens Head appears too wealthy should be intensified

50p: Flag on foremast could have better definition in centre.



£1: Colour in Bomber edging makes it look like a bumble bee. Ship and Sails look generally wispy washing: - Compare with original artwork.

£3. Get all colours to match artwork.

Get rid of that vesting coloured stuff at bows and stem on proofs



Hebe Street  
Stanley

20.11.77

The Deputy Chief Secretary  
The Secretariat  
Stanley



Dear Sir,

Thank you for allowing me to look at the Proofs of the new definitive stamp issue, upon which I offer the following remarks:-

- 1p Agree with comments in C/As letter of 3.11.77. Check hull colour against original painting.
- 2p Agree with letter; Sky still looks unnatural.
- 3p. Leave back ground alone, it does not need to be anymore mauve than it already is on the stamp proof. I am unable to fully understand the comment in C/As letter 3p (i). The flag is Dutch not France. Otherwise agree with letter.
- 4p In order.
- 5p Match the sea against the original painting. Agree with comments.
- 6p Agree with comments.
- 7p Agree with comments.
- 8p Sky still looks unnatural. Get the Red in the Waterline and Flag to match the original painting. Otherwise agree with comments.
- 9p Agree with comments but also intensify Queens Head and intensify the centre stripe in Flag to white ~~from~~ from yellowish tinge as on proof. Sky still looks ~~n~~ unnatural.
- 10p Agree with comments especially (iii) The overall heavy Green aspect should be removed.
- 20p In order.
- 25p In order.
- 50p Agree with comments.
- £1 Compare with original painting for intensity and texture of colouring in sails and hull. This stamp now lacks body and vigour: not helped by the unfortunate choice of Frame colouring which gives a very wasp like effect. This is unfortunate as this stamp should have high impact and selling potential.
- £3 Agree with comments. At all cost get rid of the brown and replace with proper colours as in original painting.

done by  
tel

GENERAL: It should be impressed upon the person adapting the paintings for use as stamps that the colour



used in the original paintings were correct and should therefore not be altered by the whims and fancies of any one else. On several occasions we have had to ask the Crown Agents to arrange for the original colours to be used and now they are recommending it in their amendments to the printers.

Yours faithfully

A handwritten signature in blue ink, appearing to read 'John Smith', is written over a horizontal line. The signature is stylized with a large initial 'J' and 'S'.

John Smith

30th November

77

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

Dear Mr. Vaughan,

I have shown John Smith who undertook the original drawings for the definitive issue, the colour prints from Questa. You will recall that we sent you a very hasty telegram on 17th November about the 9p, the 50p, the £1, and £3 stamps in case it was possible to make some further alterations.

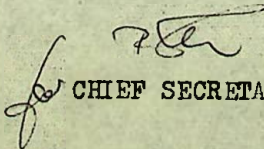
Mr. Smith had had a further good look at the colour proofs comparing them with his original designs and has the following comments to make:-

- 1p the hull should be checked against the original painting;
- 2p the sky still looks unnatural;
- 3p the background should be left as it is; it does not need to be any more mauve than it is already on the stamp proof. The flag is a Dutch flag and not French as indicated;
- 5p the sea should be matched against the original painting;
- 8p sky still looks unnatural, the red in the waterline and flag should match the original painting;
- 10p the overall heavy green aspect should be removed.

The general comment of Mr. Smith is that it would have been better to adhere to the colours in the original paintings instead of altering them.

I realise that it is now too late to do anything about this but I pass these comments to you as naturally Mr. Smith still has a deep interest in the issue and wishes them to be as perfect as possible.

Yours faithfully,

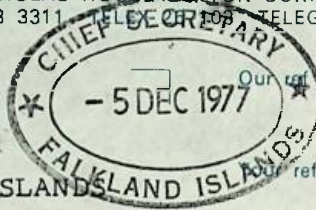
  
CHIEF SECRETARY





19

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



H1/FALK IS 3/01739/1

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

Handwritten initials and a date: *DS*  
*6/12*

Date 24 November 1977

Dear Mr Massingham

FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

73

Thank you for your cabled advice of 17 November, agreeing to the release date of 25 January 1978 for this new definitive stamp issue.

2 We will arrange despatch of these supplies by the first available flight in the new year, which is scheduled for 5 January and full details will be cabled to you nearer that time.

3 With regard to your telegram number 66 of the same date, we note your observations concerning the amendments to the proofs, namely 9p, 50p, £1 and £3 values, and would advise that both the 9p and 50p had been printed and the machine plates for the £1 and £3 were already prepared.

4 However, we consider that the faults specified in your telegram were covered in our instructions to the printer. We have discussed your required amendments with the printers who reassure us that the proofs were corrected in accordance with our instructions to match the artwork. Thus the stamps when printed should be satisfactory, and we have no misgivings on this point.

Yours sincerely

*M Vaughan*  
M VAUGHAN

*Mr Smith informed*  
*DSM*  
*6/12*

H1 /FALK IS 3/01739/1

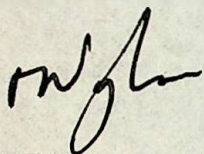
30 November 1977

To : Questa Colour Security Printers Ltd.

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4 Will you please apply for air freight instructions as soon as possible so that we may book the flight. Also if you are able to give us an early indication of the packages size our airfreight department can book provisional space which is all important in respect of the last stage of the journey.

Yours faithfully



M VAUGHAN  
for the Crown Agents.



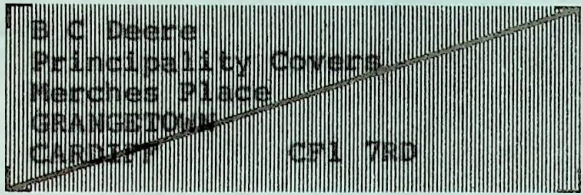
800



Telephone: 01-222 7730 Telex: 916205

ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL

ADVICE OF ORDER PLACED



Date of Order	4-10-77
Crown Agents' Reference	H1/FALK IS 3/01739/3
Account No.	249009
Authority	PT 7/1 of 14.6.73
Principal	Government of the Falkland Islands
Conts. Code	15001A
Department	P & T 100
1111	
1111 N H 2218 I	
SUPPLIER'S REF	
B C Deere 14.10;77	
DD	
2,810,77	

Dear Sirs,  
 Please supply the goods detailed below for delivery by the date shown in accordance with your quotation/offer dated 14.10.77 reference as above. This order is placed by us acting as the duly authorised agents of the above Principal and the Crown Agents' General Conditions of Contract 1972 and Special Conditions (where indicated) will apply. Please note carefully attached Despatch instructions. UK suppliers' invoices must be zero-rated for VAT purposes. Where despatch is made through Crown Agents, certificates of shipment will be provided as evidence of export, as agreed with H.M. Customs & Excise.

Packages are to be addressed as below and each must contain a detailed list of contents.

SHIPPING MARK ADDRESS FOR PARCELS

Reqn. C A	Reqn.
No.	
Gross Wt.	

QTY	Detailed description of articles	QUANTITY	Price Excl. Tax	Cost
	FALKLAND ISLANDS NEW DEFINITIVE FIRST DAY COVER		per 1000	
	Cost of producing 17,250 First Day Covers in accordance with artwork forwarded to you on 29 September. To be printed in 3 colours by die stamping.			
	Cost of Engraving set of 3 Dies			£115.00
	Cost of 17,250 conqueror vellum laid envelopes and die stamping in 3 colours	£43.65		752.96

The covers should be packed and sent to  
 First Day Cover Project Officer  
 Dept 1 Crown Agents  
 St Nicholas House  
 SUTTON Surrey

As soon as printing is complete. 6 specimen covers should be supplied free of charge. Please return the artwork as soon as possible.

Total cost	EX WORKS
	£867.96
	or Posted
Currency Code	
This total includes cost of all items including any on continuation sheets and allows for discounts and packing unless otherwise stated.	
DELIVERY: Packed ready for despatch by	
(N.B. Where contractor is arranging freight the delivery date includes delivery to vessel)	
28 OCTOBER 1977	

The space below this line is for Crown Agents use.

Colonial Secretary 6  
 Stanley  
 FALKLAND ISLANDS

A.O.P. Address

Notes to C.A. Dept.

Progress: Manual Prog. Rare Shipments. Liaise with 'S'



80

**CROWN AGENTS**  
4, MILLBANK, LONDON, SW1P 3JD

Telephone: 01-222 7730

Telex No. 916205

Crown Agents' Reference	H1 /FALK IS 3/01739/1
Authority	PT 7/1 of 14/6/73

**AMENDMENT OF CONTRACT**

No. 1

**COPY FOR PRINCIPAL**

~~Questa Colour Security  
Printers Ltd  
The House of Questa  
Parkhouse Street  
LONDON S E 5~~

SUPPLIER'S REF.	1107
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DATE 30 November 1977

For the attention of Mr C Gibson

Dear Sirs,

Further to the telephone conversation between Gibson/Taylor of 28 November, we thank you for your co-operation concerning the forthcoming despatch by air freight of this new definitive stamp issue.

2 As we discussed, the weight and dimensions of the parcels should not exceed those estimated by your Mr D Forkes last week. That is 52 kg 63 x 45 x 35 cm and 62 kg 67 x 53 x 35cm. These being the maximum package size, the small aircraft covering the last stage of the flight from Commodore Riva to Port Stanley, can carry.

3 This aircraft provides a regular service between the two countries each Thursday and it is probable that these supplies will be sent in two to three lots over the same number of weeks. Therefore in order to ensure that our Principal receives a supply of all values before 25 January, we would be grateful if you would kindly arrange for say 5,000 of each denomination to be packed in one or two cases, as necessary. We will then advise the airline authorities that these cases take priority over the balance of the consignment.

/4

SU/LF/30

<i>Chief</i> Colonial Secretary STANLEY FALKLAND ISLANDS	6
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Special notes to Principal:—

Kindly note our special packing instructions concerning a small quantity of all values.





82

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 H1/FALKLAND ISLANDS 3/01739/1

Your ref P & T/2/13

Date 15 December 1977

Dear Mr Massingham

THE FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

Further to your letter of 30 November, <sup>78</sup> we regret we were unable to make the amendments mentioned by Mr John Smith as you so rightly supposed.

However, I now enclose a running proof of each of the fifteen values and am certain you will agree that they make up an attractive issue. I trust that Mr Smith will also be pleased with the stamp design.

\* Full details of despatch of the stamp supplies will be advised in due course.

Yours sincerely

M VAUGHAN  
for the Crown Agents

JMT/JG  
Enc..

DCS  
wrt \* - might we not to know  
by now if we are to keep  
to scheduled release date?  
A hastened tel perhaps is needed?

Discussed: NFA. Stamps leaving UK 2/1/78  
29/12



2-1/2/13

83

ZCZC D473 ATS225 HCQ395 TX87316  
FKLX CO GBLA 031  
LONDON/LA TLX 31/27 28 1221

SEC  
PORTSTANLEY  
FALKLAND ISLANDS

2 PIECES 52KILOS CONTAINING NEW DEFIN FALKS STAMPS AIRWAYBILL  
16666322 BOOKED FLIGHT AR 135 2/1/78 TO BUENOSAIRE EARLIEST  
ONCARRIAGE REUUESTED STOP ELRICK CROWNAGENTS GATWICK

COL 52KILOS 2 16666322 135 2/1/78

CHIEF SECRETARY  
★ 29 DEC 1977 ★  
FALKLAND ISLANDS

CABLE & WIRELESS LTD.  
★ 29 DEC 1977 ★  
FALKLAND ISLANDS

NNNN

Post Office  
informed.  
NFA  
29/12 P.A.

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

WIRELESS  
JCH

LE & WIRELESS  
KEEPS YOU IN TOUCH  
CABLE & WIRE  
KEEPS YOU IN TOUCH



84

10.1.78

ETAT CROWN SUTTON

69

No. 7 YOURLET NEW DEFINITIVE. PLEASE ADVISE POSITION FDCs YRLET 3/01739/2 3 NOVEMBER REFERS. RELEASE DATE 25TH WHICH WE MAY HAVE TO POSTPONE IF FDCs UNRECEIVED BY THAT DATE. STAMPS DID NOT ARRIVE 9TH ALTHOUGH NOT UNDULY WORRIED ABOUT THIS

CHIEFSEC

CHIEF SECRETARY  
10 JAN 1978  
FALKLAND ISLANDS

CABLE & WIRELESS

KEEPS YOU IN TOUCH



ZCZC D110 ATS395 LHD244 XLH238 TX267103  
FKLX CO GPLH 036  
LONDON/LH 36/33 11 1600

85

ETAT  
CHIEFSEC  
PORTSTANLEYFALKLAND ISLANDS

84

YRTEL NO7 NEW DEFINITIVE SUPPLIES FLIGHT AR139 JAN 5TH STAMPS  
AWB 16666322 FDCS AWB 16666333 ETA STANLEY 12TH HOWEVER  
SUBJECT TO SPACE AVAILABLE ON FLIGHT FROM COMMODORE RUA  
CROWN SUTTON

COL NO7 AR139 5TH 16666322 16666333 12TH

copy to PM  
§ 11/1



NNNN

CABLE & WIRELESS  
KEEPS YOU IN TOUCH  
CABLE  
KEEP



CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

56

ZCZC D144 ATS418 HCM171 TX87316  
FKLY CO GFLA 019  
NDON/LA TLX 19 13 1130

SEC  
PORTSTANLEY

FALK IS 3/01739/1 10 C/S NEW DEFINITIVE STAMPS BOOKED  
BR665 17/1 AWB 05693564 STOP  
GILBERT CROWNAGENTS GATWICK

COL 3/01739/1 10 BR665 17/1 05693564

*Registry  
Copy to PM*

*Phoned to PM  
copy - P.M.  
16.1.78*

*John 16/1/78*



NNNN



87

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

PH1B/FALK IS 3/01739

Your Ref: P&T/2/13

4 January 1978



Dear Mr Massingham

FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

... I enclose two official First Day Covers. One is for your own records and the second is for the artist Mr J C Smith on whose original artwork the design is based. I should be grateful if you would kindly forward it to him on our behalf.

Yours sincerely

M VAUGHAN

Mr J Massingham



**CROWN AGENTS**

**St. Nicholas House, SUTTON, SURREY SM1 1EL**

Telephone: 01-643 3311

Telex: 267103

Crown Agents' Reference

PH1B/FALK IS 3/01739/1

Authority

PT 7/1 of 14.6.75

**AMENDMENT OF CONTRACT**

No. 3.....

**COPY FOR PRINCIPAL**

~~Questa Colour Security Printers  
Ltd  
House of Questa  
Parkhouse Street  
LONDON SE5 7TP~~



SUPPLIER'S REF.

1107

For the attention of Mr C Haswell

DATE 11 January 1978

Dear Sirs,

Further to our telephone conversation with your Mr Gibson on 6 January, we confirm that Stangib requires 10,000 sets of this Definitive stamp issue. In the circumstances we would be grateful if you would pack and despatch 10,000 stamps of each value for airfreight to Stangib as soon as possible.

2 The additional quantities you require of the 20p, 25p, 50p, £1.00 and £3.00 values are to be taken from the Crown Agents' Bureau supply.

Yours faithfully

*Jm Taylor*

*for* M VAUGHAN  
for the Crown Agents

SU/SJB/11

~~Chief~~ Secretary 6  
Stanley  
FALKLAND ISLANDS

Special notes to Principal:—

P&T/2/13

24

18th January


78

Mr. John Smith,  
Stanley.

Dear Sir,

I am pleased to be able to enclose an official first day cover prepared by the Crown Agents based on your original art work. I understand the stamps have arrived and we shall look forward to having a very attractive new definitive set on sale on 25th.

Yours faithfully,

  
CHIEF SECRETARY

us



ZZC D206 ATS459 LHC886 XLH021 TX267103  
LX CY GPLH 018  
LONDONLH 18/16 19 0925

ETAT  
CHIEFSEC  
PORTSTANLEY

CABLE & WIRELESS LTD.  
19 JAN 1978  
FALKLAND ISLANDS

BS

KINDLY CABLE CONFIRMATION SAFE RECEIPT DEFINITIVE SUPPLIES FOR  
RELEASE 25 JANUARY  
CROWN SUTTON

COL ETAT 25

FALKLAND ISLANDS  
20 JAN 1978  
CHIEF SECRETARY


NNNN



# 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		
				20.1.78			
		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 14

YRTEL 19 JAN

NEW DEFINITIVE SUPPLIES ALL SAFELY RECEIVED THANK YOU

CHIEFSEC

CC PM

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





CABLE & WIRELESS

KEEPS YOU IN TOUCH



WIRELESS

TOUCH

ZCZC D255 ATS490 LHE102 XLH224 TX267103  
FKLY CY GELH 035  
LONDON/LH 35/34 23 1611

ETAT  
CHIEF SEC  
PORTSTANLEYFALKLANDS

JUST RECEIVED STAMPS DEFIN ISSUE PLEASE CABLE REPLY YOUR STILL  
WILLING TO CANCEL 24000 PRIVATE COVERS WITH FIRST DAY ISSUE  
AS THEY WILL BE LATE ARRIVING YRTEL 9 OCT REFERS

COL. ETAT 24000 9

*Phoned to Postmaster a copy  
sent to him for advice  
recommendation*  
SBS

NNNN



91



CABLE & WIRELESS  
KEEPS YOU IN TOUCH



CABLE & WIRELESS  
KEEPS YOU IN TOUCH

YE  
 may be interested  
 to know that the first  
 day of sales of the  
 new definitive amounted to  
 £ 3396.00. FDCs £1245 stamps  
 £2151.

12/1/13  
 25/1

D.C.S.

Encallment.

J.H.V. 26/1

File d

R.H.

27.1.



# 3 LANGIB LTD.

601 Franklin Avenue / Garden City, N.Y. 11530 / 516-746-4666-7 • 212-895-3160

## PRESS RELEASE



### FALKLAND ISLANDS

New Definitive Series  
depicting Mail Ships

JAN. 25

Designer: Richard Granger-Barrett  
Printer: The House of Questa  
Process: Lithography

Pane: 50 (2 x 25)  
Stamp Size: 28.45 x 42.58 mm  
Perforation: 14 per 2 cms  
Watermark: CA

### DESIGNS & VALUES

*This new definitive series depicts Mail Ships*

1 pence - 'A.E.S.' 1957 - 1974	9 pence - 'Memphis' 1880 - 1900
2 pence - 'Darwin' 1957 - 1973	10 pence - 'Black Hawk' 1873 - 1880
3 pence - 'Merak' 1951 - 1953	20 pence - 'Foam' 1863 - 1872
4 pence - 'Fitzroy' 1936 - 1949	25 pence - 'Fairry' 1857 - 1861
5 pence - 'Lafonia' 1936 - 1941	50 pence - 'Amelia' 1852 - 1854
6 pence - 'Lfeurus' 1924 - 1933	1 pound - 'Nautilus' 1846 - 1848
7 pence - 'S.S. Falkland' 1914 - 1934	3 pound - 'Hebe' 1842 - 1846
8 pence - 'Oravia' 1900 - 1917	

A brief chronological history of discovery and adventure might prove useful, as a preface to this beautiful series of mailships that have visited the Falkland Islands.

The first touch by a European explorer with the Falkland Islands was recorded by Amerigo Vespucci in 1502, when three Portuguese ships were blown off course into the path of the islands. By 1507, a group of islands to the east of Patagonia began to appear on cartographer's works.

Sebastian Cabot's maps depicted seven islands just north of "Baya de San Julian." This map, though published in 1544 was referred to in 1498 via a Spanish State Paper.

By 1550, this group of islands was known to Spanish, Portuguese, and English navigators. Drake, during his journey (1557-80) charted some "islands."

Then on to Sir Thomas Cavendish with the "Leicester" and John Davis with the "Desire" in 1591 and we enter the "black and white" era of sighting, landings, and mapmaking that surrounded the Falkland Islands.

Sir Richard Hawkins in 1594, Captain Sebald de Werert on the "Geloove" in 1598 and on and on. The Falkland Islands have been a haven for the weary Seaman and a home to the many British settlers who came to farm and raise sheep.

Contd/.....

-2-

## "Hebe"

British brig of 189 tons arrived at Port Louis on the East Falklands on January 15th 1842 under the command of Capt. C. F. Anderson. Brought out Lieut Governor Moody to take over command of the Falkland Islands from the last Naval Officer in Charge - Lieut John Tyssen R. N. Hebe carried the Mails to and from the Colony on several occasions from 1812 until 1846.

## "Nautilus"

British 500 ton Naval Transport on charter carried Mails passengers and stores for the Falklands during the years 1846 to 1848. On her last call at Stanley on June 1848 she brought out Governor Ronnie with his family and sailed for London on July 15th taking away the former Governor, Capt. Moody.

## "Amelia"

The first vessel of the Falkland Islands Company. Arrived at Stanley on July 1st 1852 rigged as a brigantine and was shortly re-rigged as a schooner. Carried the Mails from 1852 until 1854 in consequence of which the postage between England and the Colony was reduced from two shillings and seven pence to one shilling per half ounce by the "New Packet Service".

## "Fairy"

Schooner of about 75 tons: First arrived at Stanley 31st July 1854 and spent 24 years Trading, Sealing and Wracking between Falklands and Patagonia with several voyages on charter to the Government to carry the Mails to and from Montevideo between 1857-1861.

Was named "Rachel P. Brown" on arrival at Stanley: name changed during Sept. 1854. Tonnage also changed over the years from 107 to 70 tons.

On first arrival at Stanley was 71 days out from New York and Montevideo having called there to pick up the Mails for the Colony.

On 16th October 1874 brought into Stanley the Crews of the British barques, ADMIRAL FITZROY and MOSS TROOPER both vessels having burnt off the Horn.

## "Foam"

Schooner of 88 tons built at Portsmouth during 1848 for Lord Dufferin. Purchased in 1863 by the Government of the Falkland Islands for use as the Mail Schooner between the Islands and Montevideo until the end of 1872 during which time she made 59 return voyages: all with mishap. Then purchased by Andreas Pitaluga for inter-island use until May 1890 when she was wrecked on Carcass Island in a great gale following thick fog.

Contd/.....



## "Black Hawk"

Schooner of 110 tons arrived at Stanley November 20th 1872. Sixty-two days from London with crew of eight and eight passengers. Captain J. Campbell. Carried the Colony mail to and from Montevideo from January 1873 until 1880.

## "Memphis"

An iron screw steamer of 946 tons owned by the Company of Deutsche Dampfschiffart Gesellschaft KOSMOS at Hamburg. Built at Hartlepool, England during 1872 by Alexander Withy. Ships of the KOSMOS line carried mails to and from the Falklands from 1880 until July 1st 1900.

## "Gravia"

Steel twin screw steamer of 5374 tons built in 1897 by Harland & Wolf for the Pacific Steam Navigation Company which held the Mail Contract for the Colony from 1900-1917. Steamers of this Company called at Stanley on the outward and homeward voyages to and from Valparaiso or Callao. ORAVIA was wrecked on the Billy Rock in Port William at the Falkland Islands during the night of November 12th 1912. No lives were lost.

## "s.s. Falkland"

Steel Steamer built in 1906 by the Ailsa Shipbuilding Co. as the "WHEATSHEAF". Arrived at Stanley 5th February 1914. Carried mail and cargo until January 1934. Made voyages to Montevideo, Punta Arenas - once to South Georgia in 1929, and finally to Magellanes where she was sold. Renamed "TERESA" and registered at Valparaiso. 452 tons. 152 ft long. 24.9 ft. beam. Ltrs HGRF.

## "Fleurus"

Steel screw steamer of 406 tons. Built at Savannah during 1919. Chartered by the Falkland Islands Government from the Als Tonsbergs livalfangeri (Whaling Co.) in 1924 for Mail Service to the Dependencies and later to Montevideo, as well as to South Georgia. Made occasional voyages with the mails to Punta Arenas. Left the Colony service in July 1933.

## "Lafonia"

Steamer of 1961 gross tons. Constructed during 1911 by the Greenock & Grangemouth Dockyard Co., at Grangemouth as the "DOROTHY" which was changed later to "Southern Coast" and to "LAFONIA" in 1936 when bought by the Falkland Islands Company: arrived at Stanley on December 29th that year. Served in the Colony with a Mail and cargo service to Montevideo and Punta Arenas with occasional voyages to Brazil, South Georgia and Europe. Requisitioned for War Service in 1941. Finally sank after a collision in the North Sea during 1942.

Contd/.....

# STANGIB LTD.

CONTINUED

-4-

## "Fitzroy"

First arrived at Stanley as the "LAPONIA", 344 tons, November 9th 1931. Name changed to "FITZROY" between September 26th and October 24th 1936; prior to arrival on December 29th 1936 of a new LAPONIA of 1091 tons. Carried mails and cargo inter-islands, Montevideo, South Georgia and Grahamland until 1957. During 1949 was converted to oil burning and lengthened which increased cargo capacity by 20%.

## "Merak"

One of six Dutch/motor vessels chartered by the Falkland Islands Company between 1951 and 1953 to carry cargo and mails between the United Kingdom and the Falkland Islands. Built in 1949 by N. V. Schipsw. Gebr. van der Werf at Deest, for N. V. Nan Nievelt Goodriaan & Co's Stoomv. Matts. 491 tons.

## "Darwin"

Constructed during 1956-57 by the Goole Shipbuilding and Repairing Company. Arrived at Stanley August 3rd 1957 and maintained a monthly mail service between Stanley and Montevideo with mid winter voyages to South Georgia, occasional calls to Punta Arenas and once to Comodoro Rivadavia. Withdrawn from service by her owners, The Falkland Islands Co, Ltd., and finally sailed from the Colony under Greek ownership in September 1973. Gr. tonnage 1973. Length 240 ft. Beam 40ft. British Flag

## "A.E.S."

Danish motor vessel of 947 tons built at Svendborg, Denmark in 1957 and chartered by the Falkland Islands Co. for trade between the United Kingdom and the Colony. Owned by A. E. Sorenson, whose initials make up her somewhat unusual name. Arrived first at Stanley on December 16th 1957 and continued to make four calls each year with mails and cargo until 1974.

prepared for STANGIB LTD.  
601 Franklin Avenue  
Garden City, N. Y. 11553

PLEASE SEND CLIPPINGS OF THIS RELEASE TO MRS. PAMELA HUMEL AT THE ABOVE ADDRESS.



ZCZC D295 ATS794 HCR657 TX267103  
FKLY CO GBLA 029  
LONDON/LA TLX 29/26 20 1435

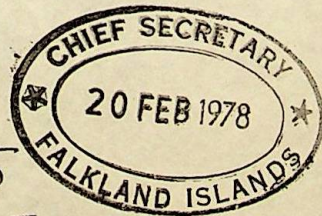
ETAT  
CHIEF SECRETARY  
PORTSTANLEYFALKLANDISLAND



URGENTLY NEED 10000XTHREE POUND VALUE AND 5000X20P 25P 50P  
AND ONE POUND VALUE NEW DEFINITIVE ISSUE ADVISE DESPATCH DETAILS  
PLEASE CROWN SUTTON

COL 10000 5000X20P 25P 50P

10,000	x	£ 3	=	30,000	
5000	x	20p	=	1,000	
5000	x	25p	=	1,250	
NNNN	5000	x	50p	=	2,500
	5000	x	£ 1.	=	5,000
					<u>£ 39,750</u>



(DCS-  
pm advises these sent in "air parcel NO. 4729")  
§ 2 1/2

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

CABLE & WIRELESS  
KEEPS YOU IN TOUCH

WIRELESS  
U IN TOUCH

KEEPS YOU IN TOUCH

KEEPS YOU IN TOUCH



# 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	95
				24.2.78		
		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

**LEF CROWN SUTTON**

**NO 51**

**YRTEL 20FEB NEW DEFINITIVE STAMPS REQUESTED BEING**

**DESPATCHED 27FEB BY AIR PARCEL NO 4729.**

**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



R + bu one month  
12/11

13 March

78

E J Sims Esq  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton Surrey

## DEFINITIVE STAMP ISSUE: FALKLAND ISLANDS

other  
As you know, the current successful definitive stamp issue does not have an llp value to cover the basic airmail letter. To some extent this does not really matter. The gap can be covered either by doubling two or more of the values or, more profitably, by ensuring that all the commemorative issues have such a value.

2. But it has occurred to me that we might profitably fill this gap in due course by making use of the one mail boat which we have not used; that is, the charter boat now in use, the "Annette Danielson".

3. I write now, therefore, to ask three basic questions:

- a) Is this feasible and, if so, when?
- b) Would it be acceptable in philatelic terms? and
- c) Would it be worth while in commercial terms?

4. If your replies are affirmative, then we ought to start preparations before too long.

JOHN MASSINGHAM  
CHIEF SECRETARY

JB



**CROWN AGENTS**

**St. Nicholas House, SUTTON, SURREY SM1 1EL**

Telephone: 01-643 3311

Telex: 267103

Crown Agents' Reference

**PH1/FALKLAND IS 3/01739/1**

Authority

**PT 7/1 of 14/6/75**

**AMENDMENT OF CONTRACT**

No. ....

**COPY FOR PRINCIPAL**

~~Questa Colour Security Printers Ltd  
The House of Questa  
Parkhouse Street  
LONDON E20 7TP~~



SUPPLIER'S REF.

**MFR/MJP/Q.935**

For the attention of Mr W F Rodgers

DATE **22 March 1978**

Dear Sirs,

**FALKLAND ISLANDS NEW DEFINITIVE - SHIPS**

We refer to your letter of the 17 March 1978 and your claim for a retrospective increase in the contract price as follows :

Alterations to 9 values pursuant to our Principal's instruction of the 11 August 1977, and re-proofing all values

160.45

£1,325.00

This increases the contract price to £11,023.05.

2 Compensation for delay in proceeding with order from date of acceptance of quotation to date of instruction to proceed plus subsequent sundry delays due to re-proofing, re-setting of dates etc. We agree that the production period for this issue was unusually long and agree that the Crown Agents Security Printing Price Variation Clause should apply for the period 1 January 1977 until 31 December 1977 - yielding an increase of 3.1% on the basic contract price of £9698.05 i.e. £300.64.

3 The contract price is accordingly further increased to £11,323.69.

4 You may accordingly submit a supplementary invoice.

Yours faithfully

*M Vaughan*

M VAUGHAN  
for the Crown Agents

*Jim K See*

*I have a copy of the letter. I certainly has increased the production costs*

*JF*

Chief Secretary  
Stanley  
FALKLAND ISLANDS

Special notes to Principal:-

We trust that the above is self explanatory



P&T/2/13

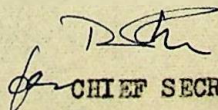
10th April 1978

99

Chief Secretary

Postmaster

Please arrange to reimburse Mr. John Smith 66p for stamps sent to Crown Agents in connection with a possible change of design of the definitive issue.

  
CHIEF SECRETARY

us



100

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

PH1/3/01739

Your Ref : P & T/2/13



29 March 1978

*Most encouraging*  
*15.11*

Dear Mr Massingham

DEFINITIVE STAMP ISSUE : FALKLAND ISLANDS

96

In Jack Sims' absence on leave, I am replying to your letter of the 13 March concerning the introduction of an 11p value stamp into your definitive issue.

||

2 We like the idea of the use of the "Annette Danielson" as the subject for this additional value. It would be most appropriate to feature this charter boat and we should be able to obtain adequate reference material without much difficulty. However, in view of the fact that Mr John Smith prepared the original drawings for this issue you may wish him to prepare some artwork for this value which in due course could be adapted by Granger Barrett.

3 We believe that whilst in due course it would be logical to introduce this airmail rate into your definitive issue, it would we feel be preferable to delay the release of this stamp until, say, January 1979. At that time we would expect the release to revive interest in the whole definitive issue resulting in more orders for the full set.

✓

4 The "Annette Danielson" would of course appear as the vessel out of chronological order in the complete set but the reason for incorporating this value and the fact that it depicts the charter boat now in use should ensure acceptance in the philatelic world.

||

5 The cost of producing, say, 500,000 of an additional value would be approximately £1,500 bearing in mind that the origination costs for a single stamp are proportionately greater. However, the revenue from sales should substantially exceed the costs.

6 I trust that these comments are of help to you in reaching a decision. If there is any further information you would like please let us know.

Yours sincerely

T A OLDRY  
Controller Security Printing

J Massingham Esq



P&T/2/13

(101)

2/11  
13.11

13 April

78

T A Oldry Esq  
Controller Security Printing  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton Surrey SM1 1EL

DEFINITIVE STAMP ISSUE: FALKLAND ISLANDS

Many thanks for your letter PH1/3/01739 of 29 March.

2. I find your comments most encouraging and I will now put the matter to my colleagues for consideration. I hope that I shall be in touch with you again about this before long.

JOHN MASSINGHAM  
CHIEF SECRETARY

JB

Handwritten notes: "Tapa" and a signature with "13/2" below it.

Ref: R&T/2/13

13 April

78

John Smith Esq  
Stanley

DEFINITIVE STAMP ISSUE

We are actively considering the possibility of adding the "Annette Danielsen" to the present series of stamps to introduce an 11p value.

I am writing, therefore, to ask:

- a) whether you would be interested in preparing an original drawing of this vessel for use;
- b) if so, have you already sufficient reference material from which to work; and
- c) how long would you require to complete the drawing?

You will appreciate that, at this stage, I am making these enquiries entirely without commitment.

JOHN MASSINGHAM  
CHIEF SECRETARY





10th April

78

Mr. M. Vaughan,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SK1 1FL.

Dear Mike,

SHIP ISSUE

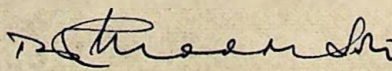
The ship issue has been acclaimed as a splendid issue for which the Crown Agents are due a large amount of the acclamation for the care and thought that was put into making the issue one we can justifiably be proud of.

It has been drawn to our attention, however, that the name Falkland Islands and the value should be more distinct. The Post Office staff have also made this point as they are finding it difficult to distinguish some of the values as the background colouring is too similar.

The purpose of this letter is to seek your comments on the propriety of changing the design so that the name and value are more distinct. I am aware that this would entail the expense of artists fees, printing expenses etc. There would also be the criticism that we were exploiting the collector by changing an issue. You may recall the change of the £1 stamp of the previous BAT definitive issue caused eyebrows to rise; and the decimal-overprinting of our previous definitive, followed later by a decimal tablet, generated some criticism, as collectors said they were forced into buying two additional sets to make their collection complete.

John Smith, who prepared the designs for the definitive, thinks that the name and value need making bolder and has submitted a cover with the name picked out in gold and black which I attach. Perhaps you would be good enough to give this some thought and let us know what you think about the wisdom of making the name and value more distinct. A time for a change would be when a reprint was needed as long as it ~~was~~ not too close!

Yours faithfully,

  
CHIEF SECRETARY





100  
105

Crown Agents for Oversea Governments and Administrations

ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL  
TELEPHONE 01-843 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

PH1/3/01739

Your Ref : P & T/2/13



29 March 1978

Dear Mr Massingham

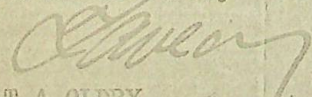
DEFINITIVE STAMP ISSUE : FALKLAND ISLANDS

96

In Jack Sims' absence on leave, I am replying to your letter of the 13 March concerning the introduction of an 11p value stamp into your definitive issue.

- 2 We like the idea of the use of the "Annette Danielson" as the subject for this additional value. It would be most appropriate to feature this charter boat and we should be able to obtain adequate reference material without much difficulty. However, in view of the fact that Mr John Smith prepared the original drawings for this issue you may wish him to prepare some artwork for this value which in due course could be adapted by Granger Barrett.
- 3 We believe that whilst in due course it would be logical to introduce this airmail rate into your definitive issue, it would we feel be preferable to delay the release of this stamp until, say, January 1979. At that time we would expect the ~~release~~ to revive interest in the whole definitive issue resulting in more orders for the full set.
- 4 The "Annette Danielson" would of course appear as the vessel out of chronological order in the complete set but the reason for incorporating this value and the fact that it depicts the charter boat now in use should ensure acceptance in the philatelic world.
- 5 The cost of producing, say, 500,000 of an additional value would be approximately £1,500 bearing in mind that the origination costs for a single stamp are proportionately greater. However, the revenue from sales should substantially exceed the costs.
- 6 I trust that these comments are of help to you in reaching a decision. If there is any further information you would like please let us know.

Yours sincerely

  
T A OLDEY  
Controller Security Printing

J Massingham Esq

P&T/2/13

13 April 1978

166

Chief Secretary

Postmaster

Mr J Stephenson

Mr L Halliday ✓

DEFINITIVE STAMP ISSUE

I mentioned at the meeting of the Stamp Co-ordination Committee on 31 March that I had written to the Crown Agents about the possibility of introducing an 11p value featuring the "Annette Danielsen".

2. I now attach a copy of their reply which is very positive. So do you advise that we go ahead?

3. Perhaps you would let Mr Morrison have a note on your views by 21 April. If we do decide to make an issue in January 1979, we need to start planning now.

LTH Agrees KIV possibility

JOHN MASSINGHAM  
CHIEF SECRETARY

of change of a/mail rate

DM 19/4



19th April

78

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

Dear Mr. Sims,


ON INT/27/1  
p.31

Please refer to your letter JH1/FALK IS 3/01739 of 16th March 1977 about presenting the Royal Marines with the final artwork of the Ship issue.

For a number of reasons no action was taken by us in this matter, although Executive Council agreed with your suggestion that you should present the Royal Marines (Colonel R. C. Sidwell, O.B.E., Department of the Commandant General, Royal Marines, Ministry of Defence, Old Admiralty Building, Whitehall, SW1) with a full size set of colour prints until we are able to let them have the artwork.

I should be grateful, therefore, if you would have a full size set of colour prints, attractively prepared and inscribed to the effect that the prints are a gift from the people of the Falkland Islands in commemoration of the conferment of the Freedom of Stanley to the Royal Marines on 8th December 1976 pending the availability of the artwork.

Yours faithfully,

  
for CHIEF SECRETARY

c.c. P&T/2/13 II ✓

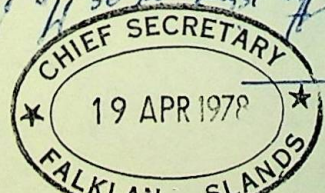
us



*Johnson*

On balance therefore I am against the issue of an 11p stamp

- 1) First reaction was a "gut feeling" against the issue, as Mr. Morrison noted, normally speculative to be already considering the possibility of a definitive issue only recently on sale.
- 2) Innovation of adding stamps to an issue already available not new. In the 1938 George VI issue the 12 and 22 "muffled" designs in 1941 in 1946 a new "main" stamp, the 1/3 issue, and in 1949 a nearly design of 2/2 and different coloured 6d issue. Note this definitive on sale 17 years.
- 3) Morrison decided that present issue allows for any stamp duty by combination of stamps. There is no commercial justification for 11p issue. Money would merely be diverted from other stamps to 11p in the commercial field. New issue aimed directly at philatelic market.
- 4) We have "Flying Boats" "Greenwich" "Stamp Centenary" "Definitive books" "Anfield Spring" "John Bull" "Pip" "Shamrock" "Minerva" "VFO" already due for release for 1971. There is no need for 11p especially as "commens" can take care of this rate.
- 5) With so many new issues on the stocks and as we are already some what at logjams with philatelic over man stocks, booklets, etc, would seem an inappropriate movement to cover up our more stamp at home.
- 6) C.F. suggests £1500 production costs so assuming 40,000 stamps sold solely to philatelic profit approx £2500. Would this be more than cost by anti-fake stamp movement in larger terms?
- 7) Realistically attributed to Mr. Morrison that on Mr. Morrison's evidence there seems to be at least a fall if not a rise in interest in specialist material. One serious collector already getting "bored" of "Needs making". One small collector going to be with as much larger "Inappropriate" to issue stamp if not.
- 8) As the philatelic market is going to be with as much larger "Inappropriate" to issue stamp if not.
- 9) As the philatelic market is going to be with as much larger "Inappropriate" to issue stamp if not.
- 10) Would rather see "marks" or "ship postmarks" issues to revise flagging interest in ships definitive issue.
- 11) If new stamp to be issued suggest that to new postal rate date if any envisaged rather than calendar date. Must be guaranteed for 2/3 years as commercially viable. Do Government want to be tied for so long in these infrequent times?



108

11p issue  
"Ship" stamps



109

# MEMORANDUM



Date 19th April, 1978

Referen P&T/2/13

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

From Postmaster

Chief Secretary

Handwritten initials and dates: NAD, 20/11, R, 21/11

Subject:- DEFINITIVE STAMP ISSUE (106)

Your memorandum dated 13th inst. refers.

Originally I was the prime, and possibly the only, supporter of an 11p stamp in our New Definitive Stamp Issue. However the Stamp Committee decided otherwise and I now fully agree with their decision. With the current denominations we can 'make-up' any rate above 10p by utilising a varied combination of 2 or more stamps ~~up to 11p~~. In fact I find that people are doing just this to send their friends a variety of our new stamps. One week they use a 1p and 10p, the next a 2p and 9p etc. etc. I think the introduction of an 11p will spoil this very attractive set. As Crown Agents point out "Anette Danielsen" will be out of sequence and after all the "Anette Danielsen" is only one of five vessels that have been chartered since the withdrawal of "A.E.S.". Further more postal rates will fluctuate without a doubt and in a year or two the 11p stamp will be superflous and we will be back to 'square one". It is our policy to keep abreast of changing postal rates with our commemorative issues.

Handwritten signature and the printed name Postmaster

2.1.2 The Committee noted that there had been considerable criticism of this otherwise much-praised issue on the grounds that the values and the Colony's name were difficult to read on certain stamps. The Postmaster mentioned that for practical handling performance his staff had encountered such problems. It was therefore agreed that the Crown Agents should be sounded about the propriety and acceptability of slightly varying the design at the time of re-printing to see whether this fault could be overcome. The Committee are conscious of the fact that this could be held to be tampering with the design, but nonetheless agreed to seek expert guidance on this matter. If it were to be acceptable, due publicity to the change would have to be given and it would certainly mean an increase in the sales for this issue.

RT/13

2.1.3 The Chairman advised the Committee that he had already sought advice from the Crown Agents about the feasibility of introducing one further stamp into this series, featuring the "Annette Danielsen", if an increase in international airmail rates made the requirement for another stamp desirable. It was noted that the insertion of the "Annette Danielsen" would break the sequence.





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  
Secretariat  
Stanley  
FALKLAND ISLANDS

Our ref PH1B/FALK IS 3/01739/1

Your ref P&T/2/13

Date 17 April 1978



*Handwritten notes:*  
5-2 pu  
28/iv  
/

Dear Mr Massingham

THE FALKLAND ISLANDS NEW DEFINITIVE STAMP ISSUE

I have pleasure in enclosing one original proof of each of the fifteen values, in connection with this issue.

These are the printers' first proofs and, as you will recall, were rejected for several reasons during September 1977.

The proofs have since been held in this office, and they are now enclosed for your record purposes.

Yours sincerely

*Handwritten signature of Miss J Fleury*

MISS J FLEURY

GT/JG

Enc





112

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 R Morrison  
The Secretariat  
Stanley  
Falkland Islands  
SOUTH ATLANTIC OCEAN



ref PH1/3/01739

Yours ref P&T/2/13

Date 24 April 1978

*Dear Mr. Morrison*

*That, I suggest, kills  
the whole idea.*  
*[Signature]*

Your letter P&T/2/13 of 10 April to Mike Vaughan has been passed to me to answer.

2 Quite frankly I would think that to change the designs even to the small extent proposed would be most unwise and could damage your philatelic reputation.

3 As you know there is a small but vociferous minority of collectors already who are always willing to carp at any deviation however insignificant from what they consider the path of purity. I would think that to change your definitive issue at an early stage would cause a storm of justified, if self-righteous, indignation among collectors.

4 It could be argued by them that the reasons for the change are either invalid or show a lack of foresight on all our behalves as a definitive issue is carefully planned over a period of years rather than months.

5 I would therefore recommend that you do not change the designs so soon after the date of issue. This is particularly important should a reprint become necessary for the planned booklet for this year. However perhaps we might reconsider this subject again when a decision is taken with regard to the proposal to introduce an 11p value, which Mr Oldry in his letter of 29 March suggested might be released in January 1979.

6 Hopefully after a little while the postal staff will become more familiar with the designs and the need for a change will recede.

*Yours sincerely  
Brian Hawthorne*



JPA  
J 2/16

9 May

78

T A Oldry Esq  
Controller Security Printing  
Crown Agents Stamp Bureau  
St Nicholas House  
Sutton Surrey SM1 1EL

I was greatly encouraged to see from your letter of 29 March that my proposal to issue an additional 1lp stamp in the present definitive issue, featuring the "Annette Danielsen", should have received such positive support.

2. However, the Stamp Committee has now carefully considered the idea and has decided not to pursue it. In general it is felt that the issue would be an unwarranted intrusion which would mar a splendid series. Reservations were also expressed about an 1lp stamp which might not be required if ~~annual~~ rates change, and which in any case can be met by a variety of combinations of other stamps. Additionally our commemorative issues invariably feature an 1lp issue.

3. So - not without reluctance - I have to tell you to forget the idea.

JOHN MASSINGHAM  
CHIEF SECRETARY

JB



116

→ PA  
19/10

Ref: P&T/2/13

9 May

78

Mr John Smith  
Stanley

I was in touch with you recently to ask whether you might be interested in designing an additional stamp for the current definitive issue to feature the "Annette Danielson".

2. This project has now been carefully considered by the Stamp Advisory Committee and I am sorry to have to tell you that the idea has been abandoned. That news will, I know, be a disappointment to you so I am sorry to have to tell you also that the Crown Agents have offered compelling and cogent reasons for our not changing the basic design of the definitives by improving the titling and values.

3. Your own reservations about these points of design are, I think, widely held but to make any change at such an early stage would, at best, suggest a serious oversight by everyone concerned in the long planning of the issue. Even more important, it would, we are led to understand, also invoke considerable (and justified) criticism from philatelists. In the circumstances the Committee felt bound to accept the advice of our professional Consultants and leave the issue unchanged.

4. But now for some more positive news. The Committee are interested in the possibility of building upon the undoubted success of these fine stamps, and your own contribution to that success, by issuing some stamps featuring the wrecks that are such a notable feature of the Islands. At this stage it is no more than a germ of an idea, and I wonder how it might strike you.

5. If you agree that it is an idea worth pursuing and if you yourself would eventually like to prepare designs for it, may I first invite you to subscribe some ideas both on how the stamps could be presented; what ships they might feature; and how many there might be? Once these proposals have been submitted, a policy decision could be taken on the project. But at this stage I ought to emphasise that the Committee is making a purely exploratory approach entirely without commitment.

6. Nevertheless, I will not conceal that I very much hope that you will feel able to put forward some proposals.

JOHN MASSINGHAM  
CHIEF SECRETARY.

cc File P&T/2/46

JB

Atia to  
Continue on  
P&T/2/46  
19/10





*Handwritten initials*  
*115*

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 PH1/FALK IS 3/01739



4 May 1978

*Dear Mr Morrison*

DEFINITIVE STAMP ISSUE : SHIPS

While I was recently working on the file for this issue I was unable to find any record of the whereabouts of the rough artwork.

Would you please confirm that this artwork has been returned to you for forwarding to John Smith.

*Yours sincerely*  
*Brian Hawthorne*

B J HAWTHORNE

Mr D R Morrison



Handwritten initials and a circled number '116' in red ink.

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



4 May 1978

*Dear Mr Morrison*

DEFINITIVE STAMPS - SHIPS

VALUES 1p, 2p, 3p, 4p, 5p, 6p, 7p, 8p, 9p,  
10p, 20p, 25p, 50p, £1, £1.30, £3.

... I enclose the approved Reprint Schedule for future reprints of the Ships Definitive. This schedule for your information details the fob cost and is, of course, subject to variation in accordance with the Price Variation Clause.

*Yours sincerely  
Boris Hawthorne*

B J HAWTHORNE

Mr D F Morrison











Extract of Minutes of Stamp Co-Ordinating Committee Held at the Secretariat  
On 5th May 1978

6. MAIL SHIPS DEFINITIVE

The Chairman read a letter from Crown Agents advising against altering the format of the current Definitive issue. It was also agreed not to pursue at this stage the introduction of an 1lp stamp featuring the "Annette Danielsen".

Your Ref: PH1/1618

19th May

78

Mr. B. J. Hawthorne,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

Dear Brian,

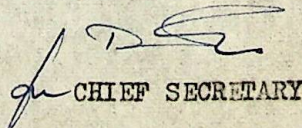
MAIL SHIPS ISSUE

115

Thank you for your letter of 4th May 1978 about the rough artwork of the definitive issue.

I am not too sure to which artwork you refer but we have the large illustrations prepared by John Smith from which the final designs were prepared. We paid John Smith for these and have the right to retain them: this was gone into several years ago - copyright belongs to us.

Yours faithfully,

  
CHIEF SECRETARY

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Major R. N. Spafford M.J.I.,  
29 Queens Road,  
Weston-Super-Mare  
BS23 2LH  
Tel: 22025

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18<sup>th</sup>. May 1978

Dear Mr Massingham *in reply sent 12/5.*

Thank you very much for your letter of 3rd. May.

I shall publish your letter of 1st. May in the next issue of The Upland Goose, because it says so well the points which need to be brought out.

I am most interested in what you say about the Mailship Definitives. I understand the criticism and it is a very valid point. I anticipate that a reprint of the definitives will be required fairly soon in view of the demand and rapid sales. Presumably when the Crown Agents placed the initial order for printing, this was based on at least a years supply and yet, already, they have had to withdraw fairly substantial stocks from the Post Office.

May I suggest two things to avoid any criticism of a fund-raising ploy; the first is that I would like to have permission to publish in The Upland Goose, that it is under consideration to change the lettering and value plate on reprint, stating the very valid reasons. Secondly I would suggest that the reprints with the amended lettering and values be issued piecemeal as and when reprints are required, rather than make a complete reissue of the whole set at one go. In this way, I think that you will avoid completely any criticism of a ploy to fill the coffers to overflowing, and I am sure that we should support you, and even encourage our members to purchase the reprint. I would go so far as to offer to write a small piece for some of the commercial journals explaining why the change had been made, coming from us it has more validity in the eyes of some philatelists- or shall I say it adds to the validity.

*eliminated*  
I am very pleased to see the Mailships printed on the Aerogrammes. I expect that you will not be entirely satisfied with the result, although I think it improves on looking a second and third time; I wonder if the result would be improved if the black border was eliminated and also the perforations ~~cut-out~~? One of our members is starting to write a series of articles on Falkland Islands Aerogrammes and the first part will appear in the June issue of The Upland Goose. In my experience this can but encourage the collecting of these as a subject in their own right, like Formula Registered Envelopes, and presumably this is a fairly cheap way of the Post Office earning additional revenue, but, of course, you will make more money out of stamped Aerogrammes than Formula Registered Envelopes.

I am forwarding separately at printed paper rate two magazines in which articles of mine have been published. The article in Stamp Collecting Weekly is in three parts, I hope, on subsequent weeks. In this way it should help to keep the publicity going over a longer period of time and attract more sales. I have forwarded my article on the Centenary of the First Falkland Islands Stamps to Gibbons Stamp Monthly and that should be published in August or September to coincide with the first day of issue. I understand that Bradbury Wilkinson are also submitting an article on the issue to Stamp Collecting Weekly.

I am very sorry that the KOSMOS issue for 1980 has been rejected; following encouragement from your predecessor both I and John Cooter spent quite a bit of time, and he spent some money, on producing the designs, but, of course, we are aware of the risks of prospecting issues. I think that it would be a nice gesture if the Crown Agents could ask him to design a specific issue for you.

Yours sincerely

Rene Spafford



← dpa  
12/5

2 June

78

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

Many thanks for your letter of 18 May and also for your kindness in having sent me the two magazines. Your efforts to keep the Falkland Islands in the collector's eye are much appreciated. Just how valuable a financial asset our stamps are has become all the more clear recently when we have been preparing our Budget.

Your letter dealt with a variety of points, not all of which I shall be dealing with in this interim reply. My object in writing now is to get an acknowledgement away before the post closes today, really to say that I reluctantly cannot take up your offer to write a piece about possible changes in the reprint of the current Definitive issue. To my own chagrin we received unequivocal and robust advice from the Crown Agents that we should not tamper in any way with the format of this issue. The Stamp Committee felt, therefore, that it could not ignore specialist guidance of this sort and the whole matter has been dropped. This I find disappointing, for I would have liked to have seen the issue improved and still more the sound of the tills ringing.

I shall be in touch with you about the other points that you have raised in due course. But this may not be for some time as we will shortly be plunged into the extended budget session of Legislative Council which will take virtually all my time.

JOHN MASSINGHAM  
CHIEF SECRETARY

JB





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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  
Secretariat  
Stanley  
FALKLAND ISLANDS  
South Atlantic

Our ref PH1X/FALK IS 8/09929

Your ref P&T/2/13

Date 13 June 1978

*Dear Mr Massingham.*

ADDITIONAL VALUE DEFINITIVE STAMP

I refer to your letter P&T/2/13 of 13 April concerning the possibility of issuing an additional value to your current definitive stamp (1lp value) depicting the "ANNETTE DANIELSON".

2 I look forward to hearing of any developments which have been made in connection with this issue and, no doubt, you will be asking Mr John Smith to prepare an original design for this stamp to ensure that the same flavour as the rest of the definitive is retained. These of course can be adapted by Mr Granger Barrett should it be necessary.

3 If, as we suggested, you decide to release this stamp in January 1979, I would be pleased to hear from you shortly to ensure that we have plenty of time available for adapting the design, gaining all the necessary approvals and arranging for the printing of the stamp.

4 Whilst writing, I would also be interested to learn whether you have any comments to make on our letter of 24 April concerning a change in the designs of the current definitive stamp when a reprint is required.

5 I look forward to hearing from you.

Yours sincerely

MISS J FLEURY

JF/PS

Your Ref: PH1X/FALK IS 8/09929

28th June

78

Miss J. Fleury,  
Crown Agents Stamp Bureau,  
St. Nicholas House,  
Sutton,  
Surrey, SM1 1EL.

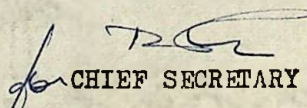
Dear Miss Fleury,

Thank you for your letter of 13th June.

The suggestion that we should look at the possibility of adding an additional stamp to the Mail Ships definitive issue has been abandoned because the Stamp Advisory Committee felt that it would be an unwarranted intrusion that would spoil an otherwise attractive set. In any case the vessel chosen would have been out of sequence, and the postage rate we were considering - 11p air mail rate - is catered for in our commemoratives or by a combination of other stamps.

We have also decided to accept your advice not to change the design of the definitive even when a reprint is necessary.

Yours faithfully,

  
for CHIEF SECRETARY

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