

YE

YE wished to see this
file.

22th 18/1

2

A.C.A

Thank you. I w'd like
to see Mr. Vampham's reply
to (8) i.d.c.

J. H. 20/1.

3.

PM

To see 9 pl. Does this
conflict with our requirements
ie ordinary stamps affixed
inside a cover? Para 6 of
(8) requires the C. Agents to
hold the printing but it may
be too late

23th 23/1

4

No
insides

4

col.

In the first booklet issue I think 15,000 will be sufficient. To save weight the second booklet could possibly be stippled on the right side. We should also authorize a reprint of the required stuff should it be necessary.

[Signature]
6.4.78

CS

5

The price for the back of the Stamp booklet will need agreeing shortly.

Pl see draft at (16) which John Smith has seen and thinks is all right. (He was going to produce something but didn't get round to it)

[Signature] 17/4

6

RES

I am entirely content with the proposed wording at Folio 16 for the booklets. But I do wonder whether the word "supers" might be omitted. It is an accurate description in my view, but perhaps the purchaser should be allowed to form his/her own opinion.

Agree. D. 17/4

[Signature]
17/4

7
Booklets

KIV change Mail Ships 1842 - 1974
if we insert Anette Danielson.

~~DBH~~
24/4.

Bu 12/5/78 to KIV

8

YE

29 for information pl. I thought
there was a hitch somewhere.

DBH 3/10/78

9

Agcs

Thank you.

2. R. let CA know, if it should
become necessary, that we would
want a 1978 release date.

DBH
3/1x

-10

DBH
4/10

Bu 20/10/78 (release
date)

Bu 10/11/78

YE

11

Pl see proof of the stamp booklet.

2. Release date 27th November

3. I hope the cost of production is not going to be too high; the Crown Agents have had problems as (30) and (31) show.

12

John
30/10/78

Ag. C.S.

This is good news.

(2) As I understand it, CA will be producing one more booklet & then the task will fall to the Govt. Printer. Should we not soon be putting in hand the forward planning with him? He may need to make an early start, so perhaps a planning meeting is required? Please consider this

John
30/10/78

YE

13

Pl see (18) Discussed

John
30/10/78

CS

SI para 6. Neither the Postmaster nor I, think the featuring of Sir Rowland Hill a good idea. It has no particular relevance to the booklets, and, as we are to have a special issue for Sir Rowland, we think that is enough.

2. With regard to the other point about 1 a year, we are already committed to the May issue. Sales of the May issue will ~~give~~ ^{be} a pointer as to how things have gone

3. Are you in agreement with our thinking pl?

RHR 13/3/29

DCS

I fully agree that we should NOT feature Sir Rowland Hill on the booklets: he is, as you say, irrelevant in such a context.

2. We must, I agree, await the sales figures for the May issue of the booklet before taking any final decision about the frequency of issuing them. I have misgivings about limiting them to only one a year if we can sustain

a demand for five a year at least. We must be cautious but not timid and, if these are genuine postal instruments, then we should issue as frequently as we reasonably can.

3. Please tell Mr. Vaughan in reply that we shall bear his point in mind for further consideration but reserve our views for the present. (The Philatelic Adviser may have something useful to say about this.)

16

16

16

BU 4/6/79
(Ph B. operator)

~~BU 16/9/79~~

BU 25/7/79 to
KIV the next issue
~~BM~~

BU 15/10/79 to
KIV new booklet

BU 10/1/80 (new
booklet
printing
decision)

16

CS.

(67) At one time it looked as if we would be able to produce stamp booklets ourselves, but I guess we were too optimistic.

In the circumstances, I recommend that we ask the Crown Agents to do the whole job.

DCM 4/3/80

17

DCS. Apr. 16 I see the difficulties and have to agree with your suggestion that we ask C.A.s to do the whole job on this occasion.

However, when doing so it might be a good idea to make the point contained in the last para. of P.M.'s F (67).
23 5/11/80

18.

FS.

(80). The Postmaster spoke to me some weeks ago about this problem: I would like, if at all possible, to help him.

Pl discuss a/c.

→ *Th*
23/4/80

20

File Note: Discussed 23/4/80 FS

thinks we should destroy the "tear up" stamps, otherwise it is too big a task to keep track of small numbers of stamps; it would "kill" a surprise board to have to tackle these stamps along with the others

→ *Th* 23/4/80

Discussed 20 again FS/Pm/Dcs.

FS says we shd have a board to count and destroy. As this is a big job (130 man hours have been spent on checking them) the FS thinks we should employ someone outside Govt.

→ *Th*
24/4/80

21

Reg Pt. B/6 in one month.

JS 30/IV

22

DCS you will wish to see recent reports on this file dealing with the new definitive stamp booklet.

JS 1/VI

23

Note: K.I.V. XI of my letter at F(95).

JS.

24

Ag. C. S.,
(96)..... I am not sure whether we formally approved the artwork but it is entirely satisfactory to me and I gather Lewis has discussed with Richard Nash so I think we can agree that and let CAs have the artwork back as soon as possible. If it is helpful to CAs or printers shipment by the December AES would be acceptable to us.

The internal postage rate is now 5p. Originally there had been a problem with the postage rates guide inside the cover of the booklet. My proposals for the revision of postage rates provided for the introduction of new airmail rates with effect from 1st January, 1982 and since these would not be known until Exco meets it meant either scrapping the guide or delaying the printing of the covers until end of September. However, the introduction of new airmail rates on 1st Jan. has been pre-empted by the CAs going ahead with the printing of the Shipwrecks issue due for release in February. Since it would be expensive to alter the plates at this late date and we would be open to criticism for releasing stamps which did not ~~cover~~ cover real postage rates I will be recommending, elsewhere, that the new airmail rates do not come into force until 15th April, 1982, the same date as the new surface rates and exactly one year after the last increase. Although my thinking had been (and I may have misled you) that we would confirm the values for the Shipwrecks issue before printing went ahead I see from your file that this was certainly not made clear to CAs. Tentative values had been given long ago and even in the case of the internal rate we had not made it clear that this would almost certainly be increased. Lewis picked this up at CAs and arranged for it to be altered to 5p.

SPT

21.7.81

25



1

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

The Chief Secretary
The Secretariat
Stanley
FALKLAND ISLANDS

Our ref H1/FALK IS 7/01832

Your ref

Date 29 June 1977

Dear Sir

PRESENTATION PACKS

You may recall some time ago expressing an interest in presentation packs which could possibly enhance sales of your stamp issues.

2 Enclosed is an example of such a presentation pack which was produced on behalf of the Gibraltar Postal authorities. Detailed below are the current costs of producing similar presentation packs:-

Transatlantic Plastics can supply the PVC outer wallet in 2 thicknesses at the following costs:-

QUANTITY	006 THICK	008 THICK
2,500	£38.40 per 1000	£48.00 per 1000
5,000	£31.68 per 1000	£41.28 per 1000
10,000	£25.32 per 1000	£34.92 per 1000
20,000	£23.88 per 1000	£33.48 per 1000

J W Dunn (Printers) Ltd can supply the folded printed insert in either one or two colours at the following costs:-

QUANTITY	ONE COLOUR	TWO COLOUR
2,500	£51.60	£68.80
5,000	£75.25	£96.75
10,000	£118.25	£145.13
20,000	£193.50	£225.75

3 Finally Hagner International can supply the black mount for the stamps at a cost of £55.00 per 1000 for quantities up to 10,000 or £45.00 per 1000 for quantities of 10,000 to 20,000.

4 The above quotations have been selected from among many we have obtained these being the most competitive.

From: THE CROWN AGENTS

2

Page No.

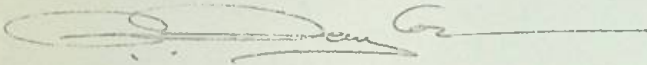
29 June 1977

Date

The Chief Secretary FALKLAND ISLANDS

5 I trust you will find this information of interest and look forward to receiving your comments in due course.

Yours faithfully



MR B A R TAYLOR
for the Crown Agents

SU/CH/29



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

Chief Secretary
The Secretariat
Stanley
FALKLAND ISLANDS
South Atlantic

Our ref H3/FALKLAND IS



Your ref P&T/1/1

Date 7 July 1977

Dear Sir

96

Thank you for your letter of 6 May in which you detail various recommendations made by Major Spafford when he visited Port Stanley.

2 We would be entirely happy to fall in with all four recommendations except that we would prefer to keep commemorative issues on sale for six months rather than twelve. This is because after the initial demand our sales fall away rapidly and re-orders in the last week or so of a commemorative issue's life are the exception rather than the rule. The Silver Jubilee issue was an exception, we should add. What is important is that to ensure a strong market all commemorative issues should be taken off sale at most twelve months from issue date.

3 However, neither the presentation packs nor the extended period of sale are in our view likely to increase sales more than by a very small margin. The same consideration applies to the awarding of a cup for exhibitions in the UK and one for the USA. In both cases only the specialist collectors would compete and there will be no appeal to the wider field of collectors who alone can materially increase your sales.

4 The manning of a Falkland Island stand at the international exhibition to be held in London in 1980 would be welcome. It should have a beneficial effect on sales and, since we shall also be participating in our own right, we will be only too happy to help the Study Groups in any way we can. Certainly we can supply the mint stamps they will need. The exhibition must however be considered as a long term project rather than one that can be put into effect at once.

/5 This

1077
From THE CROWN AGENTS

Page No. 2

Date 7.7.77

Chief Secretary

5 This letter highlights the problems that face us when we consider proposals for expanding sales. It is unfortunately the case that the requirements of the trade, if sales are to show a dramatic increase, are likely to be more orientated towards ideas that are of passing interest. Such ideas may well be frowned upon by the purist collectors.

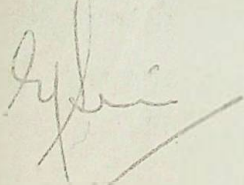
6 Thus we feel confident that with an early release there could be an ideal opportunity for us to have a Silver Jubilee Booklet now and follow up with a definitive booklet of, say, three most postally used stamps shortly after the new definitive appears in September.

7 For the Jubilee Booklet we suggest three blocks of four of each value, and producing around 30,000 booklets, with a reasonable chance of selling the lot. As present stock is insufficient for this purpose, we would propose a reprinting with a different format to enable the booklets to be easily assembled, and anticipate that production could be completed within 10 weeks of receiving your approval. Bearing in mind that we should be using blocks of four the booklet would have a selling price of £2 producing a potential nett revenue to you of about £50,000.

8 Our own reaction has been one of hesitation in putting forward such a proposal but, because there is still some interest in the Silver Jubilee issues, these booklets should sell well. Other postal authorities have issued, or are known to be issuing, such booklets and we enclose one for reference. On balance we believe that one such booklet now and a booklet with definitive issue stamps early in 1978 would be generally acceptable and give rise only to the strictly limited criticism that we imagine is inevitable from the purist collectors - and ironically probably from the Study Group itself.

If you wish us to go ahead we shall be glad to do so. Please let us have your instruction by telegram.

Yours faithfully



E. J. Sims
Head of Security Printing

Reply at (108a)

3

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	108a POT/1/11	
		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 OF SERVICE
BY
ADDRESS
CROWN
SUTTON



FOR SIMS FROM HOME

Yourlet 7 July PandT/1/1 - Proposals in paras seven and eight for Jubilee and Definitive booklets both acceptable

CHIEFSEC

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

NAME AND ADDRESS OF SENDER _____ TELEPHONE _____
TELEGRAPHED _____



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

P&T/2/13



(4)

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

Chief Secretary
The Secretariat
Stanley
FALKLAND ISLANDS
SOUTH ATLANTIC

Our ref H1FALK IS 3/01739/2



P & T

30 September 1977

Dear Sir

FALKLAND ISLAND DEFINITIVE BOOKLET

107 in
P&T/1/1

With regard to our Mr Sims' letter of 7 July and following your cable of 5 August, we are pleased to note you concur with our proposal for the production of this definitive booklet which we feel will enjoy good sales.

2 We have accordingly discussed the specifications for the booklet and now detail our suggestions for your perusal and comments.

(i) We consider that the content of the booklet should be composed of the general postage rates already in use made up in blocks of four stamps of each of these values :

4 x 2p, 4 x 4p, 4 x 6p, 4 x 11p giving an overall total value of 92p.

12
20
24
40
96

(ii) You may wish to consider two ideas we have thought of for the front cover design of the booklet. One being an illustration of one of the early mail vessels as depicted in this stamp issue. Or, alternatively, a direct reproduction of one of the stamps suitably enlarged and without value shown.

illustration
skipping ship
Hebe

The booklet might be titled :

"FALKLAND ISLANDS"

and

"Contents 4 x 2p, 4 x 4p, 4 x 6p, 4 x 11p total 92p"

and describe
inside of
3p
international

(iii) An ideal design for the back cover could be a portrayal of the "SS Great Britain" now docked at Bristol Harbour.

(Mrs) Admin
No. 10/10/77

5p
Commonwealth
bp 2nd class a/mail
10 international

(iv) We consider that the general background should be a dark green colour.

Copy to Pm
Sent 8/17/10
/We
DCH 14/10

From: THE CROWN AGENTS

Page No.2.....

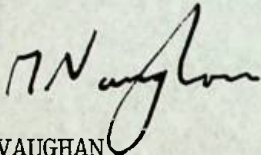
ToChief..Secretary.....

Date30..September..1977

We trust that you will find our suggestions of interest and now look forward to receiving your observations, as well as your advice, concerning your own local requirements for the stamp booklets.

Upon receipt of your approval we will commission one of our artists, B G Studio, to prepare the artwork and will of course continue to keep you informed of the production of this issue.

Yours faithfully



M VAUGHAN
for the Crown Agents

JT/JG

28th October

77

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

Dear Mike,

FALKLAND ISLANDS DEFINITIVE BOOKLET

Thank you for your letter of 30th September H1/Falk Is
 3/01739/2.

2. We have the following suggestions for implementation:

- i) the contents should be
 4 x 3p, 4 x 5p, 4 x 6p, 4 x 10p making 96p in all.
- ii) We prefer the sailing ship Hebe to be depicted on the front cover as depicted in the stamp issue. The booklet to be titled as you suggest showing the stamp values. We would also like the inside cover to show the values with a description of the appropriate postage rate i.e.

3p internal letter rate
 5p commonwealth seammil
 6p second class airmail
 10p international seammil

- iii) Please show RMS Darwin on the back cover. Although the "Great Britain" would be a good design we prefer to retain the ships that carried mail.

iv) We agree to leave to you the general background.

3. It is very difficult for us to arrive at a quantity we should have to sell as we obviously do not want to overstock; we will settle for 2,500 booklets.

Yours faithfully,


 CHIEF SECRETARY

c.c. Postmaster



6
get
B

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

H1/FALK IS 3/01739/2

3 November 1977



Dear Mr Massingham

FALKLAND ISLANDS DEFINITIVE BOOKLET

4

I refer to my letter dated 30 September 1977 regarding the above definitive booklet.

I should be grateful if you could inform me of your decision as quickly as possible, since time is now very short for the preparation of artwork.

Yours sincerely

M VAUGHAN

NFA reply sent see (59)

Mr John Massingham



R to DCS

(7) (8A)

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

Mr D Morrison
Assistant Secretary
The Chief Secretary's Office
The Secretariat
Stanley
FALKLAND ISLANDS SOUTH ATLANTIC



H1/FALK IS 3/01379

P & T /2/13

9 December 1977

Dear Mr Morrison

ACS
let us discuss with [?]
[?]
20/12/77

FALKLAND ISLANDS NEW DEFINITIVE STAMP BOOKLET

Following your letter of 28 October, I am pleased to advise that your suggestions are being implemented and the art studio are in the course of preparing the stamp booklet artwork.

We have considered several special features to promote sales of the booklet by enhancing its potential appeal to philatelists.

One consideration being that the watermark is changed so that the booklet stamps are printed on different paper to the definitive stamp sheets. However, we require your authority to change the watermark so will you please let us have your advice on this matter as soon as possible. As another distinction, we have instructed the artist to design a simple border for the stamp panes and although this is only speculative at this stage, since we are not certain how it will appear on such a narrow selvedge of about 7mm in depth.

I think not
[?]
20/12/77

We have also incorporated the printing of a message on the reverse of the pane of stamps which will read "ADDRESS PACKAGES CLEARLY - PLEASE".

We believe that these items will attract attention and result in a significant increase in sales.

We are currently negotiating a contract with Questa Colour Security Printers Limited and although not all the technical details are finalised as yet, we estimate that the cost of 27,500 stamp booklets will be about £3,200 FOB excluding paper costs. I will write again shortly with comprehensive details regarding price and delivery as well as the technical information.

✓ Unfortunately the booklets will certainly not be available for release with the sheet stamps but this is probably to our advantage in terms of sales and publicity.

In the meantime, will you kindly let me know whether you consider a change in watermark a viable proposition.

Yours sincerely

M. Vaughan

M VAUGHAN
for the Crown Agents

Copy sent to PM
[Signature]

REF:

P&T/2/13A

is requested that
the number and date
should be quoted.

THE SECRETARIAT,

STANLEY, FALKLAND ISLANDS,

SOUTH ATLANTIC.

6 January 1978

M Vaughan Esq
Crown Agents Stamp Bureau
St Nicholas House
Sutton Surrey

FALKLAND ISLANDS NEW DEFINITIVE STAMP BOOKLET

Please refer to your letter H1 FALK IS 3/01379 of 9 December to Doug Morrison in which, inter alia, you were seeking our authority to alter the watermark on the stamps in the proposed booklets.

2. I am replying to your letter myself since I want to relate it to my letter P&T/1/1 of 14 December about stamp policy to your colleague Mr Sims. In that letter I had discussed and sought advice about the controversy that has centred about the recent issue of our Jubilee stamp booklet, and it seems to me that your proposals about changing the watermark and adding a simple border to the stamp panes will again be taking us into that area of controversy which we would prefer to avoid if possible. (In this context you may care to see the enclosed copy of the Editorial written by Major Spafford in the latest issue of the Upland Goose).

3. Let me make it clear straight away that we do not intend to be puppets of the Falkland Islands Study Group. Your advice about the issue of the Jubilee booklet has been amply vindicated by the gratifyingly large and swift sales for it. Nevertheless, we cannot ignore the fact that numbers of well-meaning and sincere collectors were offended by what was done. Moreover, we are still uncertain how seriously we should take it: Mr Sims' advice will no doubt help us to assess that. I called an ad hoc meeting at my home of a number of local people who are interested (for varying reasons) in our stamp issues. Considerable interest was expressed by them in the possibility of our issuing stamp booklets on a regular and even quite frequent basis; but only provided that the stamps contained therein were normal ones taken from the main sheets of either definitive or commemorative issues. We were encouraged to believe that there is a substantial demand among philatelists everywhere for such booklets of a routine nature, and our own interest was further aroused by the fact that these would be something that we could produce without difficulty and at negligible cost for ourselves. Our own Government Printer could print simple covers, possibly with the addition of some artwork from blocks prepared in conjunction with your bureau. Nothing more would be required than for stamp sheets to be split up within our Post Office here and then stapled within the covers. ~~such~~ booklets would mostly contain low value stamps (3p) for local use but with some others for airmail purposes.

4. It is against such a background, therefore, that we have considerable misgivings about your proposals:

- a) to alter the watermark
- b) to produce the stamps within a border; and
- c) to print a message on the reverse of the stamps themselves

Reply at

However, you must have undoubtedly made these proposals with the commercial market possibilities in mind. What we really need to know from you is whether you would consider that sales would suffer significantly if we were to issue a booklet of normal definitive stamps without any embellishment except on the covers of the booklet. Upon the substance of your answer any further decisions would depend. We should be interested especially to see why you calculated on a total production figure of 27,500 such booklets. Could you explain exactly how you arrived at such a figure and for what period of time you would consider such production to suffice? and would we sell 27,500 if we produced the booklets locally without specially printed stamps? What, too, do you think of our own alternative idea of issuing a new set of dated booklets every six months? You will appreciate that, if there were a continuing demand for these, their sale would greatly enhance the overall sale of the definitive issue which, I understand, tends to fall off soon after the initial sales. We are very interested in the feasibility of a sustained series of relatively small issues of booklets rather than a once-and-for-all issue. But this is something on which we should value your comments.

5. That last point brings me to yet another point of detail. One of the general criticisms that the purists are making is that some of our stamp issues are gradually ceasing to bear any true relation to postal needs. I am bound to say that I myself have great sympathy with them in this. Our present proposals for the booklet which was aimed at the overseas market (see paragraph 2 of Doug Morrison's letter to you of 28 October) are that the contents should be: 4 x 3p, 4 x 5 p, 4 x 6p, 4 x 10p; making 96p in all. We have reconsidered the composition of this particular booklet in the light of the need to avoid criticism, and have decided that it would be extremely difficult to justify the sale of 4 x 10p stamps which have little value since few people here would wish to send letters by international seairmail. The easiest solution to this problem would be to extend the contents by 4 x 1p stamps. That would make a final selling value of £1 and also enable purchasers to use the 1p stamp in conjunction with the 10p for airmail purposes. Unless, therefore, you see any overriding objection to this proposal we would want to make this the composition of this first issue of booklets.

practical/

6. Progress on printing the proposed booklets will now have to be suspended whilst we await your comments; but we accept your point that their early release is not essential. Indeed, as you will have seen from my remarks at the end of my fourth paragraph, we are more interested in a steady long-term yield from booklets than a large sale on one occasion only, although we are prepared to cater for demand and not deliberately restrict numbers unless you advise to the contrary.

John Massingham
Chief Secretary

CROWN AGENTS

Voucher No. 313237
Date of Debit 16 12 77

ST. NICHOLAS HOUSE, SUTTON, SURREY SM1 1EL

SUMMARY OF STORES CHARGES—INSURANCE COPY

Requisition No. H1 / FALK IS 7/19377/001 Debit Number 01 P

Indent No. (TGM DID 05/08/77 RF 27/26)

Principal FALK IS

Department CHIEF SECRETARY Dept No. 040

Items FALK IS STAMP BOOKLETS

Despatched By DELIVERED TO BUREAU

Date of Despatch 27 11 77

Account No. 2-900 Head Subhead

	£	£
960 NET INVOICED COST (124621)	3,430.60	
FREIGHT		
		3,430.60

INSURANCE (see note on reverse)

CROWN AGENTS CHARGES

SUPPLEMENTARY	1.25%	42.88	
PROCUREMENT	9.28%	318.36	
SECURITY CONTROL - EXIN		20.00	
			381.24

CHIEF SECRETARY
STANLEY
FALKLAND ISLANDS

GROSS DEBIT

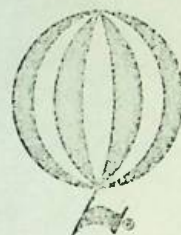
£ 3,811.84

HJ

NOTES OVERLEAF
APPLY TO DESPATCHES ON OR AFTER 1/1/76

INVOICE No. Q1029/1101.

(9)



The House of Questa

The House of Questa Limited
 Registered office
 Parkhouse Street, London SE5 7TP
 Telephone 01-703 7162/3/4
 Telex 884054 Questa G
 Cables Questa London SE5
 Registered number 1078571 England
 Vat registration No. 236 0441 91

The Crown Agents,
 St. Nicholas House,
 SUTTON,
 Surrey.

= 660,000

12 x 55,000 Stamps
 20 min charge

Date 28th Nov '77		Tax point 28th Nov '77		Works order no. Q1029		Customer's order no.			
Date of order: 23.9.77		Price		VAT rate		VAT amount		Amount due	
C/A Ref: H1/FALK IS 7/19377/1.		£	p			£	p	£	p
A/C No: 249009									
Authority: Ltr dtd 17/10/74									
Ref H1/1945.									
To: Production of stamp booklets as follows:-									
Sheetlets and covers									
50,000		3250.	00	8%		250.	00	3510.	00
OVERS:									
Covers @ £12.00 per 1,000									
2,550 overs		30.	60	"		2.	45	33.	05
Sheetlets @ £30.00 per 1,000 sets of 3 values.									
5,000 overs x 3 values		150.	00	"		12.	00	162.	00
<p>Each booklet consisting of one pane of four stamps with blank margin perforated to bleed of each of the three values; 6p, 11p and 33p of the Falkland Island Jubilee Issue contained within suitably sized cover printed in four colour process Back and Front and single colour inside centre folded and creased on the front coinciding with the first row of perforations on the stamps.</p>									
Type of supply		87/12		£3430.60	Total	274.45	£3705.05		

F & OE Terms strictly net monthly account. Customers are asked to advise in writing of any loss or damage in transit within 10 days from date of invoice. No claims for damages can be entertained arising from lock outs, fires, strikes war or force majeure.

Incorporating Questa Colour Limited, Questa Colour Security Printers Limited and Par Litho Plates Limited

Although this has proved to be a tremendously successful issue, one has to be very realistic and regard it as a most unusual situation. The new proposed definitive booklet must be regarded as a very different animal. At the present moment we would estimate a potential market of around 20,000 booklets. If possible, I would prefer to see it go on sale in March 1978 prior to the release of Coronation issues in April 1978. If this is not possible then we must give some thought to deferring release until about September. The situation needs to be re-assessed in, say, late January.

10

Original
at 113

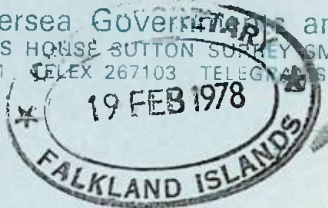
m
PT/2/20

have
CA



Excelsior
2. P. P. P. P.
K/11

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



H1/FALKLANDS 3/01739/3

6 February 1978

Dear Mr Massingham

FALKLAND ISLANDS NEW DEFINITIVE STAMP BOOKLET

8 Thank you for your letter P&T/2/13 of 6 January. It arrived only a few days after your more general letter to Jack Sims about your stamp policy and we two, with other colleagues, have discussed both letters at some length since they are clearly inter-related.

2 Having said this it seems to us best that I should reply to the letter you wrote me and that Jack should write within a day or so, as I know he will, on more general issues.

3 I would like to start by stressing that we, like you, prefer to avoid controversy and in the light of the second paragraph of your letter have revised our thinking about the definitive booklet. This is especially so against the background of the high level of revenue last year, the forthcoming Coronation issue and the satisfactory sales of the new definitive, already in excess of £64,000.

4 Your proposal to issue a locally produced booklet of traditional style appeals to us greatly especially if the Government Printer will make it clear that the booklets have been prepared in Port Stanley, which in itself should help publicity.

5 Our latest market enquiries suggest that if you release such a booklet we should settle for a total of 12,500 in all for ourselves and for New York with presumably a further 2,500 for local use. Our earlier estimate of 25,000 incidentally was based on selling 18,000 from Sutton and 7,000 in the USA.

6 This will ensure that there is a reasonable quantity available for collectors but we can always ask the Government Printer to produce more covers if a further supply of booklets is necessary. A selling price of £1 seems just about right.

/7 If you

KIV

(i) Do we need to revise this guesstimate?

(ii) add 4 x 1p stamps

(v) make use of stamps by producing booklet from right to left

(iii) change colour of covers every year

(vi) Give credit to John Smith

(iv) insert ~~Printed~~ Produced in Stanley or similar wording

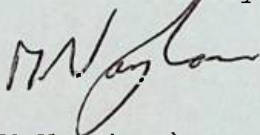
7 If you agree to this line of thinking we would ask that the booklets should not be dated because although dating has been used by other comparable postal authorities it seems to us that doing so will produce exactly the same criticism that you and we are trying to avoid by using normal stock stamps. It is then open for you (if you so wish) to change the design as and when a reprint becomes necessary - as do other postal authorities.

8 Incidentally on this point we shall presumably have to arrange a reprint of the 3p, 4p and 6p values because the need to provide blocks of four with a left-handed selvedge means that a total of 187,500 stamps in panes of 25 will be used (we use a total of eight stamps out of each pane).

9 Finally, we note from your letter that the booklet should be released in the last quarter of this year so that thankfully we are not under pressure of time. Nonetheless to avoid any unnecessary delay we have asked Bill Grout Studio to produce a mock up which I will send you in a day or so. Some slight modification will in any case be necessary because the mock up is based on the assumption there will be a selvedge on all four sides. If you decide not to use the rough we will meet the relatively small cost ourselves.

I shall look forward to hearing from you further.

Yours sincerely



(M Vaughan)

Mr John Massingham
Chief Secretary



12

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



PH1B/FALK IS 3/01739

Date 7 February 1978

Dear Mr. Massingham

FALKLAND ISLANDS NEW DEFINITIVE STAMP BOOKLET

... Further to my letter of 6 February, will you please find enclosed the mock-up of the booklet prepared by B G Studios together with three suggested colour alternatives.

Personally, I prefer the turquoise green colour shade on the mock-up which we selected to enhance the sea-green of the stamps. However I look forward to your observations.

Yours sincerely

M. Vaughan
M VAUGHAN

WCS
We shall have to discuss idc. at our leisure when we have had time to consider Mr. Vaughan's letter of 6 February.

2. Meanwhile for a PM may wish to discuss

M. Vaughan
2/2

The booklet would be a good place to give credit to John Smith ie - ... Granger Barrett from drawings by John Smith

ALTERNATIVE
COLOUR

ALTERNATIVE
COLOUR

ALTERNATIVE
COLOUR

13

Tape
List

Ref: P&T/1/1

13 March

78

John Smith Esq
Stanley

STAMP BOOKLETS

We have it in mind to start issuing booklets of stamps on a regular basis as a service for normal postal users but also to augment the sale of the current definitive stamps. The booklets, which would contain a range of stamps costing one pound, would be printed and made up locally. We have not considered what sort of designs, if any, would appear on the covers but I had thought that we might feature inside the back cover some notes on the stamps 'true' designer, yourself. Naturally these would have to be brief, but it would be a good opportunity to publicise your activities as an illustrator and maritime historian, etc. Before anything more is done to consolidate this idea perhaps you would be kind enough to let me know whether it has your blessing in principle.

JOHN MAFFINGHAM
CHIEF SECRETARY



13/97

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



Your ref P&T/2/13A

BS

Date 15 March 1978

Dear Mr Massingham

FALKLAND ISLANDS NEW DEFINITIVE STAMP BOOKLET

I would be interested to hear about any decision you have made concerning the production of the booklets later this year and to know whether I can be of further assistance.

In my letter of 6 February, I mentioned that a reprint of the 3p, 4p and 6p values might be necessary and I would like to have your confirmation of both the values and quantities required so we may proceed accordingly to avoid any subsequent delay.

Yours sincerely

M VAUGHAN

1p }
3p }
5p } x 4 = £1.
6p }
10 }

PM

Pl advise

2 booklets to be prepared by

SU/JLD/15

Crown Agents with ~~separate~~ different designs: Hebe first then? No selveag
No date as suggested by CA.

Your Ref: PH 1B/FALK IS 3/01739

6 April

78
70

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

STAMP BOOKLETS

14

Thank you for your letter of 15 March.

2. We have agreed in principle to two issues a year and that we should produce the stamp books locally; but in order to give the local Printing Office a bit of breathing space to organise the supply of suitable paper for covers, we have decided to ask you to produce the first two for us.

Details as follows:

Stamps: 1p, 3p, 5p, 6p, 10p

Cover: "Hebe" on the front with "Darwin" on the back. Next attractive-looking ship for the front cover of the second booklet; the back cover choice can be decided later.

Quantities: 2,500 for local use
 12,500 for Crown Agents.

Colour: As in the ^{up}mockings

3. If a reprint is necessary please proceed.

4. You may wish to consider the possibility of having the second booklet prepared so that the stamps are stapled on the right, thereby making use of stamps that otherwise would not be used with the first booklet stapled on the left.

5. You may also wish to consider whether there should be a pause to see how sales are going before being fully committed to the second booklet, in case we are left with a lot of unsold booklets from the first issue.

6 April 1978

6. We take your point about not dating the booklet and think it right not to date the booklets.

7. I think you realise that we do not want any selvedge; the stamps to be from normal printings.

8. We would like to see the final version before you give the go ahead. The John Smith information for the inside back cover will be forwarded separately.

D R Morrison
for Chief Secretary.

cc Postmaster

JB

18th April

78


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

Dear Mike,

DEFINITIVE BOOKLETS

You will see from the last paragraph of my letter ⁽¹⁵⁾ of 6th April that we promised a small piece on John Smith for the inside back cover of the booklet. I now attach two copies of the insertion which should fit in easily enough and give John Smith the credit he deserves.

Yours faithfully,


for CHIEF SECRETARY

encs.

us

MAIL SHIPS 1842-1974

This issue was produced from water-colours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands

20th April 1978

Chief Secretary

Postmaster

Booklets

As you know we have asked the Crown Agents to undertake the production of the first two booklets, but you will need to ensure that the Head Printer is geared to taking over thereafter; this may entail ordering paper for use next year.

for *DCH*
CHIEF SECRETARY

us

EXTRACT FROM MINUTES OF STAMP COMMITTEE MEETING OF 31 MARCH 1978

2.1. Definitive Issue

- 2.1.1 It was agreed that plans should be put in hand as soon as possible for the regular issue of booklets of definitive stamps with a total value of £1, the first issue to be in November. The Committee agreed that two issues of these booklets should be made each year, with cover design featuring drawings of the mail ships themselves, so that in the course of the life of this definitive issue all vessels should be covered. It was further agreed that the booklets should contain some brief biographical details of Mr John Smith the designer, who has got rather less credit than he deserves for this fine issue. Whilst, in general, these booklets should be produced by the Government Printer in Stanley, it was agreed to arrange with Crown Agents for them to produce the first two issues to ensure the introduction of this service. The Committee are entirely satisfied that these booklets are a genuine postal item and will contain normal definitive stamps.

Action taken

DW
15/5

PS16113A

SS

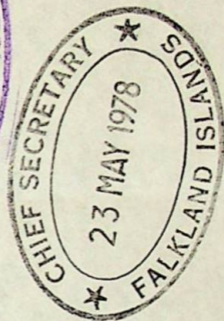


CABLE & WIRELESS

KEEPS YOU IN TOUCH

(20)

(19)



ZUZC D304 ATS053 HCF870 TX267103
FKLX HL GBLA 019
LONDON/LA TLX 19/17 22 1425

LTF
CHIEFSEC
STANLEYFALKLANDISLANDS

KINDLY RETURN ROUGH ARTWORK FOR DEFINITIVE STAMP
BOOKLET LETTER FOLLOWS SHORTLY
HAWTHORNE CROWN SUTTON

COL LTF

Copied to M. 23/5/78/2.

KEEP YOU IN

CABLE & W



RELESS

TOUCH

(21) ~~120~~

Ref:P&T/2/13A

25 May

78

B Hawthorne Esq
Crown Agents Stamp Bureau
St Nicholas House
Sutton Surrey SM1 1EL

(20)
~~HA~~

DEFINITIVE BOOKLETS

Thank you for your telegram of 22 May asking for rough artwork of the Definitive Booklet.

2. I am sorry that these were overlooked on file when we wrote to you last month. Artwork returned herewith.

D R Morrison
for Chief Secretary

22

ZC7C D268 ATS289 HCL791 TX267103

FKLY HL GBLA 025
LONDON/LA TLX 25 16 0910

LTF
CHIEFSEC
PORTSTANLEY

FI STAMP BOOKLETS REQUIRE 2500 SHEETS EACH VALUE PLEASE
CONFIRM NONE AVAILABLE FROM YOUR STOCKS AND WE MAY REPRINT
HAWTHORNE CROWN SUTTON

COL LTF 2500



Discussed
Ansairt-mail
PM *16/6*
Pl advise. It adds
interest, but we will
be accused of reprinting
specially for the booklet. If there are no spares
then we have no alternative but reprint

NNNN

CABLE & WIRELESS
KEEPS YOU IN TOUCH

CABLE & WIRELESS
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		<div style="border: 1px solid red; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;">23</div>
		26.6.78				
		INSTRUCTIONS				VIA CW

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND ADDRESS **LTF CROWN SUTTON**

22

No. 173 FOR BAWTHORNE YRTEL 16TH STAMP BOOKLETS. 15000 BOOKLETS WOULD ONLY REQUIRE 1200 SHEETS IF 4 BOOKLETS TO A SHEET? ARE ADDITIONAL 1300 SHEETS FOR NORMAL SALE? DO YOU INTEND SECOND ISSUE TO BE STAPLED ON RIGHT MAKING MAXIMUM USE STAMPS. CAN SUPPLY 2500 SHEETS 1p AND 10p BUT PRESUMABLY BOOKLET MIXED PRINTINGS UNDESIRABLE. REPRINT AUTHORISED BEARING IN MIND FOREGOING

CHIEFSEC

c.c. POSTMASTER



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

SIGNATURE AND ADDRESS OF SENDER _____

DLU

TELEPHONE _____

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

CJ (24)

4/27/6

214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G
267103 27.6.78 TELEX NO 1469 14.26

(23)

YRTEL 173 1300 SHEETS ALLOWS FOR BOTH BOOKLETS AND
MARGIN FOR ERROR
NO OBJECTIONS MIXED PRINTINGS SO GRATEFUL YOU SUPPLY 1P
AND 10P WILL REPRINT OTHERS
PLEASE ADDRESS PARCEL ATTENTION HAWTHORNE

HAWTHORNE DEPT PH5
CROWN SUTTON ++

LM

214 GOVERNOR FK
267103 CASUTN G

copy to Purcell ^{reprint}
10/28/6/78
27/6

Copy for P&T/2/13A

pa

25

CHIEF SECRETARY'S OFFICE
THE SECRETARIAT
STANLEY
FALKLAND ISLANDS

Ref: P&T/2/13

7 July 1978

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

I am sorry not to have replied sooner to your letter of 9 June. But it reached me during our Budget Session of Legislative Council, which demanded my attention for two weeks to the virtual exclusion of all other business. However, I am now in a position to answer the various points that you have raised.

2. First: Aerograms. It is certainly our hope to produce a small size Aerogramme (No 1) bearing the appropriate ship stamp - at present 8p. I make that last point about the price only because the Postmaster tells me that it may be almost a year before we receive the actual forms. (For some inexplicable reason the GPO Supplies Department does not seem to be able to fulfil ~~an~~ earlier delivery - but perhaps we must challenge them). By then, of course, postal rates may have moved upward. Incidentally, there are a number of technical problems about our producing a better defined reproduction of the stamp on our machinery here. However, we are examining the possibility of improving both the aerogrammes and the machinery itself.

3. Second: Booklets. The Crown Agents are currently producing the first two booklets for us. They will sell at £1 and contain 4 stamps of each of the following denominations: 1p, 3p, 5p, 6p, and 10p. But, beyond that, we have no other specific information about their final format or when they will be available for issue. Initially they will not contain information about postal rates, but they will have a note about John Smith, the designer of the issue. The first booklet will bear a representation of the "Hebe" on the front cover and the "Darwin" on the back. Thereafter we hope to feature two of the remaining ships on each successive cover. Moreover, after the printing of the first two booklets by the Crown Agents to get the enterprise launched, we want to print locally. Then we shall be better geared to print information - even advertisements if they would help cover costs.

7 July 1978

-2-

4. Please do not hesitate to get into touch with the Crown Agents for further information about the first booklets. We appreciate both your interest and any help that you can give with publicity.

5. Finally, as you will know from my letter of 2 June, we are not going ahead with the re-designed definitives. That I much regret. (Would that I had more courage or temerity).

JOHN MASSINGHAM
CHIEF SECRETARY

cc P&T/2/13A

— → Pa
7/vii

JB

WIRELESS
IN TOUCH



CABLE & WIRE
KEEPS YOU IN TOUCH

ZCZC D100 ATS810 LD542 XLH135 TX267103
Y HZ GBLH 018
LONDONLH 18/17 9 1206

26

LTF
CHIEFSEC
PORTSTANLEY



1P AND 10P DEFINIT STAMPS SENT BY YOU FOR BOOKLET RECEIVED
SAFELY
CROWN SUTTON

COL LTF 1P 10P

John 9/8/78
Pa

WIRELESS
KEEPS YOU IN TOUCH



WIRELESS

~~28~~

27

4. The Acting Governor stressed the importance of Stamp Revenue in the Colony's economy. As nothing had recently been received regarding the forthcoming Definitive booklet it was agreed to telegraph Crown Agents for an up-to-date situation report.



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. 19.9.78			
		INSTRUCTIONS					
							VIA CW

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PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

LTF CROWN SUTTON

ADDRESS

No. 262

YOUR H1/FALK 3/01739/3 STAMP BOOKLET. PLEASE ADVISE POSITION AS HOPING FOR NOVEMBER RELEASE

CHIEFSEC



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

SIGNATURE AND ADDRESS OF SENDER

TELEPHONE

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MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

7CZC D019 ATS275 HCP407 TX267103
KLX HZ GBLA 052
LONDON/LA TLX 52/51 3 1403

P-7/2/13A
29



LTF
CHIEFSEC
STANLEY FALKLAND ISLANDS

28

YRCAB 262 OF 21/9 STAMP BOOKLET REGRET HAVING DIFFICULTY
FINDING EFFICIENT ECONOMICAL METHOD OF COMPILING BOOKLETS
WITHOUT DAMAGE STOP NOW EXPECT SUBMIT QUOTES THIS WEEK STOP
PRINTING COVER AND COMPILING LIKELY TO TAKE 5 WEEKS DESPATCH
2 WEEKS THEREFORE ADVISE AGAINST SETTING RELEASE BEFORE END
NOV

CROWN SUTTON

COL LTF CHIEFSEC 262 21/9 5 2 CROWN SUTTON



NNNN
213 CW COUNTER FK
PRINTERGRAMS

copied to P.M.
3/10/78 JAO



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

With Compliments

CA Ref PH1/FALK IS 8/09085/1

Mr D R Morrison





30

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

Mr H Luxton
Postmaster
Posts & Telecomms Dept
General Post Office
Port Stanley
FALKLAND ISLANDS

Our ref PH1/FALK IS 8/09085/1

Your ref

Date 6 October 1978

NEW DEFINITIVE BOOKLET

I refer to your letter of 14 July 1978, to Brian Hawthorne, in which you queried whether the booklet would consist of both lefthand and righthand types. For reasons of economy, and in order to avoid any criticism from the philatelic market, it was decided some time ago that only one variety would be produced - that is, affixed at the lefthand side.

2 I enclose a rough mock-up made from photocopies of the artwork, which will give you an idea of the booklets (these photocopies are one-and-a-half times larger than the final result will be).

3 I have recently cabled to the Chief Secretary, advising him that we have had considerable difficulty over the last two months in finding an efficient economical way of compiling these booklets. Stapling by hand has proved to be time-consuming and causes considerable damage to the covers when the booklets are packed; sewing with thread turns out to be very expensive - we received a quotation from the House of Questa which offered a price of only £570 for printing 10,000 covers, but £750 for collating the blocks of stamps into booklets, inserting into the covers and sewing. We have made enquiries about glueing along the lefthand selvedge, but after some research it proved that the selvedge was slightly too narrow. At the time of writing this letter, I am awaiting a price for "metal stitching" which is a kind of stapling which is more efficient and does far less damage to the covers of the booklets.

4 At the moment, I am thinking in terms of releasing these booklets at the end of November/early December. I hope to be able to give you details of this latest quotation very shortly.

Yours sincerely

M VAUGHAN

cc Mr D R Morrison
Asst Chief Secretary
The Secretariat
Stanley FALKLAND ISLANDS South Atlantic

Falkland Islands

'HEBE'
1842-1846



Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00

Postage Rates

1_p

3_p

Internal Letter Rate

5_p

Commonwealth Seamail

6_p

Second Class Airmail

10_p

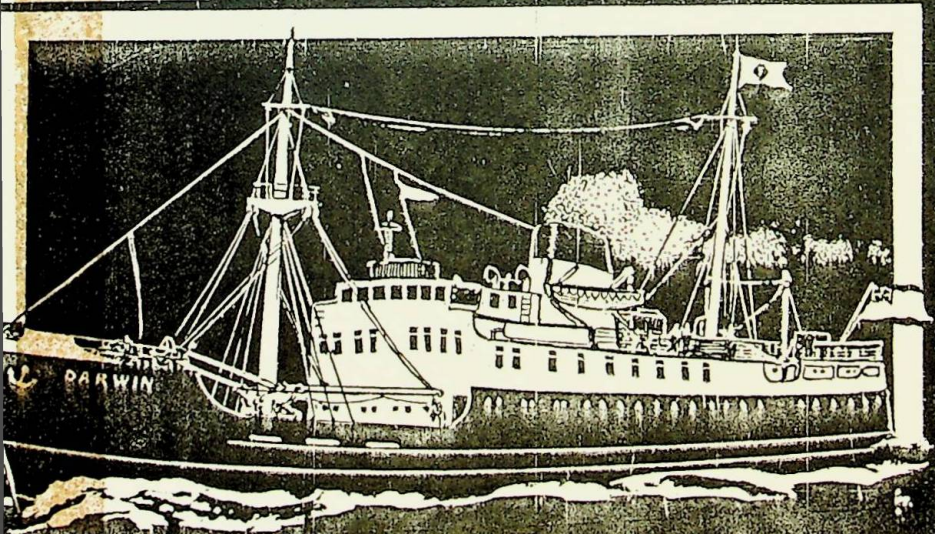
International Seamail

$1\frac{1}{2}$ TIMES ACTUAL SIZE

Mail Ships 1842-1974

This issue was produced from watercolours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands.

DARWIN 1957-1973





31

Crown Agents for Oversea Governments and Administrations

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

PH1/FALKLAND ISLANDS 8/09085/2 18 October 1978



Dear Doug

NEW DEFINITIVE BOOKLET

... Please find enclosed herewith one proof of the new definitive booklet cover. The stamps for insertion in the booklets have all been torn and compiled and the printer of the cover has been awarded the task of inserting the stamp panes and securing them by metal stitching. This method is similar to the stapling operation carried out previously, but should be an improvement inasmuch that the stitches will not mark the adjoining booklet covers as did the staples previously.

There were the inevitable casualties when tearing the stamps, but we were able to make up the stocks from Crown Agents Stamp Bureau supplies.

Provided everything goes well, it should be possible to despatch the booklets to you in early November, and I am assuming that you require them by airfreight. Unless you advise to the contrary I shall make the necessary arrangements.

Yours sincerely

Mh

M VAUGHAN

*air parcel post
(too late)
see 32*

Mr D R Morrison

ZCZC D363 ATS515 HCP675 TX87316
 FKLY CO GBLA 026
 LONDON/LA TLX 26/25 27 1423

SECRETARY
 PORTSTANLEY

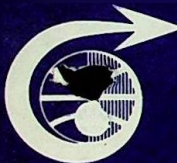
FALK IS 8/09085/2 1 C/ S STAMP BOOKLETS DEFINITIVE BOOKED
 AR 135 30/10 AWB 16665913 FOR ON CARRIAGE VIA COMMADORE RIVA
 GILBERT CROWN CRAWLEY

COL 8/09085/2 1 C/S 135 30/10 16665913

*copied to P.M.
 27/10/78 Am.*

32





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	(33)
				27.10.78		
		INSTRUCTIONS				
VIA CW						

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS AND ADDRESS
LTF CROWN SUTTON

No. 317

(32)

YRTEL 27TH BOOKLETS. RELEASE DATE 27TH NOVEMBER PLEASE GIVE MAXIMUM PUBLICITY

CHI MFSEC



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

[Handwritten signature]

TELEPHONE _____



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

Offset litho

Mail Ships 1842-1974

This issue was produced from watercolours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands.

Postage Rates

1_p

3_p

Internal Letter Rate

5_p

Commonwealth Seamail

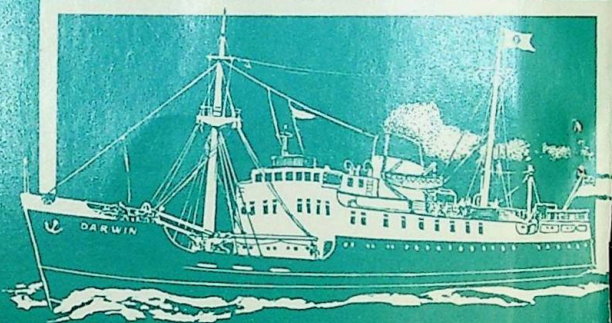
6_p

Second Class Airmail

10_p

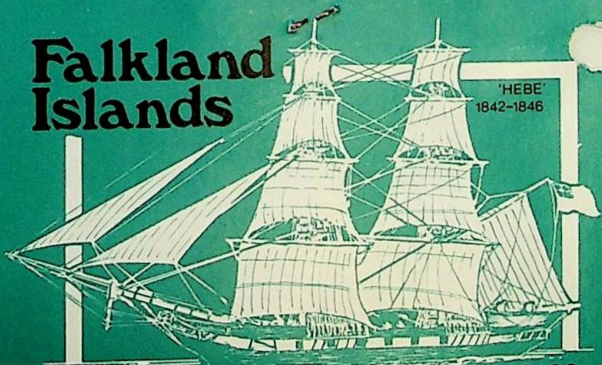
International Seamail

DARWIN 1957-1973



Falkland Islands

'HEBE'
1842-1846



Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00



sent Copy to Postmaster

SECURITY (34)

CROWN AGENTS

ST. NICHOLAS HOUSE, SUTTON
SURREY SM1 1EL

Telephone: 61-543 3311

Telex No. 267103

ACKNOWLEDGMENT of Direct Order

Hagner International (Overseas)
Ltd)

P O Box 104
Balcombe
HAYWARDS HEATH, Sussex.

Date of Order								
Crown Agents Reference PH1 / F LK IS 8/09085/2								
Account No. 249009	Authority (Ltr Dtd 06/04/78 Rf. P&T/2/13A)							
Principal Government of the Falkland Islands								
Contractors Code 220930	Department CHIEF SECRETARY 040							
Order Type 01	Export License Y	Special Insur. Y	Manual Progress Y	D.C. Applies Y	Inspr. H	Acct. Charge (enter code letter or N)	Commodity Code 22118	Number of Items 010101
SUPPLIER TO COMPLETE THIS BOX ONLY							SUPPLIER'S REF 229009	
FOR CROWN AGENTS USE ONLY							D D 151178	

We accept this order placed by the Crown Agents for and on behalf of the above-named Principal, as their duly authorised agents, for delivery by the date stated and otherwise on the terms indicated and have taken note of the directions appearing on the order. The order to be subject to the Crown Agents' General Conditions of Contract 1972 and Special Conditions of Contract (where indicated).

Signature: John Hume Address: Hagner International (Overseas) Ltd Telephone: _____
Date: 25th October 1978 P O Box 104 Balcombe Haywards Heath Telex: _____

SHIPPING MARK

ADDRESS FOR PARCELS

Reqn. C A 09085/2
No. STANLEY
Gross F IS
Wt. Ind. Rf. P&T/2/13A)

Reqn. 09085/2
Chief Secretary
The Secretariat
Ind. Rf. P&T/2/13A
Stanley
FALKLAND ISLANDS

Item	Detailed description of articles	QUANTITY	Price Each	Actual Cost
	FALKLAND ISLANDS DEFINITIVE BOOKLET Total cost of printing covers and metal stitching stamps and covers together. Covers to be printed in black and green lithography on white art board s/o 250 g.s.m., with insertion of pre-collated stamp blocks N.B. each booklet to contain 5 panes of stamps i.e. 1 pane of four stamps each of 1p, 3p, 5p, 6p and 10p stamps. Continued....	Exactly 10,000 Sewing		£683.95 + £55.00
THIS ORDER IS SUBJECT TO CROWN AGENTS' CONTROL				
		B/F from continuation sheets		
		Total cost		£738.95
		TRADE ALLOWANCE %		
		DISCOUNTS %		
		Net cost of article:		
		Packing and Delivery or Postage		
		Total cost f.o.b.		
		or Posted		
		For CA use only		£738/95
		cc 1010		
DELIVERY:- Packed ready for despatch by (NB where contractor is arranging freight the delivery date should be extended to allow for delivery to vessel/aircraft etc.)				

THE SPACE BELOW THIS LINE IS FOR CROWN AGENTS' USE

Chief Secretary
Stanley
FALKLAND ISLANDS

6

Notes to C.A. Dept.

Progress: Manual Prog.
Rare Shipments
Liaise with SF

A.O.P. Address

27/10

Hagner International (Overseas)

Page No. 2

Item	Detailed description of articles Ltd.	QUANTITY	Price Each	Actual Cost
	<p>Each booklet to be stab-stitched with one wire. Please submit a proof of the booklet cover before the main production run.</p> <p><u>Delivery</u> The booklets for the Falkland Islands are urgently required, and 2500 should be packed for airfreight despatch; please telephone Mrs G Fiddimore (Ext 332) in this office as soon as weights and measurements are known, in order that a flight may be booked. The following address should be used for the above consignee:-</p> <p style="text-align: center;">Chief Secretary The Secretariat Stanley FALKLAND ISLANDS</p> <p>2500 booklets are required by Stangib, and should also be despatched in the same fashion to the following address:-</p> <p style="text-align: center;">Stangib Ltd c/o Freight Brokers Inc. 147-27 176th Street Jamaica New York 11434 U S A</p> <p>The balance of 5000 booklets are required by the Crown Agents Stamp Bureau, and should be delivered to:-</p> <p style="text-align: center;">Crown Agents Dept PH3 St Nicholas House SUTTON Surrey</p> <p>Please endeavour to despatch the booklets for the Falkland Islands by the end of October 1978; please state your exact delivery date on the acknowledgment copy of this order.</p> <p><u>Note</u> The blocks of stamps were torn from full sheets and collated by Crown Agents; although we have done our best to ensure accuracy, and defective stamps have been</p> <p style="text-align: right;">/Continued....</p> <p>SU/OMS/13</p>			

Hagner International (Overseas) Ltd

Page No. 3

Item	Detailed description of articles	QUANTITY	Price Each	Actual Cost
	<p>replaced, please telephone as soon as possible if damaged stamps are found, in order that, replacements may be supplied. Special care is to be taken to ensure accuracy of contents and full security is to be employed.</p> <p>SU/OMS/13</p>			



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

C.S.
Yes: Pm suggested this long ago! Dec 7/2/78
DCS
I think Mr. Vandrom's suggestion is excellent. It not only uses up stamps but will offer an appealing variation for collectors.

Mr D R Morrison
 Secretariat
 Stanley
 FALKLAND ISLANDS
 SOUTH ATLANTIC

Our ref PH1/FALK IS 8/09085



Your ref P&T/2/13A

28 November 1978

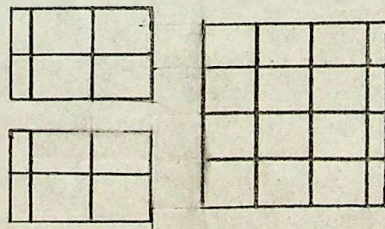
35

Dear Doug,

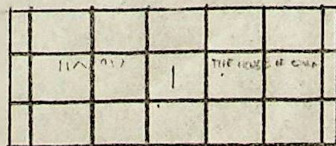
DEFINITIVE STAMP BOOKLETS

I refer to the above booklets, just released, for which the blocks of stamps were torn from whole sheets of your definitive stamp issue. During the next few months, as you begin to build up a picture of the sales which these booklets attract, I would like you to bear the following point in mind.

2 As you know, home-workers from this department were used to tear up the sheets of stamps and to collate the blocks of stamps in correct order, ready for insertion into the cover. Each home-worker undertaking this work was provided with a sketch, showing the precise way in which each sheet of stamps had to be divided-up, as shown below:-



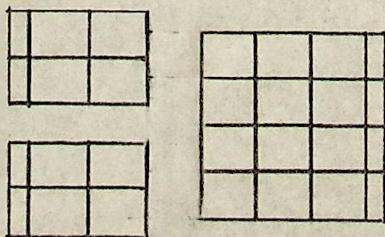
copy sent 11/12/78



GUTTER STRIP

Pm
Pl advise about gutter strips and right hand selvedge

D. Str 11/12/78



From: THE CROWN AGENTS

PH1/FALK IS 8/09085

Page No. 2

To Mr D R Morrison

Date 28 November 1978

3 You will therefore see that each sheet of stamps provided four blocks of stamps, each block having a left-hand selvedge. It will now become apparent to you that we have a considerable number of stamps left over, which are not in a readily-saleable form. The gutter strips may possibly find a market if sold in the Falkland Islands, but the two blocks of twelve stamps left from each sheet are unsaleable in this form. Therefore you may like to consider the possibility of using these latter blocks, which have a right-hand selvedge, for production of a second run of booklets.

4 I would be grateful to know if you have any such plans, and if you consider that the gutter strips should be sent to you.

Yours sincerely

M. Vaughan

M VAUGHAN

RN/HLE

*
Good
Idea
✓

36

P47 12/13A

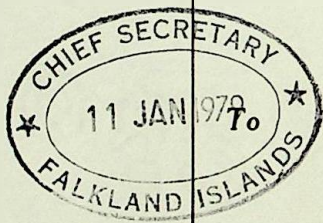
MEMORANDUM

Ref: 8/I

Date 10th January, 1979

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

From Postmaster



Chief Secretary

Subject:- Definitive Stamp Booklets

35

Letter from Crown Agents dated 28th November, 1978 refers -
Ref: PH1/FALK IS 8/09085.

about
1/3 of 2500

Certainly a 2nd Booklet of similar stamps, stitched on the right hand side, would be the easiest method of disposing of the surplus stamps. Judging by loc 1 sales however I would not consider a 2nd booklet justified. Before deciding we should perhaps see what Crown Agents sales have been.

Should be decide against a 2nd booklet the stamps in question could very well be returned for sale locally.

2500
 1450 left

 1050

 500

[Signature]
 Postmaster

PH1/FALK IS 8/09085

12th January

79

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

Dear Mike,

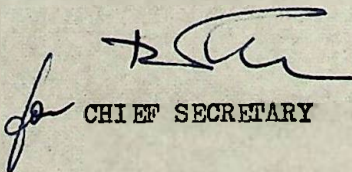
DEFINITIVE STAMP BOOKLETS

Thank you for your letter²⁵ of 28th November and the helpful suggestions therein. The Postmaster says that he has sold 1,050 of his 2,500 booklets and is wondering how many the Crown Agents sold. If you can let me know this, it will enable us to decide whether we should be going for a second definitive stamp booklet in say May or June, or whether we should leave it until November of this year.

We are not sure whether we should continue releasing these and may be generate an interest or whether we should let sales of the first issue dictate what we should do.

If you have any more helpful comments on this which would help clear our minds perhaps you would be good enough to write to me again.

Yours faithfully,


CHIEF SECRETARY

ZCZC D368 ATS100 HCD103 267103
FKLY HL GBLA 021
LONDON LA TLX 21/19 19 1845

LTF
CHIEF SEC
PORTSTANLEYFALKLANDISLANDS

GRATEFUL YOU SUPPLY 500 BOOKLETS DEFIN ISSUE PLEASE CONFIRM
AND ADVISE DESPATCH DETAILS
CROWN SUTTON

COL 500

*copy to PM
22/1*

NNNN



38



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

5/47

39

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

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

LTF CROWN SUTTON

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND **NO 36**

ADDRESS

YRTEL 19TH 500 DEFINITIVE BOOKLETS DESPATCHED TODAY AIR PARCEL POST

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.

CABLE & WIRELESS
KEEPS YOU IN TOUCH



CABLE & WIRELESS
KEEPS YOU IN TOUCH



CABLE & WIRELESS
KEEPS YOU IN TOUCH

P+T/2/13A

40

ZCZC D493 ATS195 HCJ419 TX267103
FKLX HL GBLA 032
LONDONA TLX 34/32 29 1629

LTF
CHIEF SEC PORT STANLEY
FALKLAND ISLANDS

USA DEALER PURCHASING 150 DEFIN BOOKLETS WISHES TO AFFIX
3 SHEETLETS TO PLAIN COVER AND DESPATCH TO YOU FOR CANCELLATION
PLEASE ADVISE IF AGREEABLE
CROWN SUTTON

COL 150 3

copy to PM
8/30/1

NNNN



Note: Spoke Postmaster who advises that there
is no objection whatsoever.

8/31.1.79.

CABLE & WIRELESS
KEEPS YOU IN TOUCH

P+T 12/13A

copy sent to Postmaster

41

CROWN AGENTS



St. Nicholas House, SUTTON, SURREY SM1 1EL

Telephone: 01-643 3311

Telex: 267103

Crown Agents' Reference
PH1 / FALK IS 8/09085/2

Authority Ltr Dtd 06/04/78
RF P&T/2/13A

AMENDMENT OF CONTRACT

No. 1

COPY FOR PRINCIPAL

Hagner International
(Overseas) Ltd
PO Box 104
Balcombe
HAYWARDS HEATH
Sussex

SUPPLIER'S REF.
229009

DATE 12 January 1979



Dear Sirs,

FALKLAND ISLANDS DEFINITIVE BOOKLET

We note from your invoice No. MA/776 that you have included an element of £20 for transport. This is approved, and the contract price is increased by this amount to £758.95.

Yours faithfully

M VAUGHEY
for the Crown Agents

SU/MVO/12

Chief Secretary
Stanley
FALKLAND ISLANDS

Special notes to Principal:—

30 January 1979

42

→ + Pa
30/1

Chief Secretary

Postmaster

DEFINITIVE STAMP BOOKLETS

We discussed this morning a second definitive stamp booklet on the lines of the present one. However, I find that DCS was in contact with the Crown Agents on this subject as recently as 12 January, so I shall take no further action until he returns from local leave.

2. However, it would be helpful if you could have preliminary discussions with the Head Printer about his producing covers for a booklet of 3p stamps (presumably 5 sheets of 4 = 60p). I take it that he will need only to print simple covers (preferably from "ends of line" cardboard), which you would arrange to have stapled. Perhaps you could produce a "proof" and, subject to the Head Printer's comments, a proposed issue date. We can then consult Crown Agents about release and issue arrangements.

JOHN MASSINGHAM



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	<div style="border: 1px solid red; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;">43</div>	
				31.1.79			
		INSTRUCTIONS					
VIA CW							

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND **LTF CROWN SUTTON**
ADDRESS

No. 48

40
YOURTEL 29TH. NO OBJECTION TO CANCELLATION HERE THREE SUBSRIPTS ON PLAIN COVER AS REQUESTED BY USA DEALER

CHIEFSEC



c.c. POSTMASTER

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SIGNATURE AND ADDRESS OF SENDER _____ TELEPHONE _____

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

214 GOVERNOR FK
267103 CASUTN G
12.07

OUR TLX NR 254
FOR CHIEF SECRETARY =

OUR REF PH3 GRATEFUL YOU SUPPLY AS MANY 3P VALUE ON BAT PENGUINS AS
POSSIBLE. HAVE FIRM ORDER FOR 2,300 DEFIN BOOKLETS.
IF AVAILABLE PLEASE ADVISE DESPATCH DETAILS ALSO FOR 150
BOOKLETS CTO REQUESTED OUR LETTER 8 JANUARY.

M SPOOR DEPT PH3
CROWN SUTTON
PMB

PSE-READ AT END OF FIRST LINE PENGUINS AS

214 GOVERNOR FK
267103 CASUTN G

Def. booklet file
P+T 12/13A

M

original on
P+T 12/131
BAT Penguins

copies to P.M. who is
taking action and will
advise w.r. to the reply
to be given.

ACTION (44)
COPY

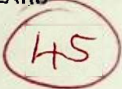




CABLE AND WIRELESS

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		
				12.2.79			
		INSTRUCTIONS					
						VIA CW	

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS
AND **LTF CROWN SUTTON**
ADDRESS

No. 69

FOR VAUGHAN. DEFINITIVE BOOKLETS. PLEASE PROCEED PRODUCTION RIGHT HAND £1 BOOKLET.
WOULD LIKE SIMILAR COVER BUT IN DIFFERENT COLOUR AND DEPICTING VESSELS "NAUTILUS"
AND "AES". PROVISIONAL RELEASE DATE MAY 1979

CHI MFSEC

c.c. POSTMASTER



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

SIGNATURE AND ADDRESS OF SENDER _____
NOT TO BE TELEGRAPHED

TELEPHONE _____



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP


P.T.O.



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		
				12.2.79			
		INSTRUCTIONS					VIA CW

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS
AND **LTF CROWN SUBTON**
ADDRESS

No. 68

FOR SPOOR DEPT PH3. YOUR TELEX 254.  REGRET UNABLE SUPPLY 3P BAT PENGUIN ISSUE. CAN ONLY SUPPLY 200 DEFINITIVE BOOKLETS PLEASE ADVISE IF REQUIRED. 150 CTO BOOKLETS DESPATCHED REGISTERED AIRMAIL 9TH

CHIEFSEC

Copies on P&T/2/31 and P&T/2/13A

c.c. Postmaster



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

SIGNATURE AND ADDRESS OF SENDER _____

TELEPHONE _____

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

PFT/2/13A

47

on file pl.

ACTION COPY

214 GOVERNOR FK
PRINTERGRAMS
214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G
267103 13.2.79 TELEX NO 627 13.27

OUR REF PH1 FALK IS 8/09085/2

YR CAB NO 69 12 FEB 45

RH DEFIN BOOKLETS WILL COMMISSION ARTIST IMMEDIATELY YOU ADVISE
WHETHER AES OR NAUTILUS FEATURED FRONT COVER
ALSO PLEASE ADVISE WISHES FOR COLOUR STOP QUANTITIES NEEDED SOON
FOR RELEASE MAY PLEASE NOTE THAT IF COMBINED REQUIREMENT
YOU STANGIB AND CA BUREAU EXCEEDS 10,000
THERE WILL BE CONSIDERABLE COMPLICATIONS AND DELAYS INVOLVING
UNDESIRABLE REPRINTING AND TEARING WHOLE SHEETS INTO BLOCKS
REGARDS IN ABSENCE OF VAUGHAN

HAWTHORNE DEPT PH1
CROWN SUTTON ++

LM

214 GOVERNOR FK
267103 CASUTN G

desires to be advised on the reply
to be given.

14.2.79.

Reply at 49.

P4T/2/13A

48

**ACTION
COPY**

214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G

13-2-79 1210 TLX 616

FOR CHIEFSEC

OUR REF PH3 2004/12

YRTEL 12 FEB

46

PLEASE DESPACH THE 200 DEFIN BOOKLETS TO STANGIB LTD 601
FRANKLIN AVE GARDENCITY NEWYORK 11530 AND ADVISE C A DESPATCH
DETAILS . MANY THANKS YOUR ASSISTANCE

MRS M SPOOR DEPT PH3
CROWN SUTTON

+

WM

214 GOVERNOR FK
267103 CASUTN G

copies to P.M. f.u.a.

13. 2. 79

*wednesdays mail
Air pd post*



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 15 FEB. 79		TIME	49 P/T/2/13A
		INSTRUCTIONS				
						VIA CW

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS AND ADDRESS
LTF CROWN SUTTON

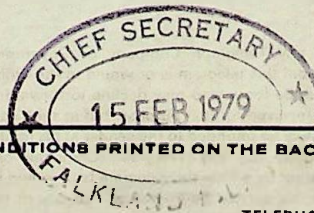
No. 78

FOR HAWTHORNE. YRTEL 13TH FEBRUARY DEFINITIVE BOOKLETS. NAUTILUS FRONT AND BACK
COLOUR BLUE. AGRES RESTRICT 10,000.

2. IT WOULD HELP PROTECT PERFORATIONS IF COVER COULD BE PRACTICALLY LARGER

CHIEF SEC

c.c. POSTMASTER



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SIGNATURE AND ADDRESS OF SENDER
NOT TO BE TELEGRAPHED

T. J. H.

TELEPHONE



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

PH12/13A
CC PH14/3

(51)



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

Our ref PH1N/FALK IS 9/05069

Mr D R Morrison
The Secretariat
Stanley
FALKLAND ISLANDS
SOUTH ATLANTIC



23 February 1979

See 54

*Copy this to Phil
copy sent
8/13
DHR
9/13/79*

Dear Doug,

DEFINITIVE STAMP BOOKLET (RIGHT-HAND SELVEDGE)

I refer to your letter dated 12 January 1979, in which you said that you wished to know our sales figures for the definitive stamp booklets, in order to enable you to decide whether to issue a second booklet in the middle or the end of this year.

2 I naturally passed your letter over to our Stamp Bureau, for their figures, and once they had advised me of these, the letter was passed to our Publicity Section for consideration of less tangible matters such as future sales. While all of this was going on, I received your cable of 12 February, which confirmed that you wished to release a right-hand selvedge booklet in May of this year. Although you have now made a decision, I am sure that you would still welcome the figures requested in your letter.

(45)

3 The most striking feature is the number of booklets sold in the United States. The original allocation for the US was 2,500, which were soon sold, and we made a further allocation of 1,000 from our bureau stocks in December last year. We are awaiting a further 500 booklets from your supplies which will increase US sales to 4000.

4 Our Bureau has sold 2,558 to date in UK and Europe. You say in your letter that you have sold 1050, so the total number of booklets sold to date is 7,608.

Where are the remainder?

5 Whilst forecasting philatelic sales is not an exact science we can assume that roughly the same quantities will be required of the next issue if the same format is followed. There is a likelihood that the second time around demand will be less but a contrary reaction may be for the second issue to revitalise interest in the first issue as well as the second, so I see no purpose in producing less than 10,000 booklets, especially as this is a definitive item with the possibility of further sales in later years.

6 We consider that a stylish definitive booklet, planned as a regular feature, will be welcomed, and indeed the figures above seem to support this. But we recommend a gap of perhaps one year between booklets, rather than six months. Incidentally, one idea which was tossed-up by our Publicity Department was to include a portrayal of Sir Rowland Hill on the booklets which will be issued in May. As this is "Rowland Hill year" this should ensure maximum sales, possibly encouraging a sell-out which will further

(1)
(2)

From: THE CROWN AGENTS

Page No. 2

To Mr D R Morrison

Date 23 February 1979

boost sales of the next issue when interest would perhaps otherwise be waning. I do not recommend exceeding the 10,000 figure though, because of the additional problems concerning reprints etc but as this is a definitive item such a reprint could be arranged subsequently if demand warrants it. Obviously I will take no action about this until I hear from you, and I look forward to hearing your thoughts on this idea and the other matters discussed in this letter.

See
49
See

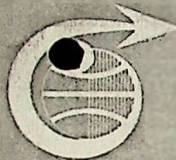
7 On the question of making the booklet cover slightly larger to protect the perforations I regret that this is not a truly feasible proposal. We may be able to alleviate the problem by ensuring that the cover is exactly the right size and not too small but any attempt to make it oversize will create problems as regards making up the booklet. When the booklets are compiled they have to be "knocked up" on one edge to centralise the stamp panes, which means that the perforations on the stamp panes on that edge at least will be in direct line with the edge of the cover. Even by this method the perforations should be protected but in the light of your comments we will endeavour to tighten up control and ensure that the panes are properly centralised.

Yours sincerely

M. Va.

M VAUGHAN


RN/JG



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	5147
OFFICE STAMP AND DATE P47/2/35		NO. OF WORDS	DATE 6-3-79	TIME	 <i>File in date order</i> <i>per</i> <i>ben</i>		
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
M/F CROWN SUTTON

No. 103

WE ARE CONTEMPLATING THE ISSUE OF A LOCALLY PREPARED BOOKLET UTILISING REMAINING STOCKS OF THE KEMP/BEAVERD 3p AND 11p STAMPS. WE ENVISAGE A PRINTING OF TWO OR THREE THOUSAND PRIMARILY FOR LOCAL USE. APPRECIATE THIS WOULD BE WELL BELOW PHILATELIC DEMAND BUT GRATEFUL YOUR VIEWS ABOUT PROMPTLY KNOWING THAT AVAILABLE STAMPS WILL MAKE THIS RESTRICTED ISSUE

CHIEF SEC

C.C. POSTMASTER



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

SIGNATURE AND ADDRESS OF SENDER *Ben*

TELEPHONE

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

53

let.

7/4/3.

DES
We hope.

2. A pity but
I am not resigned

[Handwritten signature]

**ACTION
COPY**

214 GOVERNOR FK
214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G
267103 13.3.79 TELEX NO 708 16.39

FOR CHIEF SECRETARY

YRTEL 108 MARCH 7- REGRET CANNOT RECOMMEND YOU PROCEED WITH
BOOKLET IDEA AS AN OFFICIAL ISSUE. YOU NEED TO SATISFY PHILATELIC
TOTAL DEMAND TO MAINTAIN CONFIDENCE FULL STOP
WILL OUTLINE SITUATION TO DICK BAKER DURING VISIT HERE TOMORROW
14TH MARCH

J WATTS DEPT PH3
CROWN SUTTON ++
LM

214 GOVERNOR FK
267103 CASUTN G

JJJJJJ

EHE/2/35

24. March 1979

54

Chief Secretary

Postmaster

STAMP BOOKLETS

I attach a copy of a telegram from the Crown Agents which kills the idea for a 3p and 11p booklet. A pity, but there is it; we cannot lose our credibility.

D R MORRISON
for CHIEF SECRETARY

PH1N/FALK IS 9/03069

15 March

79

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

DEFINITIVE STAMP BOOKLET (RIGHT HAND SELVEDGE)

Thank you for your helpful letter of 23 February. 51

2. Sales of the first Definitive stamp booklet were very satisfying so please accept our thanks for a job well done. I am a little surprised, however, that your total sales figure isn't higher, as I seem to remember our Postmaster saying that he was receiving orders from the UK, presumably because you had sold out.

3. I note your recommendation that stamp booklets should be issued annually, which we shall certainly bear in mind. The issue planned for May will be a guide as to how frequent the issue of booklets should be, and in the light of sales we should be able to decide when the third booklet should be released.

4. While your suggestion to feature Sir Rowland Hill on our stamp booklets is a novel one, we think that in order to maintain our policy of relevancy, and as we are to have an issue featuring Sir Rowland Hill, it would seem to be overdoing it a bit much to have him on the Mail Ships booklets. We appreciate your submitting these proposals even though we may not always find it possible to adopt them.

Reply at (60)

DRM

D R MORRISON
for CHIEF SECRETARY

cc Postmaster

2. BOOKLETS

An order has been placed for a further booklet similar to the previous one with the 'Nautilus' and 'A.E.S.' on the front and back covers. Discussion followed re the production of a locally printed booklet containing 3p stamps; the Postmaster thought this would be a way of economising by utilising remaining stocks of Kelp and Seaweed 3p and 11p stamps. It was decided further to investigate the idea of a 3p booklet. Crown Agents advice to be requested on this matter.

Sought and
rejected by Crown

Where is this?

53

ACTION 57
COPY

Dec.

22/3.

214 GOVERNOR FK
PRINTERGRAMS
214 GOVERNOR FK
214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G

22-3-79 1416 TLX 1270

OUR REF PH1N/FALK IS 9/03069 =

FOR MORRISON 51
FURTHER MYLET 23 FEB DEFIN BOOKLETS IN COURSE PRODUCTION
2000 FOR YOU 4000 CABUREAU 4000 STANGIB
TRUST ACCEPTABLE.
COLOUR BLUE

REGARDS
VAUGHAN DEPT PH1
CROWN SUTTON
++
PMB
+

214 GOVERNOR FK
267103 CASUTN G

Copy to Sam pl

Copied
1
22/3/79

58

P+T/2/115
P+T/2/139
P+T/2/13A ✓

**ACTION
COPY**

JCS

4/13/4

214 GOVERNOR FK
214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G
6--4-79 1409 TLX 400

OUR REF PHIN FALK IS 7/01834

FOR CHIEFSEC

FOR MORRISON PLEASE ADVISE RELEASE DATES AIRPORT AND UPU
ISSUES UNDERSTAND ANNETTE DANIELSON SAILED 2 MARCH SHOULD BE
ARRIVING NOW. UPU ADVISE FI ACCDED 1 JAN 1879 THEREFORE
RELATIVE FREEDOM IN CHOICE OF RELEASE . PLEASE ADVISE PRECISE
RELEASE FOR RH SELVEDGE BOOKLETS AIRFREIGHT DESPATCH EXPECTED
FIRST WEEK MAY
VAUGHAN DEPT PH1
CINOWR BUTTON

++
JM
+


214 GOVERNOR FK
267103 CASUTN G



CABLE AND WIRELESS

CABLE AND WIRELESS LIMITED

INCORPORATED IN ENGLAND

CHARGE	NUMBER	DESTINATION	PT	ORIGIN	WORDS	FORWARDED PARTICULARS	5/47
OFFICE STAMP AND DATE		NO. OF WORDS		DATE	TIME		
				12-4-79			
		INSTRUCTIONS					
VIA CW							

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND **LTT CROWN SUTTON**

ADDRESS

No. 147

**FOR VAUGHAN. YOUR PRIN FALKEIS 7/01834. AIRPORT RELEASE DATE 1ST MAY. ROGLAND HILL
27TH AUGUST. UPU 29TH OCTOBER. STAMP BOOKLET 4TH JUNE**

Copies to: Postmaster **P&T/2/15**
P&T/2/39
P&T/2/13A ✓
P&T/2/51

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 _____ TELEPHONE _____

NOT TO BE TELEGRAPHED



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.



P4T/2/13A

Ref. Booklet

NNNN

ZCZC ATS406 HCM206 TX87316 7234

FKLX CO GBLA 022

LONDON/LA TLX 22/21 16 1033

SECRETARY PORT STANLEY
FALKLAND ISLANDS

FALK IS 9/03069/1 1 C/S FALK IS STAMPS BOOKED BR 661
17/5 AWB 10047881 GILBERT CROWN CRAWLEY

COL 9/03069/1 1 661 17/5 10047881



Copy to Jm pl
sent @ 16/5
Jm
16/5



691

PFT12113A

NNNN

ZCZC ATS435 HCJ416 TX267103 D256.

FKLX HL GBLA 018

LONDON/LA TLX 18/17 17 1420



LTF

CHIEFSEC STANLEY

FALKLAND ISLANDS

FOR MORRISON 2000 RH SELVEDGE DEFIN BOOKLETS BOOKED

TODAYS FLIGHT BA661

VAUGHAN CROWN SUTTON

COL 2000 BA661

copy to PM
8/18/5

NNNN

CABLE & WIRELESS
KEEPS YOU IN TOUCH



CABLE & WIRELESS
KEEPS YOU IN TOUCH



CABLE & WIRELESS
KEEPS YOU IN TOUCH



41/2/13A



CROWN AGENTS

ST. NICHOLAS HOUSE, SUTTON
SURREY SM1 1EL

Telephone: 01-643 3311

Telex No. 267103

ACKNOWLEDGMENT of Direct Order

Stephen Mayer International Ltd
PO Box 104
BALCOMBE
Haywards Heath
Sussex



Date of Order
2-4-79

SECURITY

62

Crown Agents' Order Reference PH1N/FALK IS 9/03069/1	
Account No. 249009	Authority TLX DTD 13/2/79 REF CHIEFSEC CAB 69
Principal Government of the Falkland Islands	
Contractors Code 220930	Department P&TELEC 100
Order Type 01	Export Licence Y
Special Invoice Y	Manual Progress Y
D.C. Applies Y	Inspr. N
Sup. Charge N	Commodity Code 22118010101
Supplier's Ref SM/CA/FALK/21	
FOR CROWN AGENTS USE ONLY	
DD 1,40579	

We accept this order placed by the Crown Agents for and on behalf of the above-named Principal, as their duly authorised agents, for delivery by the date stated and otherwise on the terms indicated and have taken note of the directions appearing on the order. The order to be subject to the Crown Agents' General Conditions of Contract for the Purchase of Goods (1978) and Special Conditions of Contract (where indicated).

Signature..... Address..... Telephone.....

Date..... AIRFREIGHT ADDRESS FOR PARCELS Telex.....

SHIPPING MARK

REGN.

REGN. 03069/1

CA

Chief Secretary
(Ind CHIEFSEC CAB 69)
STANLEY
FALKLAND ISLANDS

Dep. to PM
8/25/5

Gross Weight IND. Nos.

Item	Detailed description of articles	QUANTITY	Price Each	Actual Cost
	FALKLAND ISLANDS DEFINITIVE STAMP BOOKLET (RIGHT-HAND SELVEDGE)			
	Cost of printing materials			£123.75
	Cost of printing booklet covers in 2 colours	10,000		£270.45
	Cost of locating stamps & stab-stitching	10,000		£343.50
	Cost of packing & despatch			£38.00
	/Cont'd.			

THIS ORDER IS SUBJECT TO CROWN AGENTS' CONTROL

The provisions of Clause 22 of the Crown Agents General Conditions of Contract for the Purchase of Goods (1978) apply.

RM/...
3/4/79

B/F from continuation sheets	
Total cost	
TRADE ALLOWANCE %	
DISCOUNTS %	
Net cost of articles	
Packing and Delivery or Postage	
Total cost f.o.b.	
or Posted	
For CA use only CC 101011	£775/70
DELIVERY:- Packed ready for despatch by DATE	
(NB where contractor is arranging freight the delivery date should be extended to allow for delivery to vessel/aircraft etc.)	

THE SPACE BELOW THIS LINE IS FOR CROWN AGENTS' USE

Chief Secretary
Stanley
FALKLAND ISLANDS 6

Notes Progress - MANUAL, PROG.

A.O.P. Address

Stephen Mayer International Ltd

Item	Detailed description of articles	QUANTITY	Price Each	Actual Cost
	<p style="text-align: right;">Total fob all destinations</p> <p>The covers are to be printed in two colours by lithography on white art board s/o 250gsm. Each booklet to contain 5 panes of stamps, collated in the following order:</p> <p>1p, 3p, 5p, 6p, 10p.</p> <p>Each pane consists of four stamps with a right-hand selvedge - each booklet is to be stab-stitched through this selvedge. Please submit a proof of the booklet cover before the main production.</p> <p>The blocks of stamps have been pre-collated by Crown Agents staff, and are supplied in crystal bags, each containing sufficient pre-collated stamps for 20 booklets. Although we have endeavoured to ensure accuracy in tearing and collating, it is possible that some re-collating and replacement may be needed in order to produce the full quantity of booklets. To this end, we will supply a small quantity of full sheets of 50 stamps from which replacement blocks may be torn. These stamps should be accounted for and afforded full security; any damaged stamps should be returned to Crown Agents for destruction. Any additional cost for work involved at this stage in replacing or re-collating stamps may be itemised on the acknowledgment copy of this Direct Order before returning it.</p> <p>The stamps will be available for collection at our Sutton office on 3 April 1979. We note your delivery schedule of 4 weeks from our acceptance; since release in the Falkland Islands is to be May 1979, please telephone Mrs G Fiddimore (Ext 332) at our office before the end of the first week in May, in order that weights and measurements may be taken.</p>			£775.70

/Cont'd....

Stephen Mayer Internationa Ltd

Item	Detailed description of articles	QUANTITY	Price Each	Actual Cost
	<p>DELIVERY: 2000 booklets are to be despatched by Airfreight to the address given on Page One of this order, 4000 booklets are to be despatched by air-freight to:-</p> <p style="text-align: center;">STANGIB LTD C/O FREIGHT BROKERS INC 147-27 176TH STREET JAMAICA NEW YORK 11434 USA</p> <p>A packing note, enveloped, detailing the contents of the case, should be affixed to this consignment (face value should be given in US dollars, in this case \$1964-16).</p> <p>The balance of 4000 booklets should be delivered to:-</p> <p style="text-align: center;">CROWN AGENTS DEPT PH3 ST NICHOLAS HOUSE SUTTON, SURREY</p> <p>Your quotation letter dated 27 March 1979 refers.</p>			



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

Our ref PH1N/FALK IS 9/03069/1

Your ref



25 April 1979

Dear Mr Morrison

DEFINITIVE STAMP BOOKLET (RIGHTHAND SELVEDGE)

5B

Ref

Many thanks for your letter dated 15 March 1979, concerning the above booklet, currently being printed. You are quite right to query our sales figures; on enquiry, I was told that the CA Bureau sales advised in my letter of 23 February 1979, are now very out of date, and this is now sold out.

61

2 The new style booklet is going ahead rapidly, and I expect the printer to despatch your consignment in mid-May. Meanwhile, I enclose one proof of the cover for your information and retention.

Yours sincerely

pp. M VAUGHAN

RN/SU/DMB

1.11 Definitive Booklet

The second Booklet of definitive stamps have been air freighted and are scheduled to arrive on 30th May. The release date is 4th June.

P₂T/2/13A

9th August

79

Mr. H. T. Luxton, (2 copies)
6, Mayfield Drive,
Caversham,
Reading,
Berks.

Dear Henry,

BOOKLETS

In Mike Vaughan's letter ^(SI) PH1N/FALK IS 9/03069 of 23rd February 1979 a suggestion was made that our Definitive booklets should be issued once a year instead of twice. You may remember that we decided to wait and see how the sales of the second issue went before coming to a decision on this. Lewis Clifton says he has 500 left of his 2,000 with weekly overseas orders for about 30. However, we do not know how Crown Agents or Stangib sales went, so do not know what the overall picture is.


Spafford via Tim Miller is again floating the idea of a local 3p booklet which you may recall we considered and rejected on Crown Agents advice. (It was to be a local job making use of Kelp 3p and 11p and therefore not available overseas). As expected Crown Agents advised against it - see attached telegrams.

The Printing Office manpower situation is still the same, and likely to remain so, as there was no response to an advert for an apprentice. Whether or not we would be able to take over the printing of our own booklets or not is problematical; or whether we could still have a 3p and a 11p booklet, but insufficient numbers to cope with overseas orders, is also open to question.

When you go back to Sutton perhaps you could sound out opinion about booklets in general - in any case we will have to decide soon on the timing of the third booklet, and welcome your views on this after you see how sales have gone.

I attach an extra copy of this in case you want to send it in advance to the Crown Agents,

Yours sincerely,


CHIEF SECRETARY

R-T/2/13A

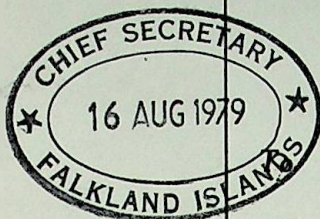
MEMORANDUM

66

Reference 8/I/ii

Date 15th August, 1979

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



From Postmaster

Chief Secretary

Subject:- Definitive Booklets

As we have agreed to release one stamp booklet per year, I herewith submit suggestions for the third edition. From the figures shown below you will see local sales for both types of previous booklets are similar. The Crown Agents sales figures for the Blue Booklet are at present unknown.

We have produced two very similar booklets and now may be the time to change the format a little. Although the Crown Agents rejected proposals for the production of a locally printed booklet containing 3p stamps of the Kelp and Seaweed Issue, it would appear there was not complete rejection on the idea of a 3p booklet. With this in mind I have considered the release of a 3p booklet containing 20 definitive stamps. There appears to be some demand for such a booklet both locally and overseas and I feel sure local demands for a 3p booklet will far outweigh those for the assorted stamp type.

? Spafford

The 3p stamps would primarily service local letter rates but they could also be used on second class airmail rates eg 6p and 12p. Stocks of the 3p definitive are low and a reprint will be necessary in the near future. We would not then be accused of merely reprinting solely for the release of a 3p booklet. An increase in the internal letter rate is shortly to be considered by the Administration which could result in a new rate of 5p. This would then be in line with the price of previous booklets of £1 ie 20 x 5p stamps.

To avoid stamp wastage I suggest the stamps be in two strips of ten folded in two's. These could then be either glued or stapled to an appropriate cover.

As long as we intend to feature definitive stamps in booklets I think we should maintain a policy of portraying one of the mail ships on the outer cover of the booklet.

[Signature]
Postmaster.

	Green	Blue
Released	27.11.78	4.6.79
Initial Stock	2500	2000
Sales first 9 weeks	1715	1450
Stock 15/8/79	14 (cto)	550 (60 cto)

Orders for blue booklet averaging 20-25 per week

67

P+T/2/13A

17th August 1979


Chief Secretary

Ag. Postmaster

Definitive Booklets

Thank you for your memo 8/1/ii of 15 August.

2. I wrote to Mr Luxton on the 9th August asking him to discuss the matter with the Crown Agents; when I receive a reply we can discuss the matter


CHIEF SECRETARY

tp

RT/213A

NNNN
ZCZC ATS299 HCD871 TX267103 D191
FKLY HL CBLA 021
LONDON/LA TLX 21/20 17 2359

CABLE & WIRELESS
18 AUG 1979
68
FALKLAND ISLANDS

CHIEF SECRETARY
20 AUG 1979
FALKLAND ISLANDS

LTF
CHIEFSEC
PORTSTANLEY

GRATEFUL YOU SUPPLY ANY QUANTITY UP TO 200 DEFIN BOOKLETS
PLUS 2 CTC REPLACEMENT BOOKLETS
CROWN SUTTON

COL 200 2

*Pl copy to Senior Clerk
Th. Bureau for action*

[Signature]
20/8

[Signature]
20/8

NNNN

CABLE & WIRELESS
KEEPS YOU IN TOUCH



& WIRELESS
YOU IN TOUCH

& WIRELESS
YOU IN TOUCH
CABLE & WIRELESS
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	P-T/2/13A (69)	
		INSTRUCTIONS				
VIA CW						

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND **LTF CROWN SUTTON**
ADDRESS

No. 307

YRTEL 17TH 200 MINT AND 2 CTO BOOKLETS POSTED TODAY

CHIEFSEC

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

SIGNATURE AND ADDRESS OF SENDER
NOT TO BE TELEGRAPHED

TELEPHONE _____



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.

P+T/2/13A

70



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

Our ref PH1N/FALK IS 9/03069

Your ref

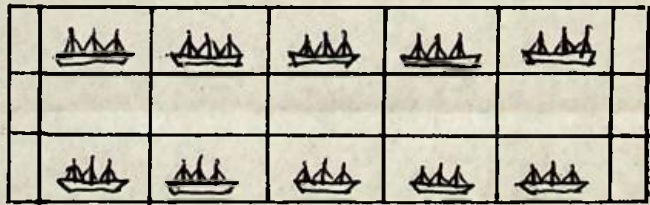
Date 13 August 1979

Dear Doug,

*Kiv send a copy
to Henry huxton.*

DEFINITIVE STAMP BOOKLETS

Please refer back to my letter of 28 November 1978 reference PH1/FALK IS 8/09085, which I wrote to you when production of the first issue of booklets (left-hand selvedge) was completed. This letter contained a rough sketch showing the stamps left over from the first project, and requested whether you would be interested in using some of these stamps in a right-hand selvedge booklet. This second type of booklet has now been produced, and if you refer back to my sketch, you will see that it still leaves us with a considerable number of torn-up stamps, as shown below:-



Falkland
Mr D R Morrison -Islands

2

13 August 1979

You will then see that we are left with 2,500 gutter strips of each denomination, collated in the order:-

1p, 3p, 5p, 6p, 10p, 1p, etc

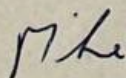
also there are 5,000 columns, each containing 4 stamps, collated in the same way as the gutter strips.

2 Our Bureau have advised me that they are unwilling to take these into stock, since they are not in a readily saleable form for philatelic purposes. I see little prospect of using these remaining stamps for a further project - although our Publicity Department made the tongue-in-cheek suggestion of producing "gutter-pair booklets" - however, the most obvious outlet for these stamps seems to be in sale over the counter in the Falkland Islands. Therefore I would be grateful if you would let me know fairly shortly what you would like me to do with these stamps. When you do so, I would also like you to give me your thoughts on the wider aspects of booklets. Once you have studied the sales figures for these items, you should be able to review the situation and advise me of your future plans. Originally it was intended that these two booklets (right-hand and left-hand selvedge) would serve merely as pilot projects; in future, every six months or so we would instruct the printers to run off a new supply of the card covers, despatch them to you, and allow your local staff to tear-up and staple-in the stamps.

3 This seems an admirable plan to me, and I hope very much that you will put this idea into practise.

4 Finally, I notice from a copy of the minutes of the meeting of the stamp co-ordinating committee of 22 February 1979, that mention is made of investigating the idea of a 3p booklet. Obviously, you are the best judge as to the popularity of such an item. However, I notice that you mention that it could possibly be printed locally; presumably such an item would be for sale on Falkland Islands only, and purely for postal use without any sales abroad. Obviously we could design and print a cover in the UK tailor-made for any particular commemorative issue, but it does seem a pity to waste the money and effort already put into the design and production of the two definitive covers which you already have, and which could obviously be re-printed and despatched to you for local affixing. If you require more specific advise, please do not hesitate to ask.

Yours sincerely



M VAUGHAN

SU/AH/10

27th August 1979

71

Chief Secretary

Acting Postmaster

I attach a copy of a letter ⁽⁷⁰⁾ from the Crown Agents about stamp booklets and request your advice on what should happen to the stamps that the C.A. Stamp Bureau are unwilling to take back into stock.

I imagine the suggestion to produce gutter pair booklets would give Major Spafford apoplexy; nevertheless please submit your views as we should consider every suggestion no matter how bizarre it seems.

I wrote to Mr. Luxton on 9th August ⁽⁶⁵⁾ about booklets in general so we need do nothing more until he has had time to discuss this with the Crown Agents.

J. P. Ch
CHIEF SECRETARY

enc.

uw



NNNN
ZCZC ATS420 HC2872 TX267103
FKLY HL GBLA 023
LONDON/LA TLX 23/22 29 1540

D371

PT/2/13A

72

LTF
CHIEFSEC
PORTSTANLEY FALKLAND ISLAND



GRATEFUL YOU SUPPLY FURTHER 150 DEFIN BOOKLETS OR QUANTITY
AVAILABLE UP TO 150 PLEASE ADVISE DESPATCH DETAILS
CROWN SUTTON

COL LTF 150 150

*Pl send copy to Ag Postmaster
for action*

7/8/8

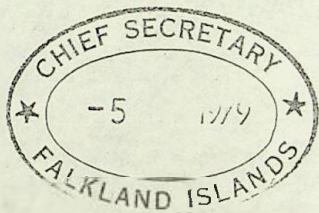





CABLE AND WIRELESS

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				
		INSTRUCTIONS						VIA CW

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

ADDRESS

LTF CROWN SUTTON

NO. 327 YRTEL 29TH 150 DEFIN BOOKLETS POSTED TODAY

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 712/13A

74



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



Our ref

PH1N/FALK IS 9/03069

2 November 1979

Dear Doug,

DEFINITIVE STAMP BOOKLETS

In my letter of 13 August 1979 I made reference to the large number of torn-up stamps which were left over from the above project. On 24 September, Henry Luxton telephoned me, and advised that even if we were to go ahead with the idea of "gutter-pair booklets", we had insufficient stamps to make a reasonable number of booklets (only 2,500, as against 10,000 of the earlier versions, which sold out).

2 Therefore, Henry asked me to return these stamps in due course to Stanley, which I shall be arranging in the next day or so (by air parcel post).

Yours sincerely

MV

M VAUGHAN

75

MEMORANDUM

Reference P&T/2/13A

Date 12th December, 1979

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



From Acting Postmaster

Chief Secretary

Subject:- Definitive Mailship Booklets (3)

In connection with the decision to release another of the Mailship Booklets, I submit the following suggestions.

2. Ideally we should continue with the portrayal of a motor and sailing ship on the outer covers and suggest 'Amelia' for the face and 'Merak N' for the reverse which continues with the sequence we have started. Red would appear as an acceptable colour.

3. Though I do not agree with Major Spafford's criticism in the Upland Goose, I must admit the comments in the December 1978 issue are somewhat justified and suggest the inside of the face cover is replaced with the following:-

- 2p Internal postcard
- 3p Internal letter rate
Commonwealth printed matter
- 4p Commonwealth printed matter second rate
- 5p Commonwealth Seamail
- 6p Second class airmail, second local letter rate
- 7p International postcard airmail
- 10p International seamail
- 11p Overseas airmail first rate

The Crown Agents will probably need to reprint some values to cater for this booklet in particular the 3p value, our own stocks of which are low. This in some way will avoid undue criticism in that we will not be reprinting solely for the booklet purposes.

It is hard to envisage how local philatelic sales of booklets will increase during the next few months and recommend we require 2,500.

As we have a heavy programme, with the Dolphins, BAT RGS and new FID issues early next year, I suggest we elect for a late May or early June release.

The Crown Agents should also be asked to give this booklet a new issue number and not combine booklets under one number as they have done previously. This will then make our job easier by keeping all relative costs and sales figures to each booklet issue.

10000
2500 for office

[Signature]
Acting Postmaster.

MEMORANDUM

Reference P&T/2/13A

Date 17th January, 1980

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



From Ag. Postmaster

To Chief Secretary

Subject:- Booklets Issue (3)

I further discussed the possibility of production of the next edition of the booklet, locally, with the Head Printer this morning.

The task is quite large and indeed would be awkward with the present machine and staff facilities available. Even if we were to obtain suitable card for the cover together with metal dies the colouring of the design would vary considerably between every 100 or so copies. The Head Printer foresees little or no problem in the production of material such as this with the new machinery which is currently being recommended. The printing would then be the same as before - offset lithography.

I therefore recommend we ask the Crown Agents to undertake the production of the next booklet. Compilation could be done locally but would have to be on an overtime basis which would probably kill the profit on having the exercise withdrawn from the Crown Agents.

Years Jimmy

Ag Postmaster

Mail Ships 1842-1974

This issue was produced from watercolours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands.

Postage Rates

- 1p
- 3p Internal Letter Rate
- 5p Commonwealth Seemail
- 6p Second Class Airmail
- 10p International Seemail

Mail Ships 1842-1974

This issue was produced from watercolours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands.

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Postage Rates

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- 3p Internal Letter Rate
- 5p Commonwealth Seemail
- 6p Second Class Airmail
- 10p International Seemail

Mail Ships 1842-1974

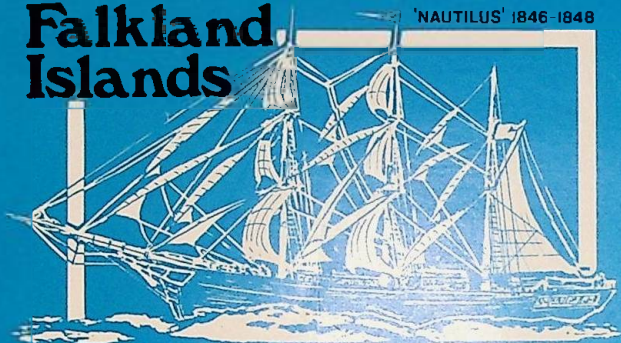
This issue was produced from watercolours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands.

Postage Rates

- 1p
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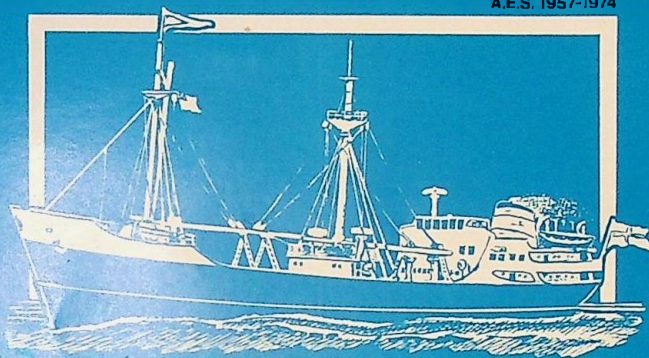
Falkland Islands

'NAUTILUS' 1846-1848



Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00

'A.E.S.' 1957-1974



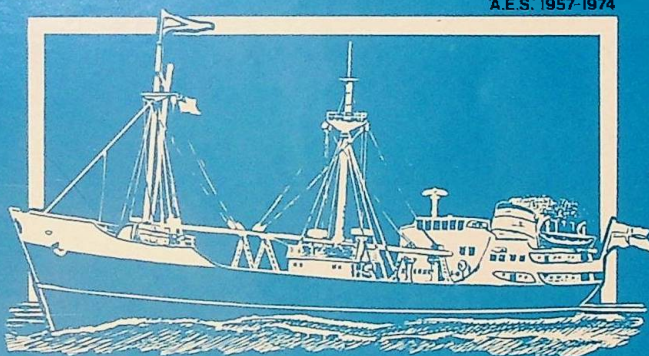
Falkland Islands

'NAUTILUS' 1846-1848



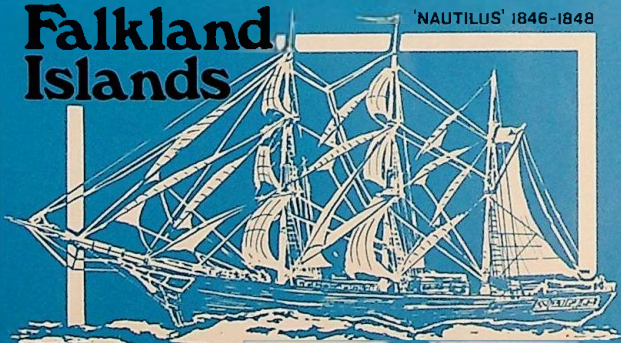
Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00

'A.E.S.' 1957-1974



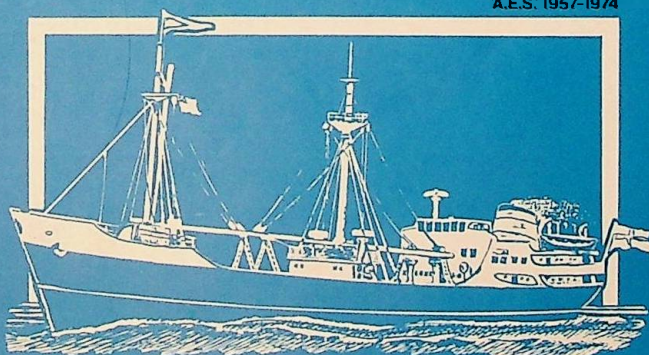
Falkland Islands

'NAUTILUS' 1846-1848



Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00

'A.E.S.' 1957-1974



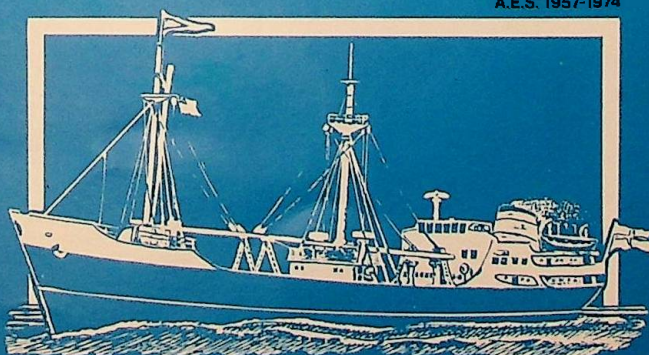
Falkland Islands

'NAUTILUS' 1846-1848



Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00

'A.E.S.' 1957-1974



Your ref: PHLB/FALK IS 3/01739

22 January

80

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

STAMP BOOKLETS

We have decided to produce another stamp booklet of definitive stamps to be placed on sale late May or early June of this year.

2. We require the booklets to be similar to those already issued and I give below the details:

Stamps:	1p, 3p, 5p, 6p, 10p
Cover:	"Amelia" for the front; "Merak N" for the back
Colour:	Red
Quantities:	2,500 for local sale. Your requirements will need to be assessed by you; they were in the region of 8,000 for the last issue.

The insertion on the inside of the front cover should be:

2p	Internal postcard
3p	Internal letter rate, Commonwealth printed matter
4p	Commonwealth printed matter second rate
5p	Commonwealth seamail
6p	Second class airmail, second local rate
7p	International postcard airmail
10p	International seamail
11p	Overseas airmail first rate.

3. The note about the issue being produced from Mr John Smith's water colours should be reproduced on the inside of the back cover.

4. As we are out of 3p stamps I authorise a reprint of this value, of which we will need 100,000 stamps for local use.

5. I should be grateful if you would proceed with arrangements for the above and allocate it a separate account number to facilitate accounting in our Bureau.

D R Morrison
 for CHIEF SECRETARY



65

Crown Agents for Oversea Governments and Administrations

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

Mr D R Morrison
The Secretariat
Stanley
FALKLAND ISLANDS
South Atlantic



ref PH1N/FALK IS 9/03069

ref P&T/2/13A

Date 30 January 1980

Dear Doug,

DEFINITIVE STAMP BOOKLETS

I refer to Mike Vaughan's letter ⁷⁴ of 2 November 1979, which advised our intention of despatching the torn-up stamps left over from the above project. I should like to apologise for the delay in sending out these stamps, which were rather put-aside during the pre-Christmas rush. It is quite a problem of organisation to ensure that such a vast number of stamps are all accounted for at the end of a rather complicated project, as you will undoubtedly discover when you organise the next production run of booklets.

2 These stamps are being consigned to the Postmaster, Stanley, by air parcel post.

Yours sincerely

Chris Penry
CHRIS PENRY

RN/PS



66

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



Our ref: PH1N/FALKSTAMPS 0/02667

Your ref: P&T/2/13A

Date: 11 February 1980

Dear Doug,

DEFINITIVE STAMP BOOKLET

Thank you for your letter ⁽⁶⁴⁾ dated 22 January, requesting us to proceed with a new stamp booklet of definitive stamps.

2 Looking back through previous files concerned with booklets, I see from your Letter dated 6 April 1978 that the first two issues of booklets were to be pilot projects only. Mike Vaughan followed this up with his letter dated 13 August 1979 in which he made a number of suggestions, amongst which was the proposal that we have the covers produced here, and that the tearing and stapling be carried out in the Falkland Islands.

3 If your staff carry out the tearing and stapling locally, you will be able to prepare and store the stock of stamps for a right-hand selvedge booklet, and you will be able to dispose of the remaining stamps easily through your post offices.

4 If we were to undertake the entire project, we would certainly require a re-print of all the denominations used, since our bureau stock is fairly low. We would then have to arrange for the stamps to be torn here by our bureau staff, for a fee sufficiently high to encourage volunteers to carry out the work in their spare time. We would then be left with all the unused stamps, which would have to be stored until the decision to produce a right-hand selvedge booklet.

5 Pending your response to my suggestion, we will proceed with the design and printing of the covers. If you wish us to carry out the entire project as previously, we will naturally do so, and I will provide a costing for this on receipt of your instructions.

6 We are arranging for the re-print of the 3p stamps under a different reference, and you may like to know that we have allocated a new account number, 249003, and a new title 'FALK STAMPS' to this new booklet file.

Yours sincerely

Chris Penry
CHRIS PENRY

PM

Copied to file 22/2

Pl let me have your

recommendation on the above. The message from the above is that the Crown Agents do not want to tackle it, ~~and~~ if they have to its going to cost us. 2/2

bu 3/5/80

P472/113A

(67)

MEMORANDUM



Reference 8/I/II

Date 28th February 1980

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

From Postmaster

To Chief Secretary

Subject:- Definitive Stamp Booklet

We will be extremely hard-pressed to undertake the preparation of the booklet here due to insufficient staff to handle the total work-load falling on the Bureau within the relevant period. It will be necessary to have the tearing of stamps, the compilation and stapling of the booklets done by fee paid workers. This will be time-consuming and relatively expensive but doubtless less expensive than having it done by the Crown Agents. The main work-load of this project, if done locally, would fall on the Senior Clerk who would be heavily involved in the stamp accounting process. This would involve checking out sheets of stamps to fee paid workers, checking back the part sheets of un-used stamps and checking the booklets.

An additional problem is that of secure storage of large quantities of part sheets of stamps. Certainly we do not have the space here, but I understand that the Treasury are prepared to store them in their vaults provided they can be packaged in sealed lots specified in "sheets". However I am uncertain whether they can be sealed by the Senior Clerk after a single count or whether a second count, either by a Post Office official or a Treasury official, is considered necessary for acceptance by a Board of Survey under Financial Regulations. Since these "sheets" will be made up of odd pieces the time-consuming nature of the exercise is obvious, particularly if two counts are considered necessary.

I will be making recommendations elsewhere as to how we may overcome these problems but I am not sanguine that these recommendations, even if accepted, could effectively be implemented in time to help with the present project. On balance I have to support the recommendation in my predecessor's letter of 17th January that the Crown Agents be asked to undertake the production of this booklet. However, like the Crown Agents in their letter of 11th February, if you wish us to carry out the project locally we will naturally do our best to do so with the minimum interruption to the other work of the Bureau.

If it is decided that the Crown Agents be asked to actually produce the booklets it might be a good idea, in view of their apparent reluctance to undertake this kind of project, to mention the fact that in future we would hope to be able to produce them locally and this would be our final call on the Crown Agents for this kind of work.

POSTMASTER

PHIN/FALKSTAMPS 0/02667

5 March

80

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

DEFINITIVE STAMP BOOKLET

Thank you for your letter of 11 February 1980 about a new stamp booklet.

2. The Postmaster has given this a lot of thought and reluctantly come to the conclusion that his small staff cannot cope with all the work involved, and, therefore, I have no alternative but to ask you to carry out the entire project. I look forward to receiving your costing in due course.

3. The Postmaster hopes that his staff will be able to cope with the issue after this one.

D R Morrison
for CHIEF SECRETARY

68
69

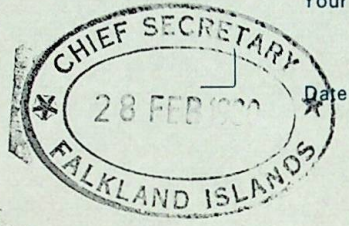


Crown Agents for Oversea Governments and Administrations
ST NICHOLAS HOUSE SUTTON SURREY SM1 1EL
TELEPHONE 01-643 3311 TELEX 267103 TELEGRAMS CROWN SUTTON

Mr D R Morrison
The Secretariat
Stanley
FALKLAND ISLANDS
SOUTH ATLANTIC

Our ref PH1N/FALK IS 9/03069

Your ref P&T/2/13A



Date 21 February 1980

Dear Doug,

DEFINITIVE STAMP BOOKLETS

Further to my letter of 30 January 1980, which advised of the despatch of the remains from the two projects to produce the definitive stamp booklets, please find enclosed a few remaining stamps which were unfortunately misplaced in the storage area of our strong room.

Yours sincerely

Chris Penry
CHRIS PENRY

3p
10 x 4 = ~~80~~
174

10p 20
6p 28
3p 174

10p
6p

20 f DCS safe
28 ✓

Received for ACS 5.3.80.
[Signature]

Received the above stamps

SU/AH/21

[Signature]
28.2.80

[Signature]

214 GOVERNOR FK
267103 CASUTN G

18.3.80 14.27 TLX NO. 1247

DCS

70

FOR THE ATTN MR DOUG MORRISON

ACTION ME
COPY 18/3

OUR REF PH1N/FALKSTAMPS 0/02667
YOUR REF P+T/2/13A

YRLET 5 MARCH ⁽⁶⁸⁾ REF DEFINITIVE BOOKLETS JUST RECD. WILL
NATURALLY COMPLY BUT MUST WARN THAT WITH CURRENT PRESSURE OF
WORK FOR LONDON 1980 THIS PROJECT MUST INEVITABLY TAKE TIME.

ARTWORK FOR BOOKLET COVER EXPECTED VERY SHORTLY, DO YOU WISH
TO VIEW BEFORE PRINTING BEGINS?

REGARDING STAMPS THEMSELVES, OUR BUREAU HAS INSUFFICIENT
STOCKS (IF 10,000 BOOKLETS PRODUCED AS BEFORE, MINIMUM OF
125,000 STAMPS EACH DENOMINATION REQUIRED). PLEASE ADVISE
WHETHER YOU WILL SEND STAMPS OR REPRINT REQUIRED (THIS WOULD
TAKE AT LEAST 5 WEEKS). HOPE TO FINALISE OUR AND STANGIB'S
REQUIREMENTS SOON. PLSE NOTE COST OF TEARING AND COLLATING
BLOCKS OF STAMPS WILL APPROX. TOTAL POUNDS 1000.

REGARDS

CHRIS PENRY DEPT PH1
CROWN SUTTON ++

MM

214 GOVERNOR FK
267103 CASUTN G

Pm

Pl advise

DM 19/3/80

copied to Postmaster

uw 19/3/80

Telegrams Crown Sutton
Telephone 01-643 3311
Telex 267103

CROWN AGENTS

FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS

II Division

ST. NICHOLAS HOUSE

SUTTON

SURREY SM1 1EL

Our ref II/34

Your ref

Date 11. 3. 80

MR. J. MASSINGHAM
CHIEF SECRETARY
SECRETARIAT
STANLEY FALKLAND ISLANDS.



Dear Sir

I enclose for your records, and safe keeping, the materials which were used in the production of the issues of postage stamps as listed on the attached sheet.

2 Please acknowledge safe receipt of this material by signing and returning the duplicate copy of this letter.

Yours faithfully

W. J. Massingham (Mo)

for the Crown Agents

REQUISITION

ISSUE

LIST OF MATERIAL

FALKLAND IS
8/09085

SHIPS
DEFINITIVE

- ✓ 1 ROUGH DESIGN (MOCK-UP)
- ✓ 1 MOCK-UP WITH LIVE STAMPS
(BLANK COVER)
- ✓ 2 PROOFS (BOOKLET COVER
ONLY)

DH
20/3/80

D. Chapman
20/3/80

CONTROL

H/34

21 March

80

Mrs I West
Crown Agents
H Division
St Nicholas House
Sutton
Surrey SM1 1EL

Dear Madam,

DEFINITIVE STAMP BOOKLETS

Please refer to your letter of 11 March 1980 forwarding materials used in the production of stamp booklets.

Your list of material shows four items enclosed whereas three only were received -

- 1 Rough design mock-up
- 1 Mock-up with stamps
- 1 proof (Booklet cover only)

(The second booklet cover was not enclosed).

Yours faithfully,

D R Morrison
for CHIEF SECRETARY

214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G

P4T/2/13A
DCS
[Signature]

(73)
DCS

20/3/80 12.35 TX NR 1471

FOR ATTENTION MR DOUG MORRISON

OK
2/3.

PLEASE QUOTE OUR REFERENCE PH1N/FALKSTAMPS 0/02667
YOUR REFERENCE P AND T/2/13A

FURTHER MYTLX 18/3/80 REF DEFINITIVE BOOKLETS OUR BUREAU
WILL REQUIRE 4000, STANGIB 10000, TOTAL 16500.
THEREFORE 206,250 STMPs EACH DENOMINATION REQUIRED, AND
COST OF TEARING AND COLLATING NOW ESTIMATED AS £1660. ARTWORK
FOR COVER NOW ARRIVED. EAGERLY AWAIT REPLY=

REGARDS - CHRIS PENRY PH1 CROWN SUTTON
JS

**ACTION
COPY**

PM

Please advise

[Signature] 21/3/80

Reg

Has this been copied to PM?

214 GOVERNOR FK
267103 CASUTN G

yes. Jackie copied it
on Friday 24/3

[Signature]
22/3

74

1

214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G

**ACTION
COPY**

5 E E E 25.3.80 16.10 TLX NO. 1905

FOR THE ATTENTION OF MR DOUG MORRISON
OUR REF PH1N FALK STAMPS 0/02667
YOUR REF P + T/2/13A

PLEASE URGENTLY REPLY TO MY TELEXES 18/3/80 AND 20/3/80 CONCERNING
DEFIN BOOKLETS. ASSUME REPRINT OF STAMPS WILL BE NECESSARY, QUESTA
NOW ADVISING THAT STAMP PRINTING WILL TAKE ABOUT 6 WEEKS. TEARING
AND COLLATING WILL TAKE ABOUT 20 DAYS. PLACING WITHIN COVERS,
STAPLING AND PACKING WILL TAKE ABOUT 4 WEEKS. NET RESULT IS
THAT EVEN IF YOU GIVE GO AHEAD BY RETURN , BOOKLETS COULD NOT
BE WITH YOU BEFORE END JUNE

REGARDS
CHRIS PENRY DEPT PH1
CROWN SUTTON ++

LM

214 GOVERNOR FK
267103 CASUTN G

Im

*Pl take urgent action on
this*

25/3/80

*603
903*

MEMORANDUM

75

Refer P&T/2/13A

Date 26th March 1980

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

From Postmaster

To Chief Secretary

Subject:-

Definitive Booklet No 3

Crown Agents telex nos 1247, 1471 and 1905 refer.

Our stocks of definitive stamps are inadequate to supplement the production of this booklet and I therefore recommend the Crown Agents are authorised to proceed with a reprint of the stamp quantities required.

As the release of this booklet is now some months distant I think it appropriate we should view the artwork of the cover, the inside face of which has been revised.

It is interesting to note the length of time required by the Crown Agents to produce this booklet and in order to compile local labour costing of the production of another booklet it would be nice to know how many people are involved with such a project in the Crown Agents.

I recommend we elect for a left hand selvedge booklet.release.

J. White
Postmaster

26th March

80

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

Dear Chris,

DEFINTIVE BOOKLETS

Please refer to correspondence on your file
PH1N/FALK IS 0/02667 about booklets.

Your recent telex 1905 of 25th March has set us thinking about how we are going to tackle the booklet to follow the present one. It would help us a lot if you would let me know how many people you employ, the rate you pay, and how you exercise control over stamps issued to the people who are stapling them into covers. Any other relevant information that you think would be of assistance in arriving at a costing of doing the job locally would be much appreciated.

Yours sincerely,


CHIEF SECRETARY

uw



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	(77)
			26-3-80			
		INSTRUCTIONS				
VIA CW						

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

PLEASE WRITE THE NAME AND ADDRESS IN CAPITAL LETTERS

CLASS

AND

ADDRESS

LTF CROWN SUTTON

No. 128

FOR PENRY. YRTLX 1905. AGREE REPRINT STAMPS NECESSARY FOR BOOKLET AND
 ACCEPTANCE PRODUCTION COSTS. TO AVOID CRITICISM WE SHOULD HAVE 10,000
 STAMPS OF EACH REPRINT. PLEASE PREPARE BOOKLETS LEFT HAND SELVEDGE.
 DELAY NOW PERMITS US TO SEE COVER SO AIRMAIL SOONEST.

c.c. Phil. Bureau

CHIEFSEC

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

SIGNATURE AND ADDRESS OF SENDER

NOT TO BE TELEGRAPHED

TELEPHONE



MEMBER OF THE CABLE AND WIRELESS WORLDWIDE COMMUNICATIONS GROUP

P.T.O.



78

Crown Agents for Oversea Governments and Administrations

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

Mr D R Morrison
The Secretariat
Stanley
Falkland Islands
South Atlantic

Our ref PH1N/FALK STAMPS 0/02667



Your ref P&T/2/13A

Date 27 March 1980

Dear Doug,

DEFINITIVE STAMP BOOKLET

...
As requested in your cable no. 128 of 26 March 1980, I enclose the artwork for the booklet cover for your approval. Although the printing of the stamps will take about six weeks, we may be able to shorten the time taken to produce the booklets themselves to less than four weeks, provided that the printing of the covers goes ahead within the next three or four weeks. Therefore, I would hope that you could return this artwork to me straight away.

Yours sincerely

Chris Penry
CHRIS PENRY

PHIN/FALK STAMPS 0/02667

8 April

80

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

DEFINITIVE STAMP BOOKLET

As requested in your letter of 27 March I return the artwork in the hope that you will be able to have the covers printed without too much delay. The artwork seems fine and meets with the approval of the Post Office.

D R Morrison
for CHIEF SECRETARY

MEMORANDUM

Reference PO/6/1

Date 18th April 1980

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



From Postmaster

To Chief Secretary
c.c. Financial Secretary

Subject:-

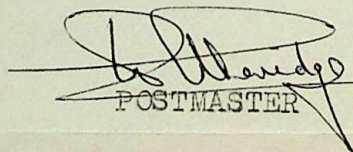
The Post Office has so far issued two booklets featuring the definitive issue. These were prepared by the Crown Agents and resulted in a considerable number of torn-up stamps as follows:

- i. 2,500 gutter strips (10 stamps to each strip) of each of the denominations 1p, 3p, 5p, 6p and 10p - a total of 125,000 stamps.
- ii. 5,000 columns each containing 4 stamps of the same denominations - a total of 100,000 stamps. (A quarter of a million stamps in the form of 37,500 pieces of paper).

With the agreement of my predecessor these stamps were returned by the Crown Agents and have been checked by Post Office staff - a tedious task involving man-weeks rather than man-hours of work. Apart from those required for sale at the counter none of these stamps have been formally taken on charge in the Post Office or Philatelic Bureau stock books; they rest in my safe with a double checked record of precise quantities.

They will present a monumental task for the annual Board of Survey or any surprise Board in their present form and I think we should give immediate consideration as to how to handle the problem they present.

The Crown Agents are at present producing the third booklet and after the production of the fourth booklet, projected for 1981 and may be done here, we will be presented with a similar quantity of torn-up stamps. It is thus a recurring problem and basically one of accounting and proper control. Perhaps we could discuss at your convenience.


POSTMASTER

81

Ref: P&T/2/13A

28 April

80

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

It would be remiss of me not to write and thank you for your very helpful letter of 11 April giving details of everything that is involved in the preparation of booklets.

I have passed your letter to the Postmaster for his retention.

D R Morrison
for CHIEF SECRETARY

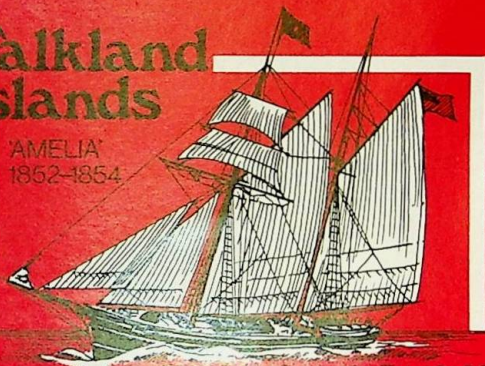
JB

'MERAK-N' 1951-1953



Falkland Islands

'AMELIA'
1852-1854



Contents 4x1p, 4x3p, 4x5p, 4x6p, 4x10p. Total £1.00

Postage Rates

- 2p Internal postcard
- 3p Internal letter rate,
Commonwealth printed matter
- 4p Commonwealth printed matter second rate
- 5p Commonwealth seamaile
- 6p Second class airmail, second local rate
- 7p International postcard airmail
- 10p International seamaile
- 11p Overseas airmail first rate

Mail Ships 1842-1974

This issue was produced from watercolours by Mr John Smith, a local marine historian, whose interest, knowledge and artistic ability enabled the Crown Agents to produce an issue featuring the Mail Ships of the Falkland Islands.

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 D R Morrison
The Secretariat
Stanley
FALKLAND ISLANDS



PH1N/FALK STAMPS 0/02667

Date 1 May 1980

Dear Doug,

DEFINITIVE STAMP BOOKLETS

Contracts have now been placed both for the production of the required stamps, and for the making-up of the booklets. The latter contract has been placed with Moore and Matthes, who have produced proofs of the booklet cover. I enclose one proof of the cover for your information, which I think you will find attractive. As soon as Questa have supplied us with the stamps (which should be immediately after the London 1980 Exhibition) our staff will prepare the blocks of stamps for insertion into the covers.

Yours sincerely

Richard Nash

Rm ~~*DR*~~
9.5.80

R CHRIS PENRY

To see and return of

DRM 8/5/80

Lewis

To see and return to
DRM H.

Bill

9.5.80

The previous booklets were blue & ? green.

These were attractive than the 2 previous
edition. Cap 9.5.80.

RC file of
DRM 9/80

8 May

80

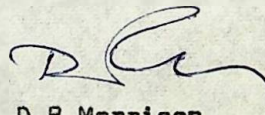
Mrs Mary Jennings
Member, Board of Survey
Stanley

Dear Madam,

I thank you for your willingness to undertake the counting and destruction of surplus stamps held by the Postmaster following the preparation of stamp booklets, and this letter formally appoints you a member of the Board. Mr John Bound will be Chairman.

2. Payment will be made at the rate of £1.46 an hour.
3. On completion of your checking and destruction of the stamps the usual certificate is required in quadruplicate.

Yours faithfully,



D R Morrison
for CHIEF SECRETARY

cc Postmaster

84

8 May

80

Mr J Bound ED
Chairman, Board of Survey
Stanley

Dear Sir,

I thank you for your willingness to undertake the counting and destruction of surplus stamps held by the Postmaster, following the preparation of stamp booklets, and this letter formally appoints you Chairman of the Board. You will be assisted by Mrs Jennings.

2. Payment will be made at the rate of £1.46 an hour.
3. On completion of your checking and destruction of the stamps the usual certificate is required in quadruplicate.

Yours faithfully,



D R Morrison
for CHIEF SECRETARY

cc Postmaster

JB



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

Crown Agents

Mr D R Morrison
The Secretariat
Stanley
Falkland Islands
South Atlantic

Our Ref. PH1N/FALKSTAMPS O/02667

Your Ref. P&T/2/13A

28 May 1980



Handwritten note:
A copy to
Postmaster for
noting *CP*
5/6/80

Dear Doug,

NEW DEFINITIVE STAMP BOOKLETS

You will undoubtedly be interested to learn that today we completed the project for the tearing-up of the blocks of stamps for the above project. The left-hand selvedge blocks are being collected today by Moore and Matthes for making-up into booklets, and the right-hand selvedge blocks have been taken into our strongroom to await your inevitable request for a new run of right-hand selvedge booklets. It would be nice in the interests of advanced planning if you could advise me in due course of your requirements for such booklets (as you know, the printers already hold printing plates for production of the first run of right-hand selvedge booklets, but perhaps you would like a new design).

2 As requested by your new Postmaster, Mr Etheridge, in his letter of 6 May, I have just issued instructions for the left-over stamps and gutter strips to be destroyed.

Yours sincerely

Chris Penry
CHRIS PENRY

86

EXTRACT FROM LETTER FROM CROWN AGENTS (MR C PENRY) DATED 8 SEPTEMBER 1980

20 Stamp Booklets

P+T/2/13A

In my letter of 28 May, I asked you to let me know in due course when you planned to make use of the right-hand selvedge blocks of stamps presently held in our strongroom. Please also let me know whether you intend to make use of the plates already produced for the first run of right-hand selvedge booklets, or whether you wish a completely new design to be produced.

P&T/2/13A

9 October 1980

Chief Secretary

Postmaster

STAMP BOOKLETS

The Crown Agents are enquiring as to when you plan to use the right-hand selvedge blocks of stamps held by them, and also whether you intend to make use of the plates already produced for the first run of right-hand selvedge booklets, or whether you wish a completely new design to be produced.

Please advise me.

D R Morrison
for CHIEF SECRETARY

JA

85

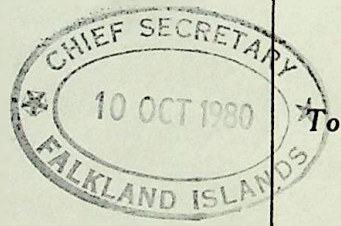
MEMORANDUM

Reference p&t/2/13A

Date 10th October 1980

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

From Postmaster



To Chief Secretary

Subject:-

STAMP BOOKLETS (right hand selvedge)

Your memo of 9th instant refers.

As we have now produced three differently designed booklets it is preferable that number four should also be different and I recommend the following:

- Cover colour - grey
- Front cover design - Fairy
- Reverse cover design - SS Fitzroy

Local requirements are again 2500.

I think it best if we aim to release this booklet towards the end of this financial year say May/June. This will give almost 11 months gap between number three and four and will also provide a revenue booster for this year.

[Signature]
Postmaster

HOLD

PM is considering the rates to be in force next year.

89

Dear Chris

cc Postmaster

STAMP BOOKLETS

Please refer to para 28 of your letter of 8th September about using the right hand selvage blocks of stamps held by you.

2. The Postmaster has advised that you ^{should} use the right hand selvage ^{stamps} for a booklet to be released in May or June 1981.

3. The booklet to have:

stamps 1p, 3p, 5p, 6p 10p

Colour
Cover

grey

Cover

"fairy" for the front, and
ss Fitzroy for the back

local requirements 2500

4. The insertion on the inside of the front cover should be

(as at p. 64)

5. The usual note about John Smith's water colours should be reproduced on the inside of the back cover.

PH/T/2/13A

90

Registry

Pl copy to:

- i) Surveyors Issue file
- ii) Charles Darwin issue
- iii) Stamp Booklet file
- iv) Postmaster for early news.

Postm. 21/1/81 Ag CS

ACTION COPY

21/1

214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G

20/1/81 16.19 TLX NR 1044

FOR THE ATTENTION OF MR DOUG MORRISON

OUR REF PH1N/FALK IS O/12105

YOUR REF P AND T/2/29

YRLET 17/12 REF DUKE OF EDINBURGH AWARD SCHEME
 ALL OTHER PARTICIPANTS IN OMNIBUS HAVE NOW
 OPTED TO RELEASE 14/9/81 THEREFORE STRONGLY
 RECOMMEND SAME FOR YOU PLEASE ADVISE.
 PRESUMABLY 'SURVEYORS' COULD BE RELEASED NOV/DEC.
 ARTWORK FOR FIVE PARTICIPANTS PRODUCED TO DATE,
 AND WE ARE SELECTING A PRINTER TO PRINT ENTIRE
 OMNIBUS, THEREFORE MUST BEGIN DESIGNING NEXT WEEK.
 NOT NECESSARY FOR YOU TO SEND PHOTOS PROVIDED YOU GIVE
 ACCURATE DESCRIPTION OF ANY LOCAL ACTIVITY YOU WISH
 DEPICTED.

LESLIE CURTIS COMMISSIONED TO DESIGN DARWIN MINIBUS.

PLEASE ADVISE WHETHER ANY PLANS FOR RIGHT-HAND
SELVEDGE BOOKLETS.

REGARDS
MRS JANICE SMITH DEPT PH1
CROWN SUTTON

PMB

214 GOVERNOR FK
267103 CASUTN G

91

CA Tlx No. 1044 dtd 20.1.81

Ref PH1N/FALK IS 0/12105

R4T/2/13A

"Definitive Booklet"

We had in mind releasing the 4th booklet in the definitive series in mid July 1981 but looking at the sales figures for the 3rd booklet we have doubts as to the commercial wisdom of this and I think we should seek CAs

CAs advice before making a firm decision. CAs stock report as at 31st December, 1980 indicated that they still had 10228 on hand out of an initial stock of 14000 although it is not clear whether North American sales have come through. The booklet was issued in July 1980. We have sold about 3/5 of our stock. These booklets are relatively expensive to produce and with sluggish sales we need to review the whole question of booklets (a) in the light of CAs advice about the 4th booklet and (b) certainly after the release of the next booklet be it on schedule in July or later in the year.

PH1N/FALKSTAMPS 0/02667

27th January

81

Mrs. Janice Smith,
Crown Agents Stamp Bureau,
St. Nicholas House,
Sutton,
Surrey, SM1 1EL.

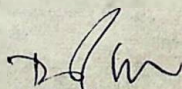
Dear Mrs. Smith,

New Definitive Stamp Booklet

The Postmaster had in mind releasing the fourth booklet in the Definitive series in mid July of this year, but, on looking at the sales figures for the third booklet, he has doubts as to the wisdom of this, and has asked me to seek your advice before making a firm decision. The Postmaster asks this because your stock report at 31st December 1980 indicated that you still had 10,228 booklets on hand from an initial stock of 14,000. As the booklet was issued in July 1980 it would seem that sales of the third issue have not been as good as the others which were all sold.

In view of this I should be grateful for your advice as to whether we should rush into a fourth issue at this stage, taking into account that these booklets are relatively expensive to produce and if sales are not going to be great then clearly we should be considering holding off for a while.

Yours faithfully,



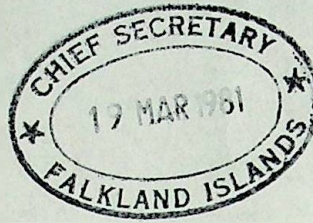
ACTING CHIEF SECRETARY

uw

93



Crown Agents



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

Mr D R Morrison
The Secretariat
Stanley
Falkland Islands
SOUTH ATLANTIC

CA Ref PH1N/FALK IS O/02667

Your Ref P&T/2/13A

5 March 1981

copy send to Pm 23/3/81

Registry

Pl copy to P.M. for his comments DPM 23/3/81

Dear Mr Morrison,

NEW DEFINITIVE STAMP BOOKLET

Thank you for your letter of 27 January concerning a possible release date for the fourth version of the above booklet. I have discussed this with Nigel Fordham, our Bureau Manager, and before I get onto the advisability of such a booklet I would like to discuss the sales figures for the third booklet.

Originally we ordered 14,000 booklets, of which 10,000 were on consignment to Stangib in New York. At the time of the quarterly report to which you refer (13 December 1980) our Bureau had sold all but 228 of their original 4,000. Stangib, too, had sold a considerable number, but these sales had not yet been formally input to our computer, and therefore his entire consignment appeared to be unsold. On 14 January Stangib were charged for 4,936 booklets, and to date we have records of selling 8,898 booklets (our Bureau and Stangib combined) which leaves 5,102 still in stock. 2,000 of Stangib's stock is en route to our Bureau, who would expect these to sell steadily throughout the year, and no doubt the same will apply to Stangib's stock.

In spite of these improved and up-to-date sales figures, we have agreed that the best advice is that you should hold release of the fourth booklet until the end of the year, certainly until after the "Prince Charles" and "Duke of Edinburgh" stamps have been released. If you set us a specific release date as with a commemorative stamp issue, we would of course hold sales until that date.

This does not prevent our beginning work on the booklet, and indeed we would ask your permission to begin work now. The torn-up blocks for the right-hand selvedge booklets have been stored in our strongroom since preparing the third booklets. If we get your go-ahead soon, we can have the booklets printed by the end of May, and they can then be despatched on the next sailing of the "AES" to arrive at Stanley in the autumn.

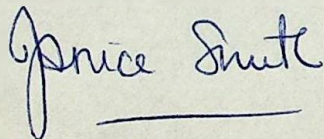
/ Finally,

5 March 1981

Finally, may I say that this fourth edition of the booklets will not be as expensive as the previous one, since the stamps are already paid for, and they have been torn-up. All we need, along with your permission to proceed is your advice as to your requirements for the booklet cover. Naturally, the printers still hold the plates for the second booklet (blue), and these plates could be used for the fourth edition. However, our Bureau strongly recommend at least a change of colour if you utilise the existing plates; otherwise the philatelic world will classify the fourth version as a reprint of the second.

Alternatively, if you wish a completely new cover to be designed, please let me know, bearing in mind that such action will cost more, both in money and time.

Yours sincerely

A handwritten signature in blue ink that reads "Joice Smith". The signature is written in a cursive style with a long horizontal line underneath the name.

MRS J SMITH

D.C.S.,

4th^Definitive Booklet

Lewis and I have discussed and I submit information for a reply to Mrs. Smith's letter (photocopy attached for ease of reference).

PM
29.4.81

94

1 Draft reply to Mrs. J. Smith Dept PHH Comm Agents.

Reference has letters of 5-3-81 Definitive Stamp skeletons.

Agree not advisable to issue edition number 4 for some time and we have now decided it should be released during February 1982.

Below you will find list of amendments for a new cover design.

It is regretted that the local postage rate, currently under review, will not be decided until the budget session of LegCo - June and printing of postage rate guideline should be held until we advise you new rate. This should still leave time for you to arrange stitching etc and ship out on October voyage ALS.

Our Ref:- PBT/2/13A

Our Ref:- PHIN/FALK IS O/D2667

Chief Secretary's Office,
Stanley,
Falkland Islands. (95)

30th April, 1981.

Mrs. J. Smith,
Crown Agents Stamp Bureau,
St. Nicholas House,
Sutton,
Surrey, SM1 1EL.

D/O

NEW DEFINITIVE STAMP BOOKLET

Many thanks for your letter of 5th March addressed to Doug Morrison on the above subject. Doug naturally referred your letter initially for comment by our Postmaster (now incidentally re-designated Superintendent of Posts and Telecommunications). and now having had his views I am ~~now~~ in a position to reply.

We certainly agree with your advice that it would be best to delay release of the fourth booklet at least until after the Prince Charles and Duke of Edinburgh issues. In fact we have now concluded that February 1982 is our preferred release date and hope that you also would find this acceptable.

Our Post Office and Philatelic Bureau feel that the new cover colour should be grey, that the front cover should depict the ship "Fairey" and the reverse cover the "Fitzroy".

They also tell me that local requirements are estimated at 2,500.

X1 There is unfortunately a problem with the postage rate guideline. Local Postage rates are currently under review and will not be finalised until the budget session of Legislative Council due to take place in June. We therefore cannot give you the final information on this until later but there should still be time for you to arrange stitching etc. and be in a position to ship out the booklets on the October voyage of the "A.E.S.". I hope this seems acceptable.

/The postage.....

The postage rate guide needs to be amended as follows:

- Internal postage
- 10p Postcard international airmail
- 10p Inland registration fee
- 13p Airmail overseas first rate
- 15p Local parcel first rate
- 11p Surface letter rate
- 20p Overseas registration fee
- 6p Printed paper rate
- 8p Printed paper airmail rate
- 8p Postcard international surface mail.

Your other points are all noted and I hope the foregoing gives you sufficient information at least to make a start on this project.

F. E. Baker
CHIEF SECRETARY

uw



Crown Agents

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

96

Mr F E Baker
Chief Secretary
The Secretariat
Stanley
FALKLAND ISLANDS

CA Ref PH1N/FALK STAMPS 1/40242

Your Ref P&T/2/13A

25 June 1981

Dear *Mr. Baker,*

DEFINITIVE STAMP BOOKLET

... I am enclosing for your approval the finished artwork for the cover of the fourth edition of the above booklet. This has been designed following receipt of your letter of 30 April, and I trust that the design is in accordance with your wishes. I note from your letter that you should now be able to provide me with the "Internal Postage" rate, which you will notice is missing from the artwork.

2 If you still wish us to ship out the booklets on the October voyage of the "AES", I shall need to have the enclosed design back with me fairly briskly.

Yours sincerely

Richard Nank
for MRS J SMITH

22nd July

81

Mrs J. Smith,
Crown Agents Stamp Bureau,
St. Nicholas House,
Sutton,
Surrey SM1 1EL,
England.

Dear Mrs Smith,

New Definitive Stamp Booklet.

Many thanks for your letter PHIN/Falk Stamps 1/40242 of 25th June, 1981 enclosing the finished artwork for the fourth edition booklet cover.

The artwork is entirely satisfactory and acceptable to us, and is returned herewith.

We are now able to advise the " Internal Postage" rate which will become 5p in the very near future.

The Postmaster advises that if it is helpful to you and the printers then shipment by the December A.E.S. would be acceptable to us.

Yours sincerely,



P.G. SUMMERS.

Ag. Chief Secretary.

Despatched separately but
with a reference to this
letter.



23/7

Ag. C.S.

S.P.T.

ACTION
COPY

214 GOVERNOR FK
214 GOVERNOR FK
267103 CASUTN G

22/7/81 13.25 TLX NR 721

FOR THE ATTENTION OF CHIEF SECRETARY

OUR REF PH1/FALKLANDS/BAT

RE BAT REPRINT DEFINITIVE. SPOKE LEWIS CLIFTON
AND ORDERING FOLLOWING FOR YOUR SUPPLIES

10P X 25000
15P X 30,000
25P X 30,000

CA SUPPLIES EXTRA.

UNDERSTAND FROM LEWIS 4TH DEFIN BOOKLET ARTWORK
OKAY. WOULD APPRECIATEXXS ITS EARLY RETURN FOR
FURTHER ACTION.

RE COASTAL LANDMARKS FOR RELEASE 1982
LEWIS ADVISED THIS TO BE DESIGNED IN
FALKLANDS ALONG LINES RECENT GB NATIONAL TRUST.

LOOK FORWARD TO SEEING DESIGNS BY END YEAR LATEST TO
ENSURE DELIVERY 3 MONTHS BEFORE RELEASE AS LEWIS
HAS REQUESTED.

REGARDS
JANICE SMITH DEPT PH1
CROWN SUTTON

PMB

CCN PSE READ IN 2ND LINE RETURN

214 GOVERNOR FK
267103 CASUTN G

214 GOVERNOR FK

214 GOVERNOR FK
267103 CASUTN G

AG 23/81