



Jamaica's 1903 Coat of Arms series



Commandos in action on Britain's new special issue



A passage to Oz

Mail and mailships of the Orient Line



Arctic anomaly

How should we catalogue the Thule stamps of Greenland?



Her Majesty



The first philatelic tributes to Queen Elizabeth II, and our gallery of portrait definitives

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Steinbeisstr. 6+8 | 74321 Bietigheim-Bissingen, Germany | Tel. +49-(0)7142-789400 Fax. +49-(0)7142-789410 | info@auktionen-gaertner.de | www.auktionen-gaertner.de



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British Empire



















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WELCOME

The death of Her Majesty the Queen should not come as a surprise to us. She was 96 years old, after all. But still it came as a shock. This was a monarch who appeared to many of us (certainly to those of us under 70) to be permanent.



Part of the evidence which seemed to back that up, undoubtedly, was her definitive stamps, the Machins. Their currency may have changed, their colours, their face values, their printers, their typefaces, their perforations, their paper, their shape, their security features... But not their portrait.

This is a series that has kept on growing and diversifying for an astonishing 55 years, to the extent that some thought it scarily complex (which strikes me as understandable) and others thought it irredeemably boring (which strikes me as odd). Now, suddenly, Machins are about to turn from an infinite collectable into a finite one.

That will give some collectors an opportunity to draw breath, catch up and complete. It will give others an excuse to rationalise their holdings or jump off the bandwagon altogether — at a time when Royal Mail is offering a matched-value exchange deal for surplus decimal definitives!

The end of the reign could sound the death knell for collecting Great Britain. On the other hand, it could give it a shot in the arm. Excitements awaiting us (perhaps for the first time in our lives) include a new definitive portrait, a different cameo head for commemoratives, and presumably a Coronation issue. Perhaps these modest aspirations will be trumped by something more revolutionary still? Watch this space. God save the King!

GUY THOMAS, Editor

guy.thomas@dhpub.co.uk

Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF

(please mark correspondence either 'Editorial' or 'Advertising')

Art Editor Julie Bentley

Advertisement Sales Consultant Jay Jones jay.jones@dhpub.co.uk

Group Advertisement Manager Rhona Bolger rhona.bolger@dhpub.co.uk

Subscriptions Executive Beth Ashby-Niiiri

Chief Executive Owen Davies

Printers William Gibbons & Sons Ltd Publishers

David Hall Publishing Ltd Tel: 020 3855 6105 (UK) Tel: +44 20 3855 6105 (rest of the world)

Subscriptions

CDS Global, Tower House, Lathkill Street, Market Harborough, Leicestershire LE16 9EF Tel - 01858 438436 (IIK) Tel: +44 1858 438436 (rest of the world) (lines open Mon-Fri, 9am-6pm UK time) dhoub@subscription.co.uk

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COMPETITION

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'How many societies have a website to let potential members know of their existence?'

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HIGHLIGHTS FROM THE NOVEMBER/DECEMBER 2022 SALE

GREAT BRITAIN

- "A Profusion of Penny Pinks" The Michael Lockton Collection
- "Symphony in Blue" The Burkhart Beer Collection
- British Post Offices Abroad The Dr. Alan Baum Collection
- "Gems of the 1840/41 Issues"

AUSTRALIAN STATES & COMMONWEALTH OF AUSTRALIA

- The 'DUBOIS' Collection (part I)

BRITISH NORTH-, CENTRAL- & EAST AFRICA

- The 'BESANÇON' Collection (part I)

CEYLON, BUSHIRE, BRITISH OCCUPATION

- The 'BESANÇON' Collections (part II)

ITALY, FRANCE, EUROPEAN COUNTRIES AND OVERSEAS

- The Ing. Pietro Provera Collection (part V)

AUSTRIA & LOMBARDY-VENETIA 1850–1867

- The 'WALDVIERTEL' Collection (part I)

ALL WORLD - Stamps & Postal History, incl. Classic Chile, the John Yeomans Collections of French India and Mauritius, Cyprus - Austrian P.O. - The 'DUBOIS' Collection (part I), Austria Royal Mail 1500–1850 & First stamp Issue 1850 - The 'HABSBURG' Collection (part I)

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The Queen honoured by France...

One of the first philatelic tributes to Queen Elizabeth II following her death in September came, of all places, from France.

The French postal service put a sheetlet of four 'collector stamps' on sale on the day of her funeral on September 19, with images of the monarch at different stages in her life.

Available from the La Poste website, the self-adhesive stamps are non-value-indicators inscribed 'International', meeting the worldwide priority letter rate, and are sold at &8.50 per set.

'Collector stamps' are not considered part of France's regular stamp programme, and are not sold in post offices. Instead they are a part of its personalisable service, akin to Royal Mail's collector's sheets (formerly known as generic Smilers).

The photographs show the Queen at the Trooping the Colour parade in 1972, during her Silver Jubilee in 1977, in London in 1986, and during her Golden Jubilee in 2002.





...and fondly remembered by Malta

Also on September 19, Malta issued a miniature sheet titled In Memory of Her Majesty Queen Elizabeth II.

Its single €5 stamp has a monochrome image of Elizabeth in Malta as a Princess, with her husband Prince Philip.

The couple lived in Malta for two years in 1949-51, when Philip was stationed there as an officer in the Royal Navy.

The border portrays the Queen in later life, with a background view of Valletta.

Memorial issues from IGPC nations

The US-based Inter-Governmental Philatelic Corporation, which represents many smaller stamp-issuing countries, announced stamps honouring Queen Elizabeth II on the day of her death.

Six days later, on September 14, it confirmed six-stamp miniature sheets from Grenada and Papua New Guinea, and a four-stamp miniature sheet from Tuvalu, all with 'In Loving Memory' and 'Longest Reigning Monarch' inscriptions in their borders, along with the Union flag.

It was implied that this mini-omnibus would soon be joined by Antigua & Barbuda, Gambia, Grenada, Guyana, the Marshall Islands, Nevis, St Kitts and St Vincent & The Grenadines.



Australia celebrates its transformational telegraph...

A stamp from Australia marks the 150th anniversary of one of the British Empire's greatest engineering achievements, the Overland Telegraph line from the south coast to the north coast.

The communication link between between Adelaide in South Australia and Darwin in the Northern Territory was completed in 1872, after months of arduous construction through the arid centre of the continent and the wet, mosquito-infested north.

A single galvanised wire was supported by 36,000 poles on its 1,775-mile route across what was at the time virtually unexplored territory, with 11 manned repeater stations set up to receive and transmit messages in Morse code.

Within another two months, an undersea cable from Darwin to Java permitted communication with the wider world within minutes rather than weeks.

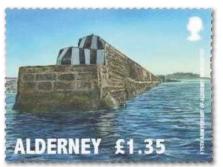
The \$1.10 design shows a telegraph key and a map.



The Morse code inscription at the bottom spells out 'Overland Telegraph'.

Australia previously celebrated the same achievement with a 7c stamp in 1972.

...and Alderney its vital breakwater



A set of four from Alderney marks the 175th anniversary of the start of construction of the island's vital breakwater.

Begun in 1847 and completed in 1864, the 800m-long structure was built primarily as a defence against possible French invasion, by dropping thousands of tonnes of rubble into the sea, up to a depth of 56m in places. It created Braye Harbour, a safe haven for British naval vessels as well as supply ships and ferries.

In 2018 it was named one of the top 200 most influential engineering projects in the world by the Institution of Civil Engineers.

Values of 52p, 79p, £1.10 and £1.35 illustrate the structure from four different angles.

Watch your back!

The adhesive stamps which have helped Ukraine to express its defiance since the Russian invasion in February have been joined by an amusing piece of postal stationery.

Besides the U-rate stamp depicting the national symbol of a trident, it illustrates Vladimir Putin eyeing up a map of Ukraine, but about to receive a tap on the shoulder from a Ukrainian soldier.



NFTs now big in Asia

Two Asian countries have joined the worldwide clamour to offer stamp designs as non-fungible tokens.

Malaysia's first NFTs come complimentary with its newly issued sheet of 14 stamps with designs representing the country's 14 constituent states.

Bhutan has ambitious plans to 'tokenize' its entire back catalogue of stamps, in partnership with Estonian company Stampsdaq. Owners of these NFTs are promised exclusive benefits, including tourist trips to Bhutan.

NFTs are digital pieces of artwork, whose authenticity and ownership are recorded in a blockchain (a digital ledger). They have now been issued by more than a dozen countries in an attempt to create new collectables.

NEWS IN BRIEF

- ➤ Ukraine's postal service has opened more than 350 mobile post offices since the invasion by Russia in February, and many more temporary offices in civic buildings.
- > Patrick Pearson, a Past President of the Royal Philatelic Society London, has died at the age of 92. He served on the society's Expert Committee for a record 53 years.
- New Zealand withdrew a stamp issue marking the 50th anniversary of the Maori Language Petition just before its planned issue date at the start of August. It said the decision was made following 'feedback from stakeholders'.
- > The International Philatelic Music Study Group's Yehudi Menuhin Trophy for the most popular music stamp of 2021 has been awarded to the United Nations issue honouring John Lennon.
- > The Musée de la Poste (postal museum) in Paris has an exhibition devoted to the story of France's famous Marianne definitives, including unadopted designs. It is open until September 2023.
- > Banbury Stamp
 Society is hosting a
 Festival of Stamps
 on October 23,
 comprising a stamp
 and postcard fair
 and the Thames
 Valley Federation
 competitions. The
 venue is the Blessed
 George Napier
 School in
 Springfield Avenue.
- The Kent
 Federation of
 philatelic societies
 has been disbanded,
 due to a lack of
 volunteers to fill
 committee posts.

NEW ISSUE

Falklands definitives focus on rural heritage

























new definitive series issued by the Falkland Islands illustrates the Rural Heritage of the archipelago, while recalling some evocative and poignant local folklore.

Photographic views of remote areas recall how life was tough for early farmers, due to difficult terrain, a lack of proper roads, hazardous sea links, inclement weather and poor communications.

The 1p value shows Rudd's Pass, a ford across the San Carlos River. In 1864 John Rudd, a camp manager for the Falkland Islands Company, was murdered here by a gaucho (cattle hand) who was later hanged for the offence.

The 2p shows the wreck of the *St Mary* at Whale Point. After being damaged near Cape Horn in an earlier collision, the cargo ship hit a reef in 1891 and was subsequently torn apart by storms.

The 5p illustrates Hillside House at Riverside Farm, an early stone cottage built in 1868 and now in a ruined state.

The 10p focuses on Ferguson's Lookout on New Island, a stone shelter built as a coast watching station during World War II, when monetary rewards were given for the sighting of foreign ships.

The 54p shows the Mission Station on Keppel Island, established in 1855 by the Patagonian Missionary Society to convert and educate the Fuegian Indians who came to the Falklands as seasonal labour.

The 77p illustrates a farm caravan, a movable hut for farm workers who need to stay in a remote site for short periods. The typical caravan was timber framed and iron-clad, with bunks and a small peat stove, and could be towed from location to location on sleigh runners.

The 80p value shows Little Chartres Bridge, a prefabricated wartime Bailey bridge which replaced an earlier wooden construction allowing flocks of sheep, horses and later vehicles to cross the Chartres River

The £1 features The Bull's House at Lafonia, a tiny rural shelter thought to have been used by cattle-herders working in an exposed landscape.

The £2 stamp illustrates the Whaling Station on New Island, the first and last shore-based station in the Falklands, operated by Christian Salvesen & Co from 1908 until 1916. The rails running into the bay were for winching carcasses ashore.

The £2.05 value shows a stone corral at Kelp Harbour, the best-preserved example in the Falklands, comprising a large stone circle with a smaller one attached, for controlling herds of cattle.

The £3.60 shows a sheep dip at Mount Rosalie, a long stone-built trough where

sheep could be immersed in a liquid solution which would kill skin parasites.

The £5 top value celebrates the 'standing man' on Weddell Island, an example of a stone cairn built on high ground as a wayfinder for travellers between farm settlements. From the 1950s, these were used by surveyors mapping the islands.

The set is completed by a non-value indicator in a different format for the local postage rate (currently 33p), illustrating a traditional wooden farm cart. This is available in booklets of 10.



Faroe Islands Stamps









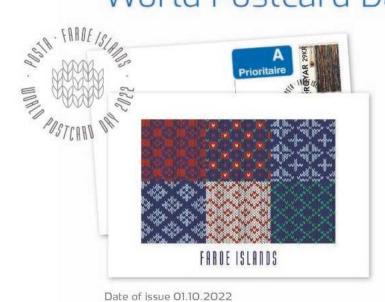
The young Faroese artist, Heiðrik av Heygum, explains his inspiration for the motifs:

"Christmastide is a traditional, reflective and nostalgic celebration and very close to our hearts. Therefore, I thought it would be appropriate to depict our Christmas traditions in a traditional way."

Date of Issue 24.10.2022

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World Postcard Day invites the world to send postcards on October 1st, experiencing the joy of sending an unexpected and happy piece of mail to friends, relatives, teachers, those who could use a little support or cheering up or even to strangers.

Posta has issued a special postcard illustrating traditional Faroese knitting patterns. It is available mint or franked and cancelled with a special postmark.

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- Auction Selling Legislation introduced

 required auctions that charge 'buyer's premiums' to warn the buyer in advance.

 Of course, we are no longer in the EU, but that has not stopped Buyer's Premiums and other charges lifting the hammer cost of your stamps, by as much as a further 30% above the 'hammer' price that the stamps were actually sold to you at.
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UNIVERSAL PHILATELIC AUCTIONS

CHINA 1893

Combination cover with France

The inaugural sale by AVA Auctions in Hong Kong in July included a fabulous realisation for a rare combination cover, with the stamps of Imperial China and France paying unusually high postage rates.

Registered in Kiukiang (Jiujiang) on June 27, 1893, and addressed to Berne in Switzerland, it was sent via the French post office in Shanghai.

The reverse was franked with 26 examples of the 5ca yellow (including a block of 20) and a pair of the 1ca green from the Small Dragons issue of China, paying a total of 132ca, tied by 'Customs Kiukiang' handstamps in red.

On the address side were strips of three of the 1f green and three of the 25c black from the Peace & Commerce series of France, tied by 'Shang-hai Chine' handstamps dated June 30.

Other postal markings included a 'Customs Shanghai' transit mark of June 29 and a Berne arrival handstamp of August 3.

SOLD BY AVA £348,775





HAWAII 1851-52 Unused 5c blue

Schuyler Rumsey's auction at the Great American Stamp Show in Sacramento, California, on August 25-28 offered an unused example of one of the legendary 'Hawaiian Missionaries'.

The 1851-52 5c



blue is one of only 12 unused copies recorded, two of which are in the Tapling collection held by the British Library, leaving only 10 available to private collectors.

From the left position in the setting of two, without gum, the stamp has had margins added at top and right, with a portion of the frame line painted in, but is of very fine appearance.

Values quoted in the Scott catalogue are for 'examples with minor damage that has been skillfully repaired'.

SOLD BY SCHUYLER RUMSEY £37,192

GB USED ABROAD 1868 Unique Spanish mail packet cover

The highest realisation at Spink's sale on September 13 was for the only recorded cover with the 'D26' Spanish mail packet handstamp cancelling a British stamp.

The oily but clear barred-oval cancellation ties a Great Britain 1865-67 4d vermilion to an entire posted from



Santo Domingo, in the Dominican Republic, to the United States on November 8, 1868.

The stamp, which has its perforations trimmed off on three sides, is also tied by a 'NY Steamship/10' handstamp of December 10.

On the reverse is a 'Spanish Mail Packet' handstamp and a transit mark of St Thomas, dated November 17.

Santo Domingo had been the first seat of Spanish colonial rule in the Americas, but from 1844 was the capital of an independent Dominican Republic.

St Thomas, then part of the Danish West Indies, became an important Caribbean mail hub in the 19th century; it is now in the US Virgin Islands.

SOLD BY SPINK £14,000

MEXICO 1866

Highest recorded franking of **Emperor Maximilian issue**

Another highlight of the Schuyler Rumsey sale was a Mexico cover of 1866 featuring the highest known franking of the 1864-66 Emperor Maximilian issue.



This comprised six copies of the 50c

green (including a strip of five), plus a 13c blue and a 25c, all overprinted with the consignment number 87.1866 and tied by circular datestamps.

The postage adds up to \$3.38, on an oversized, folded lettersheet addressed to Guadalajara on October 2.

Following the overthrow of the republic by a French-backed revolution, the Mexican Empire was proclaimed in 1864, under Maximilian I, the younger brother of the Emperor of Austria. He had little popular support, however, and was deposed and executed in 1867.

The stamps portraying the Emperor were initially litho-printed and later recess-printed, all issued imperforate.

SOLD BY SCHUYLER RUMSEY £20,124

PANAMA CANAL 70NF 1962 Missing colour error

Daniel F Kelleher's sale of the Richard Bates collection of Panama Canal Zone errors and varieties on September 20 included a 'pristine' example of what is probably the United States territory's best-known error.

This was a mint marginal copy of the 1962 Thatcher Ferry Bridge 4c stamp missing silver, which means the image of the bridge itself is embarrassingly absent.

Two complete sheets of the error were donated to museums when it was discovered, and the remainder destroyed, leaving only 50 on the philatelic market.

The stamp was issued to commemorate the opening of the

GREAT BRITAIN 1879 Penny Red plate 225 block



Spink's auction included the largest known multiple of the Penny Red with the plate number 225.

The block of 12 in the lake-red shade, from the lower right corner of the sheet, shows both the plate number '225' and the current number '268' in the margin.

Plate 225 was the last plate put to press, near the end of the Penny Red's long lifespan in 1879. Stamps from this plate are rarer than any other except plate 77.

This block is an outstanding exhibition piece, with full original gum, and only two minor creases. A reversed watermark showing an inverted 'WW' can be seen in the lower margin.

SOLD BY SPINK £12,000



structure, now known as the Bridge of the Americas, which spans the canal near its Pacific Ocean entrance, 'uniting the continents'.

The Canal Zone was an unincorporated territory of the United States from 1903-79, before being ceded back to Panama.

SOLD BY KELLEHER £17,100

ALL WORLD 1840-90

Old-time stamp album

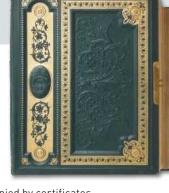
A head-turner at the Auction Galleries Hamburg sale on September 2-3 was a 19th-century all-world stamp album, partly complete with issues of the 1840-90 period.

The Schaubek illustrated album was a thing of beauty in itself, with its green and gold Art Nouveau cover. It was well-preserved, with only part of the clasp missing.

The contents included a particularly well developed collection of the German states, notably Baden, Bavaria, Lübeck and Württemberg, as well as the Thurn & Taxis postal service and the German Empire.

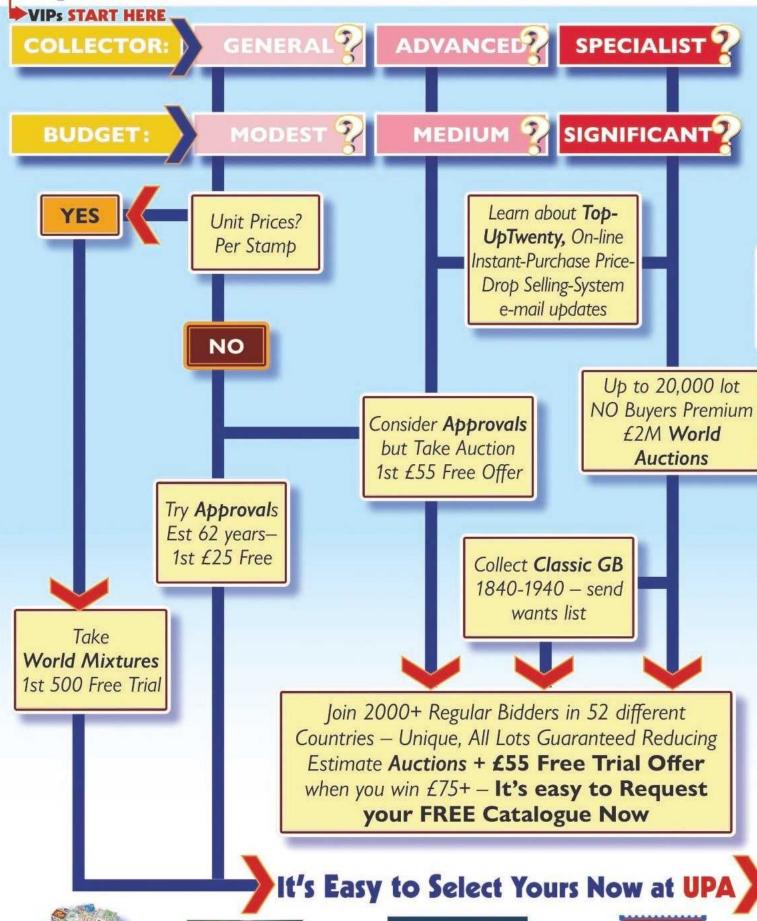
Some high-quality pieces and covers had been added, often accompanied by certificates.

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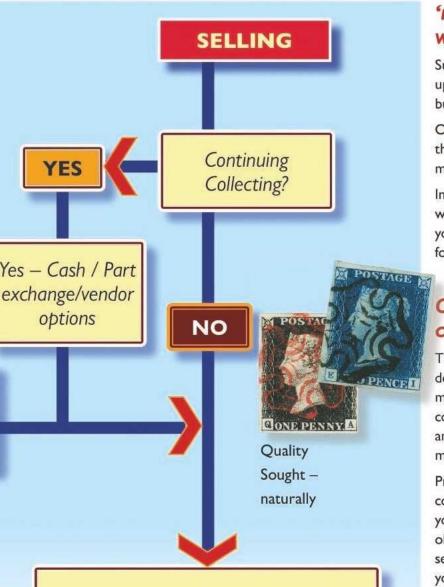








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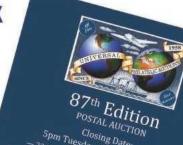
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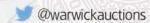




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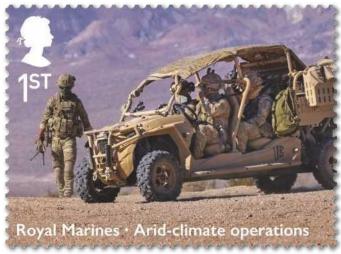
NEW ISSUE

The diverse talents of Britain's commandos









n September 29, Royal Mail released a stamp issue celebrating the elite British fighting force that is the Royal Marines.

A set of eight from counter sheets shows elements of their modern-day operations and roles, from photographs, while a miniature sheet of four features illustrations by Graham Turner of a historical selection of uniforms.

The Corps of Royal Marines is the UK's commando and amphibious force, ready to deploy anywhere at short notice, in small groups, for special operations. Its motto is per mare, per terram (by sea or by land).

It traces its origins back to the formation of the Duke of York & Albany's Maritime Regiment of Foot in 1664. New regiments were raised as required, and in 1755 they became a permanent part of the Royal Navy.



Royal Marines endure the longest training period of any infantry in the world, acquiring the skills needed for operations such as amphibious landings and night raids, including in hostile terrain.

The sheet stamps were designed by Osborne Ross, and are available in se-tenant

strips of four. The miniature sheet was designed by Webb & Webb Design, and its border reproduces Denis Dighton's painting of *The Fall of Nelson at the Battle of Trafalgar.*

The issue was printed in litho by International Security Printers.

1st class AVIATION OPERATIONS

The Royal Marines were the first military unit ever to perform an insertion of combat troops by helicopter, during the Suez Crisis in 1956. Today Marines personnel are part of the Commando Helicopter Force, which can support other units as required.

1st class COLD-WEATHER OPERATIONS

During the Cold War, the Royal Marines were tasked with reinforcing NATO's northernmost flank in Norway.

Cold-weather training is carried out annually in northern Norway.

1st class MOUNTAIN OPERATIONS

Royal Marines were active during the Falklands War in 1982, much of which was fought on hills. In particular, the liberation of South Georgia combined mountain warfare with amphibious and Arctic operations.

1st class ARID-CLIMATE OPERATIONS

In modern times, the Royal Marines have played key roles in the Gulf War of 1990-91, the Iraq War of 2003-11 and operations in Afghanistan from 2001-21.

£1.85 COMMANDO TRAINING

Commandos have been trained at Lympstone in Devon since 1940. The training centre welcomes 1,200 recruits each year, for one of the most physically demanding courses in the world.

£1.85 BAND SERVICE

An independent element of the Royal Marines is its band, which takes part in ceremonial events ranging from the Festival of Remembrance to the Lord Mayor's Show. Its personnel also perform medical and logistical support duties.

PRICES

Set of 8 stamps	£11.20
Miniature sheet	£5.60
Presentation pack	£17.70
Stamp cards	£5.85
First day cover (stamps)	£14.10
First day cover (mini sheet	:) £7.40
Medal covers	from £19.99





£1.85 AMPHIBIOUS OPERATIONS

Royal Marines played a prominent role in the Normandy landings in 1944, among many other amphibious assaults. Today the Amphibious Task Group is kept at high readiness for swift deployment, often from specialist naval ships.

£1.85 MARITIME SECURITY OPERATIONS

A specialist 550-man unit of the Marines, the 43 Commando Fleet Protection Group, is responsible for guarding the UK's naval nuclear weapons.

MINIATURE SHEET

1st class SEA SOLDIER, DUKE OF YORK & **ALBANY'S MARITIME REGIMENT, 1664**

Early uniforms were yellow, simply because





it was the favourite colour of the regiment's colonel

1st class GRENADIER, CHATHAM DIVISION, **HM MARINE FORCES, 1775**

The Marines started wearing red uniforms from 1755, when they became part of the Royal Navy.

£1.85 SERGEANT, 4th BATTALION, ROYAL **MARINES, 1918**

Khaki was worn in combat operations from the 1880s until the 1940s.

£1.85 OFFICER, 48th ROYAL MARINE **COMMANDO, 1944**

Camouflaged smocks began to be worn by commandos towards the end of World War II, along with the green beret.

ADDITIONAL PRODUCTS

The presentation pack traces the history of the Royal Marines across four centuries. Along with stamp cards and the standard first day covers, there is a choice of limited-edition medal covers.

VERDICT

COMMEMORATIVE WORTH

Britain's elite fighting force has a global reach and a worldwide reputation

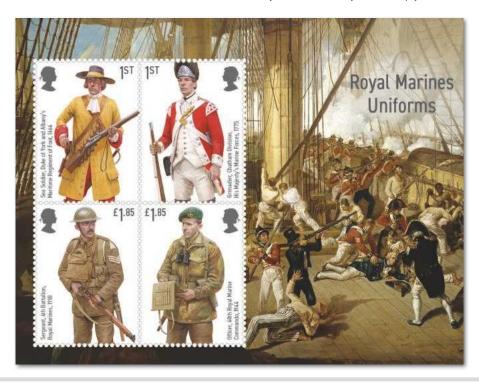
QUALITY OF DESIGN

The photographs are varied, but cannot give much of an impression of how the Marines operate

WOW FACTOR

★★☆☆☆

This is an intimate look at a relatively secretive branch of the armed forces



NEW ISSUE

In Memoriam: Queen Elizabeth II









oyal Mail is issuing a set of four stamps on November 10 in memory of Queen Elizabeth II.

Born on April 21, 1926, Elizabeth came to the throne on February 6, 1952, on the death of her father King George VI. She died on September 8, 2022, at the age of 96.

On the throne for 70 years and 214 days, she was the longest reigning monarch in British history, and the second-longest in verifiable world history.

She was Queen regnant of a total of 32 sovereign states during her lifetime, and 15 at the time of her death, and her portrait has appeared on far more stamp designs than anyone else.

All four stamps in the In Memoriam set feature photographic portraits that were previously used in the 2002 Golden Jubilee issue, showing close-up studies of the Queen at different stages of her life.

The images have been slightly recropped and given a black border and the inscription '1926-2022'. They also appear to be reproduced in a greyer, less sepia tone.

Two of the designs have the same face value as in the 2002 issue, and two of them different values, all expressed in a different typeface.

There was a fifth stamp in the Golden Jubilee set, which is not part of this issue.

These are the first Royal Mail stamps to have been approved by King Charles III. Two decades ago, of course, the same images

PR	н.	- >

Set of 4 stamps	£6.03
Presentation pack	£6.95
Stamp cards	£1.80
First day cover	£7.90

were approved by the Queen herself.

Royal Mail has issued dozens of commemorative stamps celebrating landmarks in the life and reign of Queen Elizabeth, including for her coronation in 1953, anniversaries of her coronation in 2003 and 2013, birthdays in 1986, 2006 and 2016, wedding anniversaries in 1972, 1997, 2007 and 2017, jubilees in 1977, 1992, 2002, 2012 and 2022, and for her becoming the longest reigning monarch in 2015.

The majority of these have shown her on state occasions or undertaking official duties, so the images in this set are among the most informal and intimate.

The stamps were designed by Kate Stephens and Royal Mail Group, and printed in litho by International Security Printers, in counter sheets of 50.

2nd class PORTRAIT FROM 1952

Detail of a photograph taken by Dorothy Wilding in 1952 to celebrate the Queen's accession. This image was also used for the 2nd class design in 2002.

Elizabeth II posed for Wilding no fewer than 59 times, and one of the other portraits was used on definitive and commemorative stamps from 1952-67.

1st class PORTRAIT FROM 1968

Detail of a photograph taken by Cecil Beaton in 1968, of the Queen standing in her admiral's cloak. This image was also used for the 1st class design in 2002.

Beaton showed this photograph in his first major retrospective at the National Portrait Gallery in London, stating that he wanted to 'try something different', without the familiar regal trappings such as tiaras and jewels.

£1.85 PORTRAIT FROM 1984

Detail of a photograph taken by Yousuf

Karsh in 1984. This image was used for the 45p value in 2002.

Karsh was a Canadian-Armenian renowned as one of the greatest portrait photographers of the 20th century. He also took perhaps the most famous photo of Winston Churchill, which was the used for the Churchill Commemoration stamp issue of 1965

£2.55 PORTRAIT FROM 1996

Detail of a photograph taken by Tim Graham in 1996. This image was used for the 65p value in 2002.

The image was captured while the Queen was attending a banquet at Prague Castle during a visit to the Czech Republic. Graham is also known for a series of informal portraits of Princess Diana.

ADDITIONAL PRODUCTS

The set is also available in a presentation pack and on first day covers, with a choice of two postmarks. A set of stamp cards is offered as usual.

VERDICT

COMMEMORATIVE WORTH

Queen Elizabeth II was almost universally admired, and her passing is truly the end of an era

QUALITY OF DESIGN

The images may be recycled, but they are wonderful photographs of a monarch looking both regal and radiant

WOW FACTOR

Hopefully many people will use these stamps on everyday mail, to remind us all of what we have lost

FLASHBACK

The 2002 Golden Jubilee set comprised five stamps, printed in gravure by De La Rue.











The end of an era, but changes won't be rapid

The death of Queen Elizabeth II on September 8 heralds the end of an era for British stamps, but collectors should not expect to see rapid changes.

The end is nigh for the Machin definitive series, arguably the most complex and collectable in history, after more than 55 years in everyday use. However, it will remain in everyday use in the early months of the new reign, before a design portraying King Charles III is approved and comes into use.

Historically, the fastest time in which new definitives have been issued following the accession of a monarch is five months.

Royal Mail says that existing stocks of definitive stamps will continue to be distributed, and scheduled special issues released as planned, although in some cases the release date might change.

New stamps featuring King Charles will enter circulation once current stocks of stamps are exhausted. This policy is 'in line with guidance from the Royal Household, to minimise the environmental and financial impact of the change of monarch'.

While confirming that stamps bearing the image of the late Queen remain valid for use in the interim, the company issued a reminder that definitives without data matrix codes will still be invalidated at the end of January as planned.

After the Royal Marines set, the remaining scheduled issues are an unannounced theme on October 19, Christmas on November 3 and Tutankhamun on November 24. It is to be expected that all of these stamps have already been printed, with the familiar cameo head of the Queen. Christmas sets are typically printed during the summer.

Further announcements about stamp issues would be made after consultation with Buckingham Palace, said Royal Mail's statement.



-	ΙE	PA	ICE	OF	CH	ANG	

Monarch	Accession	First definitives
Edward VII	Jan 22, 1901	Jan 1, 1902
George V	May 6, 1910	Jun 22, 1911
Edward VIII	Jan 20, 1936	Sep 1, 1936
George VI	Dec 11, 1936	May 10, 1937
Elizabeth II	Feb 6, 1952	Dec 5, 1952

British Forces Philatelic Service closing down

The British Forces Philatelic Service, which produces commemorative covers and special handstamps to mark military events and anniversaries, is closing down.

Founded to take over and operate the dormant Forces Philatelic Bureau 10 years ago, the not-for-profit organisation has since been run by two volunteer directors, Graham Meacher and Darrell Drury, who have now decided to retire.

Working on behalf of the British Forces Post Office, which provides everyday postal services to the military, BFPS has produced more than 100 covers, and raised tens of thousands of pounds for charities linked to the armed services.

Its final commemorative cover marked the disbandment of the Postal & Courier Service Reserves on September 24, and its final first day cover was for the Royal Marines stamp issue on September 29.

The online shop will cease trading by the end of November, after a closing-down sale. Visit www.bfps.org.uk



First forgeries of data matrix stamps

Forged business sheets of 50 1st class and 50 1st Large definitives with data matrix codes have been reported, just six months after the new-style stamps were issued in February.

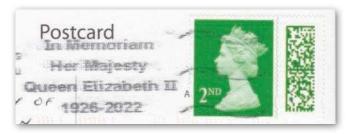
Both the sheets and the individual self-adhesive stamps in them appear relatively convincing and may fool the uninitiated, but can be identified readily enough by philatelists.

One tell-tale sign is that the digital coding is unlikely to be unique on each stamp, as it should be. Another is that the codes have a flatter, less shiny appearance.

The sheets are being offered for sale via the internet, and are believed to have been made in China.



ABOVE: Forged business sheet of the 1st class data matrix stamp



In Memoriam postmark

A slogan postmark commemorating the death of the Queen went into use as early as September 9, the day after her death.

Postal workers plan 19 days of strikes

The strikes by postal workers announced in late September looked set to cause the biggest disruption to the British postal service for half a century.

The Communication Workers Union (CWU) earmarked no fewer than 19 days of strike action by Royal Mail workers in the dispute over pay and conditions.

All CWU members plan to withdraw their labour on October 13, October 20, October 25 and November 28, with certain groups causing further disruption by striking on other dates.

The only bigger strike in modern times came in 1971,

when a pay dispute endured for seven weeks, from January 20 until March 4.

This straddled the introduction of decimal currency, and led to many private postal services (some officially sanctioned, others not) springing up to fill the void, and producing an exotic range of stamps which became very collectable.

Postal strikes were also organised in 1988 (2 weeks), 2007 (nine days) and 2009 (five days). These caused various degrees of disruption, and backlogs, but left no major philatelic legacy.

Postbox homage

Yarn-bombers around the country have been out in force paying their respects to Queen Elizabeth by knitting postbox toppers. This example is from Mickleover in Derbyshire.





The blue's cafe

A new cafe opened on the site of a former post office in Kent has its name and decor inspired by an iconic British stamp. The Two Penny Blue Cafe is on Silverdale Road in Tunbridge Wells.

NEWS IN BRIEF

- > Royal Mail pulled out of manning a stand at Stampex less than a week before it opened, after strike action was called during the last two days of
- ➤ The Special Handstamp Centre in Cardiff has been closed permanently. This leaves only two SHCs remaining, at Tallents House in Edinburgh and Mount Pleasant in London.
- > Under a new monitoring framework, Royal Mail is required to submit a view of the sustainability of the service annually to Ofcom, the postal services regulator.
- > Postboxes already in production or being prepared for installation will Queen Elizabeth II,
- The Post Office has agreed a deal with German logistics company
 DHL, to allow
 parcels to be picked up from its branches from next year. It is the third deal it has signed with a rival carrier since ending partnership with Royal Mail.
- > Royal Mail has had newsdesks of many regional and even national newspapers pending invalidation of definitive stamps without data matrix
- > At the Labour Party conference in September, a motion Royal Mail, and reunite it with the Post Office, was passed. The party leadership is not bound by the result.

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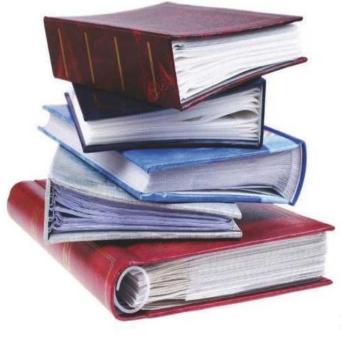
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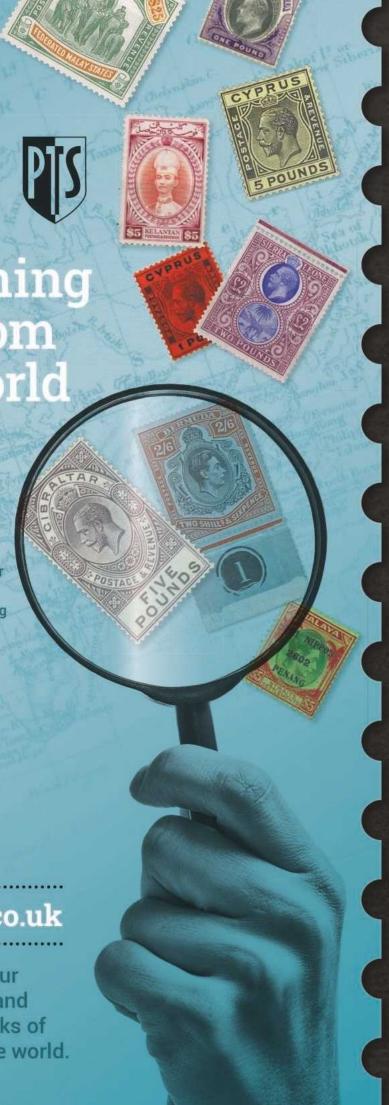
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The Editor reads all letters, but is unable to answer them all personally. We reserve the right to edit letters for publication.

LETTER OF THE MONTH

How often does Royal Mail missend domestic mail to Thailand?

I read with great amusement John Crace's Devil's Advocate column concerning organisations with an apparent death wish (October issue, page 35). Perhaps I can offer some evidence to support his argument, at least in respect of Royal Mail?

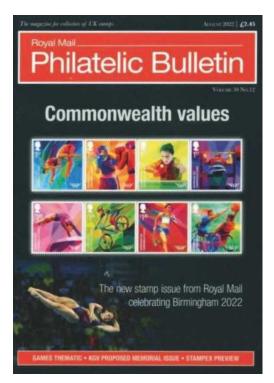
I recently purchased some stamps from a dealer in the UK. The package was posted, using the tracked Signed For service, on August 23, and was expected to be delivered on August 25 or 26. It had not arrived by the end of the month.

The tracking website, which had previously showed 'in transit', subsequently modified that to 'there has been an issue'. The mail eventually arrived on September 7. Although it was clearly addressed to East Lothian, the cover had a 'Missent to Thailand' handstamp.

Given that it clearly has a dedicated postmark for such instances, I wonder whether Royal Mail regularly sends UK inland mail to Thailand?



The sudden closure of the Philatelic Bulletin came not only as a shock, but also as a surprise



I have been a subscriber to Royal Mail's *Philatelic Bulletin* since 1966, only to find that it has been closed down without adequate notice.

It was only when I telephoned to enquire about the non-receipt of the September issue that I discovered it had been discontinued.

I had not received any previous notification, and never realised there was a need to 'turn over and look at the back' of the pointless invoice that came with each issue, which I only ever saw as an unnecessary waste of paper.

Why was such an important message hidden on the back of this?

This is just another step to the decline of the hobby, following on from the invalidation of the existing definitive stamps, and the resultant need for me to break up over £2,000 worth of prestige stamp books and miniature sheets before they lose a substantial part of their face value.

Mike Harris, via e-mail

Keep politics out of a hobby magazine

I must protest in the strongest possible terms about the Devil's Advocate column by John Crace (October issue page 35).

Stamp Magazine is a respected publication dedicated to the hobby of stamp collecting, and as such it has no place for a writer's political bile.

His opinions (or yours, or anyone else's for that matter) on this country's past and present Prime Ministers are not something to be discussed in the pages of your otherwise estimable publication.

Please leave political commentary to the publications that cater for that sort of thing.

Colin Day, via e-mail

I appreciate your views on this matter. John Crace is a political satirist by trade, as well as being a philatelist. The magazine would not usually stray into politics; in this case they intruded as part of a wider argument. -Ed

SOAPBOX

Deciding to collect less, rather than more, is a rite of passage for the majority of collectors, for solid practical reasons. It pays to be picky, says Alastair Gunn

At one meeting of our philatelic society, a dinosaur member strode in announcing that he had cancelled his subscription to all new Royal Mail stamp issues, as he no longer wanted to buy 'collectable stickers' which saw little postal use.

There was stunned silence. Not because all the other members approved of his idea, or disapproved of it, but because nobody could believe that anyone still had a standing order to give Royal Mail so much money.

For some years now, it has paid philatelists to be picky about new issues, buying those they like and ignoring those they feel are unnecessary or even exploitative.

LESS IS MORE

Ever since the postage stamp was invented, some collectors have tried to collect too much, and ended up having to rein-in their ambitions.

One can imagine whole-world collectors giving up in droves in the late 19th century, as by that time too many countries were issuing stamps.

Many British Empire collectors surely began to struggle as colonies began to produce more extravagant issues, including high values with little postal use.

More will have opted not to continue collecting the output of the independent successor states when the Empire crumbled, especially as commemorative issues steadily increased.

In modern times, a complete collection of even a single country can feel unaffordable. And even if it is affordable. it can start to feel unfulfilling.

Collecting is partly about passion, and it is natural to aspire to owning every stamp issued by a country. But collecting is also about research and hunting instinct, and there is no skill or tenacity in just buying every new stamp issue from a philatelic bureau.



PERSONAL TOUCH

There is nothing wrong with collecting some new issues, and rejecting others.

The subject matter might be a theme in which you are especially interested, for example, or the issue might involve a new printer, a new printing process or a new philatelic product which has implications for your core collection.

This is new-issue collecting with a purpose, because the aim is to add a storyline or a personal interpretation to the basic raw material of the stamps.

ADJUSTING YOUR SIGHTS

At least once or twice every year, Royal Mail produces is a set of stamps devoted to an aspect of modern culture, such as popular music, film franchises, television series or comic strips. Every

time, traditionalists moan about them.

Now, one can question the Britishness of many of these sets, which is fair comment, but we need to understand that traditional philatelists are not the target market for them.

So, we can decline to buy them, and save our money for something we consider more worthy.

Alternatively, we can make sure we buy them, and use them on our mail, to show non-collectors that stamps are not just dull old scraps of paper but can and do relate to the modern world.

So, the set of stamps which made the dinosaur give up collecting new issues might just turn out to be set which starts someone from the next generation collecting. How ironic! **Alastair Gunn**

There are almost no adhesive stamps on my post any more

Having been monitoring my mail closely for the past three weeks, my findings are that I received 27 items, and only two of them bore adhesive stamps.

Both were from dealers, and one of them (a parcel franked with with £5.95 worth of Machins) was cancelled with the dreaded biro.

Besides these items, there was a mailshot from a home shopping

company with a printed image of a 2nd class Machin, and 20 more with imprinted Royal Mail postage. The remainder had the labels of other delivery companies.

I expect this reflects all readers' mail now, confirming that the postage stamp is doomed!

Keith Cruttenden, Ballymena

YOUR VIEWS



ABOVE: 1964 Shakespeare Festival 2s 6d, the thin end of the wedge?



ABOVE: 2022 Transformers £1.85, the thick end of the wedge?

British commemoratives have been going wrong since 1964

What a ghastly set of stamps the Transformers issue was, and for that matter all the recent Great Britain sets!

Any young collector who was interested would need to have a friendly bank manager to pay for them all.

I stopped collecting Great Britain way back in 1964, when the Shakespeare Festival issue had a 2s 6d high value, in addition to the 3s 6d cost of buying the other four stamps in the set.

I was 11 years old at the time, and I got around 5s every fortnight from my aunt for doing her gardening. I didn't want to see all my money go on five little pieces of paper.

I'm so glad I stopped when I did.

K N Nankivell, Bodmin

Transformed, but not in a good way

What a great pity that the final British stamps of Queen Elizabeth II's lifetime were those appalling Transformers sticky labels!

And how this country has deteriorated in philatelic terms since the glorious Coronation issue of 1953!

I can only imagine what the Queen's grandfather, King George V, might have said about this latest issue. I suspect it might have been even stronger than what he was reported to have said about Bognor Regis.

Mike Williams, Sturminster Newton

Initial reaction

All I can say about Royal Mail's Transformers set is something that a financial expert once said about a particular share issue:

Can't

Recommend

Purchase.

Α

Bob Paterson, Newbury

Revenge is tweet

I was most amused by a social media spat between Royal Mail and the Communication Workers Union, conducted via Twitter in August, with postal strikes pending.

The postal operator tweeted: 'We are losing £1m a day, and we need to change what we are doing to fix the situation and protect jobs. The CWU have their heads in the sand and are failing to grasp the seriousness of the situation.'

In response, the union tweeted what it considered an approximate translation of the Royal Mail position: 'We made £758m profit last year, gave £400m to shareholders and handed our execs £2m in bonuses. Sorry, but we just can't afford to pay posties properly.'

Ouch!

Carl Ireland, Hertford

Sad but true

Alastair Gunn made a good point in his Soapbox column [September issue, page 27], when he suggested that we should all be mixing old-style and new-style definitives on our outgoing mail.

Sadly, he also showed prescient timing when he wrote: 'How long these new definitives will be available is an open question, as the Queen will not live forever'.

Anna Richards, Clevedon

Why are post offices still selling booklets of obsolescent Machins?

I was on holiday on Scotland's Fife coast recently and wanted to send some postcards. When I asked for 2nd class stamps in the local post office, which was inside a village shop, I was surprised by what I was offered, on two levels.

I assumed I would receive Scotland country



definitives, but was told that these were not available. They had to be specially ordered in.

Given Scotland's fierce sense of national pride, one would have expected Scottish post offices to be automatically supplied with country definitives.

Then I was even more surprised that the booklet I was sold contained old Machin definitives without data matrix codes. They had 'M19L' year codes in their overlay.

Why are post offices still selling these to the public, when they will become invalid in a matter of months? There are going to be a lot of confused members of the public out there.

Terry Davies, Caersws



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RECRUITMENT DRIVE

If it is to continue to thrive, the hobby needs to promote itself to a wider audience. This is where 'organised philately' comes into its own, but what needs to be done?

Imost from the first time a stamp was bought purely to keep (thought to have occurred on May 6, 1840), questions have been raised about the future of our hobby.

Yet it has survived, and continued to thrive. Even the pandemic couldn't destroy it, with lockdowns prompting many to look out their old stamp albums.

Historically, one reason behind the health of the hobby has been its level of organisation. At the Philatelic Congress of Great Britain, run by the Association of British Philatelic Societies in September, the subject under discussion was 'organised philately'.

Sometimes I wonder how many collectors are aware of Congress, or of the Association, or indeed appreciate the concept of organised philately? Many enjoy their hobby without realising, perhaps without caring, that there exists a structure. They don't visit exhibitions, read magazines or join local, specialist or national societies.

I have always enjoyed being a member of societies, seeing displays by others, learning from their experiences and discovering much I didn't previously know. Equally important for me is meeting with other collectors and chatting face-to-face, although Zoom meetings have proved they also have a role to play.

Under the auspices of the ABPS, local societies have long been the bedrock of the hobby. Today, however, life is a struggle for them. A declining and ageing membership, coupled with a

lack of volunteers to take up organisational roles, has led many to cease functioning.

A question at the forefront of the discussions at Congress, therefore, was how to reach out to new recruits.

We must accept that the way people communicate is changing. The importance of the internet and the enormous impact of social media cannot be ignored.

How many societies have an eye-catching website, or indeed any website, to let others know of their existence, and the advantages of membership?

In addition, perhaps we need to discover more about social media, and use it to share our passion, in a way which might



THE AUTHOR
Richard West is
Stamp Magazine's
Editor at Large
and a Past
President of the
National Philatelic
Society

encourage casual browsers to stop and delve further.

A fine example comes from those interested in Southern

Africa revenues, who share their enthusiasm on Facebook. An initial posting by one person has attracted more than 700 participants.

However, spreading the word need not be through digital media alone. There are non-philatelic organisations which hold meetings with large and enthusiastic audiences, and may be keen to find speakers with an interesting message.

Examples might include your local U3A (University of the Third Age) organisation or Probus club for retired and semiretired people, or Rotary club or Women's Institute.

At a younger level, the Stamp Active Network does wonderful work at events such as Stampex, through its Kidstamps initiative, and by helping those organising stamp groups in schools.

Although many collectors started while they were at school, the young are often dismissed today as no longer interested. That is simply not true. Many no longer know of stamps, sadly, but

some are eager to find out, and maybe they will turn to collecting later in life.

Our hobby still thrives, but must work hard to promote itself to a wider audience. We can all play a part in some way.



ABOVE: How can philatelic societies reach out to a wider range of potential members, including those who may be blissfully unaware of their existence?

'Many collectors enjoy their hobby without realising, and perhaps without caring, that it has structure. They don't attend exhibitions or join societies'

WHAT DO YOU THINK?

Do you come into meaningful contact with local or national philatelic organisations, or does their existence pass you by? E-mail your comments to guy.thomas@dhpub.co.uk

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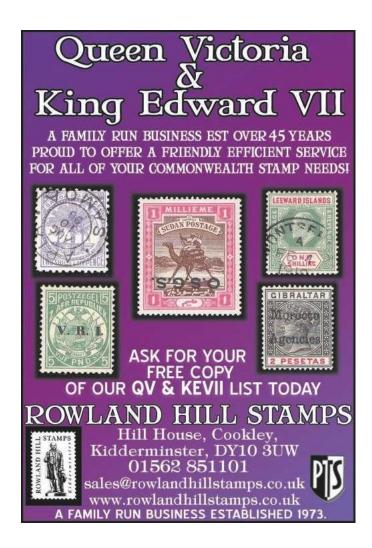
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The closing date is November 10, 2022, and the first correct answer drawn from our postbag will win the book. Good luck!

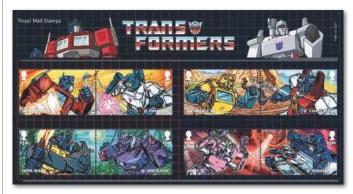


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COMPETITION Royal Mail prizes



a Transformers presentation pack



We have a presentation pack of the Transformers stamp issue to give away to each of 12 lucky winners, courtesy of Royal Mail.

The set of eight and a miniature sheet celebrate the popular toy, television, comic and film franchise featuring animated alien robots.

To enter, visit www.stampmagazine.co.uk/competitions, answer the question below and fill in your contact details. The closing date is November 10, 2022. Winners will be drawn at random after that date.

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QUESTION

Which fictional planet was the original home of the Transformers?

OMPETITION WINNERS

Unsung Heroes presentation pack

The answer to our competition question in the August issue was 'Wrens', and the 12 lucky winners whose correct answers were drawn at random were Denise McGann from Ludlow, Artur Paniczek from Aberdeen, Richard Sutherland from Edinburgh, Ann Collerson from Hailsham, Bryan Andrews from Leeds, Brian Stapleton from Peterborough, Simon Emery from Oldham, Craig Yeomans from Willenhall, Jean Forrest from Glasgow, Preston Cox from Steyning, Dennis Wibberley from Stoke-on-Trent and Helen Swales from Catterick.

Spot The Stamp

The Spot The Stamp winner from the August issue is Patrick Heaton from Swansea, who correctly identified the mystery stamp (right) as the 2nd class value from the 2000 Body & Bone set, illustrating acrobats in the Body Zone at the Millennium Dome exhibition.



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(40 CANADA: COMM 24.05	KII8 HOLLAND: COMM 13.35	K363 NEW ZEALAND:COMM HV 35.25	K290 U.S.A: COMM 7.75
(360 CANADA: COMM HV 35.25	KII7 HOLLAND: XMAS 6.35	KI98 NIGERIA: 15.65	K286 U.S.A: XMAS 5.00
(38 CANADA: XMAS 4.25	KI20 HOLLAND:SEMI-POSTAL . I2.85	K201 NORWAY: 9.85	K284 U.S: AIR MAILS: 6.35
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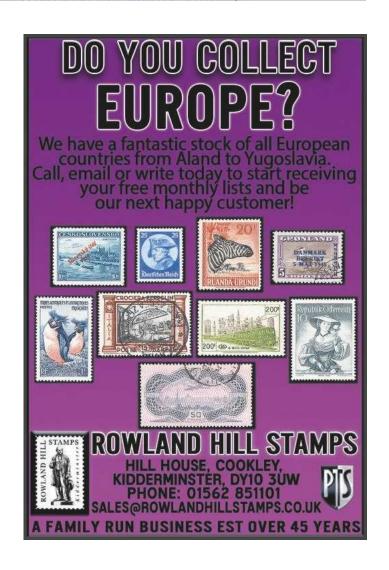
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Trooping the many colours



The myriad portrait definitives of her long and glorious reign add up to an extremely colourful pictorial tribute to Her Majesty Queen Elizabeth II

■ Report by Dorothy Arnold

It had begun to seem as if the much-loved and universally respected Queen Elizabeth II might live forever. But her death in September, at the age of 96, brought us back to reality with an uncomfortable bump.

Many of us have just witnessed the end of a reign and the succession of a new monarch for the first time, and the after-shocks will keep coming.

We're already getting accustomed to using the word 'King' in a non-historical context for the first time in 70 years, and essentially having to relearn the national anthem. Soon we will be using new coins and, of course, new stamps.

In fact, stamps portraying King Charles III may come as the biggest jolt of all, simply because the definitive portrait of his mother has become such a familiar sight.

Two portraits

It's an obvious truth that a greater variety of stamps have portrayed Queen Elizabeth than anyone else in history. The proliferation of modern issues and the increasing use of photographic images for commemorative designs have long since secured that particular claim to fame.

What is more remarkable, even if we limit our attention to British stamps, is the huge number of definitive stamps — especially when you consider that they have employed only two different portraits across seven decades.

The Wilding portrait, based on a photograph by Dorothy Wilding and introduced in 1952, showed a young Queen in her mid-twenties. It was regal and charming,



ABOVE: The iconic Machin portrait of Queen Elizabeth II has adorned hundreds of British stamps since 1967



'I declare before you all that my whole life, whether it be long or short, shall be devoted to your service' Queen Elizabeth II

although prone to becoming dated. The Machin portrait, based on a bas-relief sculpture by Arnold Machin and introduced in 1967, showed a middle-aged Queen entering her forties. It was equally regal, and what it lacked in warmth

it more than recouped in elegance and versatility.

The image was the result of a great deal of hard work, intricately sculpted and then carefully photographed for a threedimensional quality. Yet its greatest strength was its apparent simplicity, emphasised by the bold decision to abandon the decorative frames of previous definitives.

There was a general expectation that an updated image would be required later, perhaps in the 1980s. It was discussed by the postal authorities on several occasions, but it never transpired. If it ain't broke, as they say, don't fix it.



GB QUEEN ELIZABETH II DEFINITIVES



Decimal low-values, 1971-1996

Hundreds of stamps

How many Queen's-head definitive stamps were issued during the reign? Well, it depends how you count them!

Without considering regional issues and commemorative variants unavailable from post offices, we make it 349 basic stamps, including colour changes and security enhancements.

That's an impressively large number, and it would be considerably higher had 'non-value indicators' not been introduced from 1989, to enable 1st class and 2nd class stamps to remain in service through successive postage rate increases.

But this headline figure is just the starting point. It excludes changes of printer, shade varieties, paper varieties, watermark varieties,







High-values, 1977-1987

High-values, 2003

GB QUEEN ELIZABETH II DEFINITIVES



gum varieties, perforation varieties, phosphor and graphite varieties, booklet and coil varieties and iridescent overlay varieties.

If you start to add those, your collection will quickly rise into the thousands.

Continuous development

The Wildings series was simple in essence, but encompassed experiments in mechanised sorting technology.

Graphite lines were added to the backs of the stamps from 1957, then phosphor bands to the front from 1959, before the Post Office settled on the latter as its preferred solution.

The Machins series might have remained uncomplicated, had it not endured for so long. Its longevity meant it required multiple printers, straddled the decimalisation of the currency, and received many adaptations in the

unending battle against forgery.

First, from 1993, came elliptical perforations, a simple expedient to make it harder for fraudsters to mimic the finished appearance of a definitive.

Later, from 2009, following the evolution to self-adhesive definitives, came iridescent 'wavy-line' overlay text incorporating source and date codes, to make forgeries much easier to spot, at least for the initiated. At the same time, \triangleright



GB QUEEN ELIZABETH II DEFINITIVES



'Some attributes of leadership are universal, and are often about finding ways of encouraging people to combine their efforts, their talents, their insights, their enthusiasm and their inspiration, to work together'

Oueen Elizabeth II





U-shaped die-cut slits were added (and gum made stickier) to mitigate against stamps being peeled off cover in one piece and reused.

An in-depth study of the Machin series is not for the faint-hearted.

Outsize formats

Whilst most Elizabeth II definitives have been produced in a standard size, in photogravure or litho, there have been plenty of exceptions.

The earlier low-value Machins were accompanied by larger-format high values, and in some cases these were recess-printed.

Larger formats were also employed for the first experimental self-adhesives in 1993, for stamps intended for large letters when Pricing in Proportion was

introduced in 2006, and for signed-for and special delivery services from 2009.

Bigger stamps have recently made a reappearance thanks to the advent of data matrix codes. These have added a modernist, digital edge to the final definitives of the reign, although some consider their juxtaposition with the royal portrait sacrilegious!

Spot the differences

Just when you begin to think you have got your head around the long and winding development of these definitives, you will find exceptions to many of the rules within retail booklets, prestige stamp books, coils and commemorative miniature sheets.

Each of these provides a possible entry point for an intrepid new collector, as do first day covers and commercial covers.

Given the handful of different printers involved (Harrisons, Waddingtons, House of Questa, Enschedé, De La Rue and Walsall/ ISP/Cartor), a popular approach has long been to collect cylinder blocks. But beware, this can become expensive!

Even if you just limit yourself to the 349 basic individual stamps, you're going to need a big album. ■

REGIONAL VARIATIONS

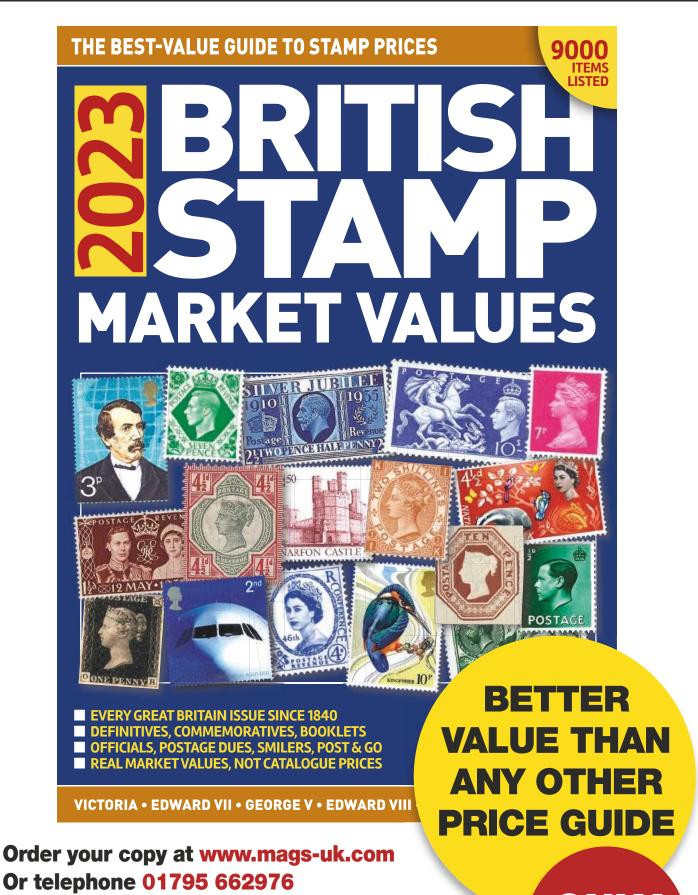
The elephant in the room is that the Wilding and Machin heads have additionally been used on regional definitives (for Guernsey, Jersey and the Isle of Man) from 1958-73 and country definitives (for England, Scotland, Wales and Northern Ireland) from 1958-2000.

As with the nationwide stamps, their values were updated almost annually in response to tariff changes, so they take up quite a chunk of catalogue space, adding another 250 or so different stamps portraying Queen Elizabeth II.





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GIBRALTAR

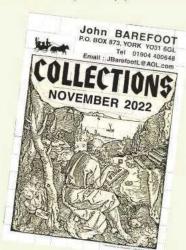
8223: 1886-1898 mainly used range on printed pages, good condition, with 1886 ovpts to 4d, 1886 (Nov) Heads to 4d, 1889 new currency ovpts to 25c, plus 75c mint, 1889 Heads set (40c, 50c and 5P are mint) including the extras of 1895, and 1898 sterling several to 1s. Total cat £515 (30 stamps) £150

GIBRALTAR

8235: 1856-1977 mint (some u/m) and used collection in maroon English springback, from GB used with A26 cancels on 21/2d, 6d, mainly used range of Q Victoria with 1886 to 4d mint, 6d used and 1s used (SG 14 car £225), 1889 surcharges, 1889 to 2P used, Edwards to 2s used, 1912 to 2s mint light hinge, 4s fine used (oval datestamp on piece), 1925 new colours, 2s and 10s mint, 1838 LGVI to 10s with some shades, perfs, 1948 Silver Wedding mint light hinge, 1953 QEII Views mint to 10s (and £1 parcel used), and range of later to 1977 plus dues (weight 1 kilo)

GIBRALTAR

8289: 1886-1967 mainly used collection on leaves with QV incl 1886 4d used, 1889 to 40c, 1889 Spanish currency most to 1P, Edwards to 1s, KGV to 2s used, 2s6d mint hinged, KGVI 1938 to £1, 1948 Silver Wedding £1 mint hinged, and earlier QEII to £1. Total cat £1100 (130 stamps)£235







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GIBRALTAR

GIBRALTAR

8283: 1886 overprints on Bermuda set mint hinged (SG 1/7 cat £1200) (7 stamps)£375

GIRRALTAR

8284: 1889 Spanish currency surcharge set mint light hinge (SG 15/21 cat £200) (7 stamps) £75





8241

8242

GIBRALTAR

8241: 1903 Edward Crown CA 2s SPECIMEN mint hinged (SG 52 S.) (1 stamp) (illus)£100

GIBRALTAR

8285 : Edward Crown CA set mint light hinge (couple u/m) (SG 46/55 cat £1200) (10 stamps) ... £550

GIBRALTAR

GIBRALTAR

8243: 1903-1906 Edward mint (light hinge) range with ½d to 4s fresh (also £1, but stained, not counted), 1904 to 1s,1906 new colours to 2s incl the scarce 6d (SG 70 cat £170). Total cat £1054 excluding the £1) (24 stamps)

GIBRALTAR

8247: 1903-1950 used collection with Edwards various to 1s plus large format 2s Crown CA (SG 52 cat £250) and new colour 2s (SG 72), KGV high values various to 10s (couple parcel cancels), KGVI to 2s and others to 1950. Total cat £780. Average condition. (80 stamps)£85

GIBRALTAR

8287 : 1912 KGV 2s and 4s Mult Crown CA and 1924 2s Mult Script CA, all mint hinged (SG 82,83,99a cat £77) (3 stamps)£25

GIBRALTAR

8288: 1925 KGV 2s, 2s6d, 5s, 10s high values mint light hinge (SG 103/06 cat £72) (4 stamps) £25

GIRRALTAR

8244 : 1912-1935 KGV issues mint light hinge with 1903/04 to £1, 1925 new colours to 10s, 1931 Rock set, 1935 Silver Jubilee. Total cat £520 (36 stamps)

GILBERT & ELLICE ISLANDS

8291 : 1911-1978 virtually complete mint (later are u/m) collection mounted in transparent mounts on Scott printed leaves, needs only the 1924 £1 to complete, includes min sheets (weight 1 kilo) £300

GOLD COAST

8293: 1876-1953 mint & used collection on leaves with 1884 QV to 1s used, 1889 20s used with cds, Edward with 1s PAQUEBOT cds, 5s mint, 19072s6d mint, KGV various to 5s, KGVI to 10s, QEII to 10s. Total cat £700 (110 stamps)£135

GREECE

7790 : c1870-1996 mint and used collection (often both) in two Prestige binders (maroon binders, boxed, plain pages, plus another volume in similar colour different binder type), with a few Large and Small Hermes Heads (mixed condition), 1896 Olympics 60 lepta mint, 1D used, 1900 50 lepta on 2D and 1D on 5D Olympics used (SG 150,151, cat £330), 1901 definitives to 5D, 1926 Aeroespresso air set u/m, 1927 Views to 25D both types used, and set less 4D mint (cat c£300), 1933 air set mint (SG 468/74 cat £180), 1940 Youth 55D and 65D airs mint (SG 551,552 cat £195), 1946 Victory set mint hinged (SG 646/53 cat £100), 1951 St Paul set mint hinged (SG 688/91 cat £300), Reconstruction set mint hinged (SG 692/ 97 cat 300), 1954 definitive set mint hinged (SG713/ 24 cat £375), Enosis black blot set mint hinged (SG 28/33 cat £170), 1955 Pythagoras set mint hinged (SG 742/45 cat £195), and most later sets mint (u/m from c1970) and/or used through to 1996. (Box, weight 8 kilos) £450

GREECE

7763: 1911 Hermes 10 lepta large format, with complete offset on reverse, on thick paper, apparently intended as a currency stamp......£35

GREECE

6559 : 1926 Aeroespresso set mint light hinge (SG 406/09 cat £75) (4 stamps)£25

Latest

Many Commonwealth collections and better sets just arrived. Aden to Zanzibar. These will appear over our next monthly lists. Interested?

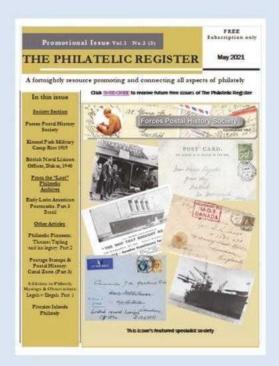
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1970 Christmas. 4d vertical and horizontal perforation shift.

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Two arms but no head

For its new definitive series in 1903, Jamaica passed over a portrait of the new King in favour of a Coat of Arms design, which was soon redesigned

Report by John Winchester

f you lived in Jamaica in Edwardian times, you could almost be forgiven for not noticing that Queen Victoria had died in 1901. Some of the stamps bearing the Queen's portrait would remain on sale until at least 1911.

Furthermore, when a new series of definitive designs was launched, on November 16, 1903, the chance to portray the new monarch, King Edward VII, was passed up.

Instead, the stamps would feature the Coat of Arms of the Colony, letterpress-printed by De La Rue in London in two colours, with a grey vignette surrounded by a coloured frame.

Jamaica's Coat of Arms was suitably impressive, with its crossed shield emblazoned with five golden pineapples, surmounted by a royal helmet and a Jamaican saltwater crocodile and supported by two Taíno people.

Less dynamic was the Latin motto running in a scroll below. 'Indus Uterque Serviet Uni' loosely translates as 'Each Indian Will Serve One', a concept lost on many who tried to work out what it meant!

De La Rue had its work cut out incorporating so much detail onto a regular-sized stamp, especially with the denomination spelled out



ABOVE: A pair of Jamaica's 1903-04 1d grey and carmine, with one stamp (right) showing the motto flaw

in words at the foot. The requisite 'Postage' and 'Revenue' inscriptions were squeezed in uncomfortably below the curve of the vignette.

Initially the issue was limited to a ½d grey and dull green and a 2½d grey and ultramarine, printed on Crown Over CA watermarked paper in sheets of 240, arranged in four panes of 60.

The armorial vignettes were printed from a common plate, so clearly any flaw would be replicated across both denominations. Sure enough, two letters of the word 'Serviet' were damaged on the second impression of the fourth row in the top-left pane, making one stamp in every 240 read as 'Ser.et'.

Whether the motto flaw was unnoticed or disregarded isn't clear, but it was still in evidence when a 1d grey and carmine and a 5d grey and yellow were added to the series in 1904.

Exactly what the Stamp Office thought of the new stamps is not recorded, but when fresh supplies of 3d, 6d and 1s values were

required in 1905-06 it opted to reprint the old Queen Victoria designs rather than expand the Arms series further.

For the time being, the only new Arms stamp was a 5s grey and violet, issued in 1905 with the new Multiple Crown Over CA watermark.

This rather disparate state of affairs was perpetuated by a redesign of the Arms issue in 1906.

Both the 1/2d and 1d values were redrawn with a view to being printed in a single colour, to save cost. The modified frame design gave greater prominence to 'Postage' and 'Revenue' by incorporating them along the flanks.

The new 1d carmine and ½d yellow-green were put on sale in 1906. One further single-colour printing would follow, a 21/2d pale ultramarine in 1910.

By this time the King had died, still without his portrait ever gracing a Jamaican stamp. It would take a petition by island philatelists to set the record straight, by way of a solitary posthumous 2d grey issued in 1911. ■

'The King had died before his portrait ever graced a Jamaican stamp'

MARKET VALUES

Collectors will find it relatively easy to acquire the 1903 or 1905 Arms types, the former catalogued at £32 mint or £25 used for the set of four.

Stamps with the motto flaw are understandably more expensive, with the 1907 5d (of which only 50 exist) catalogued from £1,400.

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Wizards of Oz

The ships of the Orient Line carried the mail and the migrants between Britain and Australia for nearly 90 years. The company's enduring legacy can be traced in postal history, commemorative stamps and postcards

■ Report by John Winchester

he opening of the Suez Canal in 1869 was a watershed in the handling of mail from Britain to its territories in the east, including India and the Australian colonies.

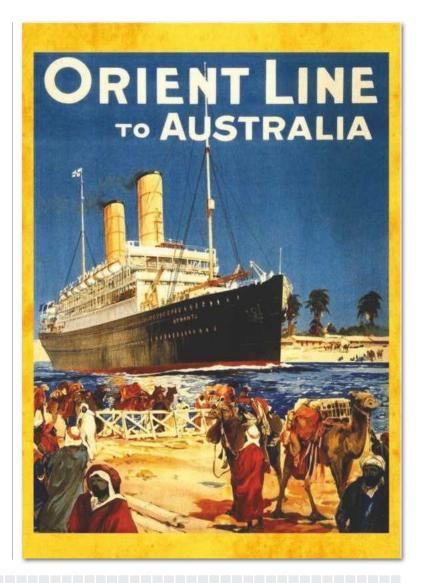
This short-cut from the Mediterranean to the Red Sea avoided the circuitous route around the Cape of Good Hope (or previously a crossing of the Egyptian desert via Thomas Waghorn's now defunct Overland Express Service), cutting journey times significantly.

The question was, which shipping companies would take best advantage of this, securing the lucrative mail contracts offered by the Post Office?

The Peninsular & Oriental Steam Navigation Company (P&O) was the incumbent, having secured a £500,000-a-year deal when its contract was renewed in 1867. In future, however, the Post Office was determined to encourage competitive bidding from smaller shipping companies, hoping to lower the subsidies it was paying.

One beneficiary would be the newly established Orient Steam Navigation Co, which would become famous for carrying the mail to Australia and also for transporting British migrants to a new life 'down under'.

RIGHT: A classic promotional poster for the Orient Line service to Australia, showing RMS Otranto passing through the Suez Canal



DID YOU KNOW?

The Pacific Steam Navigation Co, a British company whose chartered ships played a significant role in the early growth of the Orient Line, also has a major place in the history of South American philately.

In 1847, when the PSNC was operating a fleet of Glasgow-built steamships along the Pacific seaboard of the Americas, it produced stamps to furnish its mail services. Lithographed by Perkins Bacon, they depicted a two-masted



paddlesteamer and bore the company's initials in the four corners.

These stamps were never used by the company, but in December 1857 they were authorised by the government of Peru for use as an experimental first national issue of postage stamps.

Issued imperforate, the 1r blue and 2r red were in use for only a matter of months before being replaced by a definitive issue.

Down under

The Orient Line came to prominence when Anderson, Anderson & Co, which was already running packet boats to Australia, joined forces with Frederick Green & Co, a shipbuilder known for its Blackwall clippers.

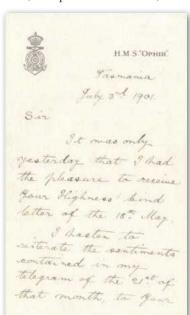
The partnership was registered in 1878 as the Orient Steam Navigation Co, with capital assets of £44,642, and immediately laid down its first steamship, Orient, designed to ply the Australia route.

Remarkably, Orient was the second largest ship in the world at the time (behind only Brunel's ageing SS Great Eastern), grossing 5,386 tons.

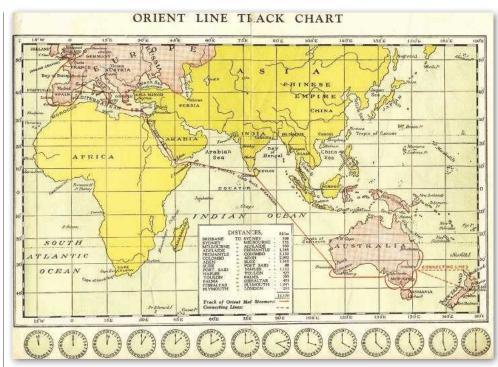
Initially steaming outbound via the Cape and homeward via Suez, her performance exceeded all expectations. Speed records were broken, and the monthly service made profits even without the advantage of a mail contract.

This certainly caught the attention of P&O, whose Australia service had hitherto run only as a branch connection from its route to India. In 1879 it introduced a fortnightly service to Australia, but the Orient Line was able to match this, thanks to a number of ships it had chartered from the Pacific Steam Navigation Co, a British company operating in South America.

Carrying both emigrants and mail, the operation flourished,



ABOVE: First page of a letter written by the Duke of York (the future King George V) on HMS Ophir during the 1901 Royal Tour. Posted from Tasmania, it was addressed to the Khedive of Egypt



ABOVE: Orient Line track chart published for the 1934 season, showing the route plied and distances covered by its mail ships on their fortnightly service to Australia. A departure from London on March 31 would reach Fremantle on May 1 and Brisbane on May 14

enabling a second new ship, Austral, to be laid down in 1880 and completed the following year.

Mail contracts

The year 1882 was a difficult one for the Orient Line. Austral sank at her mooring in Sydney Harbour, New South Wales, and salvaging her proved costly.

The short Anglo-Egyptian War also put Suez Canal transits in jeopardy, causing a reversion to the longer Cape of Good Hope route.

In 1883, however, the company was awarded the New South Wales mail contract, with the proviso that all sailings take place through the Suez Canal now that it was secure once again.

The contract initially created the possibility of clashes with P&O at its coaling station in Aden, so the Orient Line established its own coaling facility on the Indian



Ocean island of Diego Garcia, which was then part of the British colony of Mauritius.

Cooperation was subsequently established between the two competing companies, and in 1888 a mail contract was awarded to them jointly, with the stipulation that the journey time \triangleright ABOVE: Paquebot cover of September 22, 1897, using Orient Line stationery, posted from Gibraltar to Hampshire with a British 21/2d stamp





ABOVE: Colour postcard depicting RMS *Ortona* in the early 1900s, before the Orient Line adopted its more familiar livery featuring buff-coloured funnels



ABOVE: Postcard illustrating the first ship named RMS *Oriana* at La Palice-Rochelle, posted from France in 1912 using a 5s Sower definitive

to Adelaide in South Australia should not exceed 34 days and 18 hours.

Naming policy

The fortunes of the Orient Line were on the rise. Mail contracts meant priority passage through the Suez Canal, and the rising popularity of pleasure cruising brought extra business, with several ships sailing off visit the northern capitals of Europe.

At the end of the decade its existing fleet of seven Orient ships and a similar number of PSNC vessels was augmented by a new pair of four-masted, two-funnelled steamers. *Orotava* and *Oruba* joined *Orizaba*, *Ormuz* and *Orient* on the Australia mail run, firmly

'In 1888 the mail contract for Australia was awarded jointly to P&O and the Orient Line, as cooperation was established between the two companies'

establishing the distinctive naming policy which would become a hallmark of the company.

Deep depression

The 1890s promised much, for the Orient Line and indeed for Australia, but fate intervened.

Falling wool prices in the Australian colonies triggered a financial crisis and a major depression, with the unravelling of property prices and a collapse of private investment. To make matters worse, the failure of the monsoon and a heatwave caused a drought in 1900.

The shipping line's profits were down too, even though four of its vessels were chartered as troop ships for the Second Boer War.

Shortly after the accession of King Edward VII in 1901, a significant morale-booster for all concerned was the chartering of *Ophir* to serve as the vehicle for the royal tour by the Duke and Duchess of York (the future King George V and Queen Mary).

This was a prestigious occasion, the first ever visit to Australia by an heir apparent, whose arrival in



ABOVE: Picture postcard of RMS *Omrah*, launched in 1899 for the Australia run and sunk by a torpedo after being requisitioned in 1918



ABOVE: Picture postcard of RMS Ormuz, launched in 1886 as one of the Orient Line's earliest ships, shown arriving in Naples



ABOVE: Picture postcard of RMS *Ophir*, built in 1891 as the first twin-screw ship on the Australia run and used for the Royal Tour in 1901



ABOVE: Picture postcard of RMS Ormonde, built in 1917, which saw service as a troopship, a mail ship, a cruise ship and a migrant ship



ABOVE: Picture postcard of RMS Orsova, the longestlasting of the new class of larger vessels which went into service in 1909



ABOVE: Picture postcard of RMS Osterley, another built in 1909, unusually showing the ship in what must have been uncomfortable seas!



Orient-Royal Mail Line postcards sold to passengers in the early 20th century, and one of the cards postally used from Queensland to Wales. The Orient-Royal Mail Line cover branding dates from 1905-08 and the Queensland 5d stamp is from the 1897-1908 series

LEFT: A book of

THE 'O' SHIPS Orient 1879-1910 Orizaba 1886-1905 Ormuz (1) 1886-1912 Oroya 1887-1906 Orotava 1889-1906 Oruba 1889-1906 Ophir 1891-1918 0mrah 1899-1918 Ortona 1899-1906 Orontes (1) 1902-1926 Orsova (1) 1909-1936 Orvieto 1909-1931 Osterley 1909-1930 Otranto (1) 1909-1918 **Otway** 1909-1917 Orama (1) 1911-1917 Ormonde 1917-1952 Ormuz (2) 1920-1927 1921-1924 Omar Orcades (1) 1921-1925 Orama (2) 1924-1940 Oronsay (1) 1925-1942 Otranto (2) 1926-1957 Orford 1928-1940 Orontes (2) 1929-1962 Orion 1935-1963 Orcades (2) 1937-1942 Orcades (3) 1948-1962 Oronsay (2) 1951-1962 Orsova (2) 1954-1965 Oriana 1960-1965

Melbourne was timed to coincide with the opening of the first parliament of the Commonwealth of Australia.

Changing alliances

A quick succession of operational restructures characterised the early years of the 20th century.

First, the Orient Steam Navigation Co and the Pacific Steam Navigation Co unified in 1901 under a new title, the Orient-Pacific Line.

The name was to be short-lived, however, as the PSNC's interest in the England-Australia route was taken over in 1905 by the Royal Mail Steam Packet Co, which meant the adoption of a new title, the Orient-Royal Mail Line.

This marriage too would end in 1908, when RMSP withdrew from the Australian service and the Orient Line became fully independent once more.

Through all these upheavals, however, came one longer-lasting legacy: the whole fleet adopted a livery of black hull, white superstructure and buff-coloured funnels, which for three decades would become as familiar as ship names beginning with 'O'.

Big investment

The renewal of the mail contract in 1908 allowed new investment for the Orient Line, and a fleet of five 12,000-ton liners was launched in

1909, eclipsing those operated by P&O. They were duly named Orsova, Orvieto, Osterley, Otranto and Otway, joined later by a sixth vessel, Orama.

The new ships had but a short time to thrive in civilian life, however, before being requisitioned in World War I.

Most of the fleet ended up either flying the White Ensign of the Royal Navy or at least painted in battleship grey or other camouflage colours. Orama and Otway were torpedoed and lost in 1917, and Omrah suffered the same fate in the following year.

Through it all, Osterley and

BELOW: Orient Line promotional postcard showing the pre-war dining saloon on the first of the ships named RMS Orama, before she was requisitioned for war service in 1914

Orsova continued the mail service to Australia. From 1916 the Cape route became mandatory, with a call at Table Bay.

Ups and downs

When the war was over, the Orient Line was left with a motley



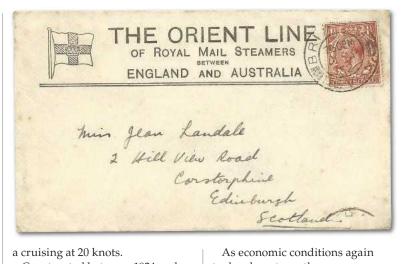




ABOVE: A pair of Tuck's 'oilette' postcards from the 1920s showing Orient liners steaming into Port Said (left) and transiting the Suez Canal (right)

surviving fleet. Orontes had to be refitted after being used as a troop ship, for example, and Orvieto reconverted after service as a mine-layer.

As part of war reparations, the company was granted control of five German ships, including Konigin Luise (renamed Omar), Prinz Ludwig (renamed Orcades) and Zeppelin (renamed Ormuz). These were gradually sold off as a major building programme added modern 20,000-ton ships capable of **RIGHT: Orient Line** stationery posted from Brixham in Devon to Edinburgh in April 1932, franked with a King George V 11/2d brown

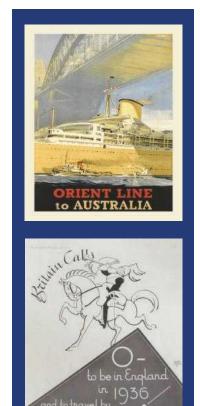


a cruising at 20 knots.

Constructed between 1924 and 1929 were Oronsay and Orford, and second incarnations of Orama, Otranto and Orontes, the majority of these used as mail-carrying liners but some offering budget cruises. By the start of the 1930s, Orsova was the sole survivor of the pre-war class.

As economic conditions again took a downturn, the company was forced to accept a reduction its mail subsidy and adjust to a decline in emigration to Australia, so Orsova, Ormonde and Orford were converted to tourist-class ships offering Mediterranean cruises.

Nevertheless, 1935 brought a striking new ship for the Australia

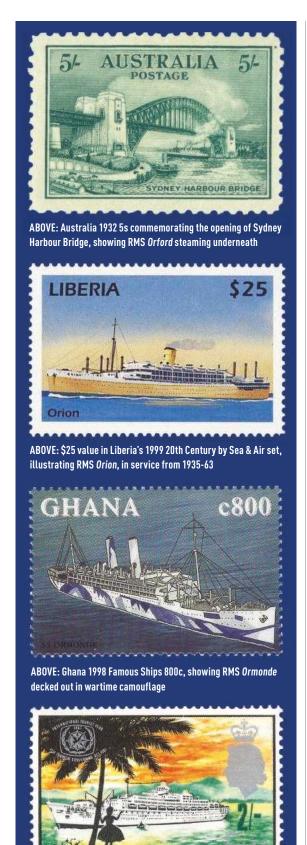




ABOVE: Complete sheet of Orient Line poster stamps of the 1930s, distributed to passengers to apply to their mail (usually as seals for the backs of envelopes), illustrating 12 ports of call on the Britain-to-Australia route: London, Gibraltar, Toulon, Naples, Port Said, Aden, Colombo, Perth, Adelaide, Melbourne, Sydney and Brisbane

ABOVE: Travel posters of the late 1930s, advertising passages from Britain to

Australia and from Australia to Britain



CRUISE LINER AT SUVA

ABOVE: 2s design in Fiji's 1967 International Tourist Year issue,

illustrating the cruise liner Oriana anchored off Suva

ASHES TO ASHES

The Orient Line was responsible for transporting several England cricket teams to take part in Ashes tours of Australia.

Perhaps the most famous team was for the famous 'Bodyline' tour of 1932-33, which travelled aboard Orontes. Captained by Douglas Jardine, it is best remembered for the controversial fast bowling of Harold Larwood.

One of the finest teams was the 1954-55 selection which travelled aboard Orsova. Led by Len Hutton, it also included Denis Compton, Colin Cowdrey, Bill Edrich, Peter May, Tom Graveney, Fred Trueman, Jim Laker and Alec Bedser.



ABOVE: Picture postcard of the Orient Line's RMS Orsova signed by many of the cricketers in England's 1954-55 Ashes team, including captian Len Hutton

route, and a jazzier new colour scheme too. Orion was distinguished from previous vessels by having a large single funnel and single foremast, and was resplendent in her corn-cream hull and green waterline.

The Australia service was extended to New Zealand in 1938.

Wartime disruption

Orient Line ships were requisitioned once again for service in World War II, mostly for use as troopships.

Four of the eight would never return. Orama was sunk and Orford was bombed and beached in 1940, while Oronsay and Orcades were both torpedoed in 1942.

During the conflict the company was given temporary management of several Dutch vessels, as well as some of the 'Liberty' ships massproduced by the United States as emergency cargo carriers.

Peacetime brought another a period of conversion and reconstruction, led by the

building of a new 28,000-ton Orcades (this becoming the only name to be used for three different Orient Line ships), while the surviving war service ships were able to resume the England-to-Australia run by 1947.

Ten Pound Poms

The post-war government of Australia, led by Ben Chifley, initiated a 'populate or perish' policy to boost the number of migrants entering the country and provide a workforce for industrial expansion.

Central to this was the Assisted Passage Migration scheme, which subsidised the cost of emigration from the UK to Australia, and provided affordable housing for those who came. For many, facing austerity and rationing in bombravaged Britain, the idea promised a better lifestyle.

Adult migrants were charged just £10 for their fare, while children travelled free of charge. The 'Ten Pound Poms' scheme, as it quickly became known, would attract more than a million migrants to Australia over the next 30 years, and more to New Zealand when

'The Orient Line's ships were requisitioned in World War II, and four of the eight would never return'

ORIENT LINE 1878-1966



ABOVE: Cocos (Keeling) Islands 1984 miniature sheet celebrating the tradition of having mail dropped off in barrels floating offshore, recalling a selection of passing liners. These include the Orient Line's Omar, Orford and Orion, and two different incarnations of both Orontes and Orsova

it adopted a similar policy.

Transporting the 'Ten Pound Poms' became a vital element of the Orient Line's business, at a time when the development of air travel, which had already taken away postal business, now threatened to reduce the passenger trade.

Beneficiaries of the scheme, as children starting a new life with their families, included two future Prime Ministers of Australia, Julia Gillard and Toby Abbott, as well as Barry, Robin and Maurice Gibb, the brothers who made up the Bee Gees.

Into the sunset

The Orient Line's response to the increasing popularity of package holidays, which usually involved flight, was 'go big, or go bust'.

In 1953 it launched its second vessel named Orsova, its biggest yet at 29,000 tons, and in 1959 its grandest of all, the impressive 42,000-ton Oriana.

Dubbed 'The Queen of the Seas', Oriana had a maximum speed of more than 30 knots, which meant she could reach Sydney in just 21 days.

Sadly, she turned out to be a magnificent finale, as the axe was poised over the company's independent identity.

P&O had had a financial stake in the Orient Line for many years, and the two organisations were formally merged in 1960 to form the P&O-Orient Line. But there could be no doubt as to which was



ABOVE: A \$1.45 stamp from Australia's 2004 Ocean Liners set, reproducing an inter-war travel poster advertising 'one class only' cruising to England aboard Ormonde and Orsova

the senior partner.

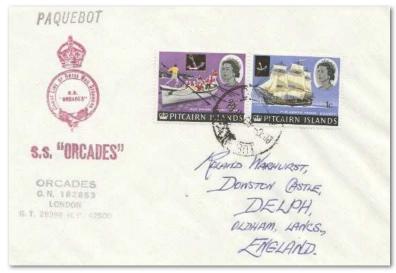
Within six years the Orient name had been dropped, and Orcades, Oronsay, Orsova and Oriana had been transferred to the P&O fleet, their corn-cream livery replaced by its black hull and white superstructure.

Oriana would fly the Orient Line flag for one final time, on her final voyage before retirement in 1986, It was a fitting farewell to an influential shipping line. ■

'The Assisted Passage Migration scheme, which subsidised the cost of emigration from the UK to Australia, became a vital element of the Orient Line's business in the post-war years'

LAST LAUGH

Shortly before the launch of the Orient Line's flagship Oriana in 1959, someone started a witty rumour that she would be named Orstralia.



ABOVE: Cover from the Pitcairn Islands to Britain, carried aboard the third ship named Orcades, with an Orient Line cachet surprisingly still in use as late as 1968

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One of the biggest problems when I collected stamps all those 48 years ago, (before girls came along), was that the stamps I wanted always seemed to cost more than I could afford!

So ... just what is it that made me collect stamps in that way?

Q: What made me collect stamps that way? - A: Catalogue Values!

Yes, catalogue values... That's not to say that there's anything wrong with catalogue values per se. However, there is a simple answer, true even decades later, and even today. It was/ is the philatelic industry norm. This is how 'philatelic' things are done ... aren't they?

BUT, I set out to break boring industry norms, creating my enormously popular off-paper world mixtures club more than 34 years ago. Some who were collectors then, have returned and are still 'Avon/Omniphil' Collectors today. Some of those collectors have 'progressed' their collections, so that they now bid in my 'No Hidden Extras' unique reducing estimate (and reserve) Universal Philatelic Auctions – also known as **'The Collectors' Secret Weapon'**

Hindsight is a wonderful thing isn't it?,

with the benefit of hindsight, I suppose the problem was that I hadn't set my collecting boundaries to my budget, but it's so easy to say that now. Even so, why does everything you collect have to be related to catalogue value?

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The gift of thrift

The 1961 set marking the Centenary of the Post Office Savings Bank was notable for being printed on two different presses, and for its missing colour errors

Report by Peter Marren

he Postmaster General readily agreed to a proposal from his Savings

Department for a set of stamps to honour the centenary of the Post

Office Savings Bank in 1961, but the timing was extremely awkward.

It almost coincided with Britain hosting the European Postal & Telecommunications Conference (CEPT) and the Commonwealth Parliamentary Conference, for which sets of stamps were also planned.

That meant three commemorative issues within a month, which had never happened before. It would be a severe test for the printers, Harrisons, especially as the plan was to print all the stamps in two or three colours.

The Post Office Savings Bank had been established by an Act of Parliament in 1861, to provide both a source of funds for Government borrowing and a simple savings scheme for individual people.

The Government offered generous rates of interest, in exchange for taking loans from people's savings, and the scheme proved a great success.

Now known as National Savings & Investments (after the Savings Department was hived off from the Post Office in 1969), it still exists today, best known as the agency for



Premium Bonds and thereby funding almost 10% of the national debt.

The POSB set was to extend to three values, covering the 2½d postcard rate, the 3d basic letter rate and the 1s 6d airmail rate. Each was to be printed in two colours.

Through its usual medium of the Council for Industrial Design, the Post Office decided to invite submissions only from artists with experience in producing work for multicoloured photogravure printing.

The instructions they were given included a selection of suggested

themes, notably 'thrift', 'service' and 'security'. Only later was the requirement for spelling out 'Post Office Savings Bank 1861-1961' clarified, which meant that many designs had to be redrawn.

It seems the artists took the 'thrift' concept very literally, for no fewer than 10 of the submitted designs featured a stylised thrift plant, a coastal perennial which has long been a symbol of financial prudence.

Perhaps they were inspired by the image of a thrift which had been used from 1936-52 on the reverse of the twelve-sided 3d coin, the 'thruppenny bit', examples of which were still in circulation.

Thrift duly became the dominant motif on two of the three selected designs.

On the upright 2½d by 36-year-old Peter Gauld, who was designing his first stamp, the image strongly resembled that on the coin. With the primary colour of this value needing to be red, the plant was rendered in black, as was the Queen's head and the denomination, while the inscription, which marched round the curves of a distinctive

ABOVE: 1961
Centenary of the Post
Office Savings Bank
3d violet and orangebrown, designed by
Michael Goaman,
with a design full of
savings symbolism





'These stamps were not only more colourful but also more modern-looking than any that had gone before. Was a new dawn breaking?'

figure-of-eight or 'hourglass' design, was left white.

For the 1s 6d design, Michael Goaman chose red as his secondary colour, alongside the obligatory blue, to bring extra life to his thrift plant. His deceptively simple composition, with the inscription running along two sides as a framing device, pleases the eye in its colour contrast and simple formality.

The plant may have been drawn by his wife, Sylvia, who was a botanical artist and who partnered Michael in most of his stamp work.

The chosen design for the 3d stamp, also by Goaman, featured a veritable medley of savings symbols, including a bountiful nut tree symbolising growth, a squirrel storing nuts and a wise old owl; the original artwork also featured a safe, symbolising security, although this was later dropped.

The base colour had to be violet, and Goaman juxtaposed this with orange-brown. He was careful to separate the two colours to allow for a degree of registration slippage.

The two lower values were printed in exceptionally large numbers,

requiring the use of both of Harrison's photogravure presses: the Timson, which printed stamps in single-pane sheets, and the Thrissell, which produced double-pane sheets.

The differences between the printings show most markedly in the Queen's head, which is heavily shaded from the Timson press but appears lighter and flatter from the Thrissell.

There are also variations in the perforation in the sheet margins, as outlined in the Stanley Gibbons catalogue.

Like the preceding First Anniversary of CEPT issue, this set was printed on whiter, chalksurfaced paper. This, and the improved definition of 250 dots per linear inch, now became the standard for photogravure stamps.

The slightly thicker paper meant that, from now onwards, watermarks were less clear than they had been previously.

This issue brought the first really spectacular missing colour errors on British stamps.

The 2½d stamp can be found with the red missing, which leaves ABOVE: First day cover illustrating the **POSB** headquarters in London, posted from Lancashire to South Africa

an eerie monochrome design, or with the black missing, and hence lacking both the Queen's head and the thrift plant. The spectacular strip of 10 showing the progressive missing-black error is currently catalogued at £27,000.

More easily affordable is the 3d missing orange-brown, found on printings from both presses.

There are also perforation errors and colour shifts, including one on the 3d value on which the owl seems to be wearing a white sailor's hat!

Printing difficulties meant there was only a limited delivery of stamps to post offices on the day of issue, August 28, 1961.

That might account for the relative scarcity of first day covers, the most common of which illustrates the Bank's headquarters on Blyth Road in West Kensington.

Printing wastage was so high that there were continued shortages at some outlets, particularly of the 21/2d and 1s 6d values.

The press commented that the Post Office seemed to be getting more adventurous in its production of commemorative stamps, and that these designs were noticeably less formal than previous issues.

Collectors found them not only more colourful but also more modern-looking than any that had gone before. Was a new dawn breaking for British stamps? ■



RIGHT: A pair of the 3d value missing and partially missing orange-brown

BELOW: A strip of 10 of the 21/2d with one stamp missing black and four partially missing black























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Arctic anomaly

Should the quirky and unconventional 1935-36 Thule issue of Greenland be considered as conventional postage stamps, locals or cinderellas?

■ Report by Peter Hamilton

In the far north-western corner of Greenland, the Danish anthropologist and explorer Knud Rasmussen established a mission and trading post in 1910.

The little community, named Thule (pronounced 'too-lay'), was one of the northernmost towns in the world, 750 miles north of the Arctic Circle. It had sunlight 24 hours a day from the middle of April to the end of August, but none at all in the depths of winter.

RIGHT: Thule 1935
30ø blue, one of a set
issued to mark the
25th anniversary of
the settlement in
north-west
Greenland





In 1935-36 Thule issued a set of stamps to celebrate the 25th anniversary of its foundation. They are widely considered to be local carriage labels rather than *bone fide* postage stamps, but they could be used to send mail to the Danish capital Copenhagen, which was 2,400 miles away!

Disputed status

Greenland was administered by the Royal Greenland Trading Company (KGH), on behalf of the Danish Crown, but sovereignty over the island had only recently been fully clarified.

The United States had given up its claims on the west coast in 1917,



as part of a deal which saw it take possession of the Danish West Indies (now the US Virgin Islands).

Norway, which had lost its prior authority over Greenland when its union with Denmark had been dissolved in 1814, relinquished its claims in the east only when international arbitration backed Denmark in 1933.

Parcel post

Greenland did not have stamp issues in its name until 1938. Indeed, the KGH handled letters free of charge, whether sent domestically or to Denmark.

Since 1905, however, it had issued stamps inscribed 'Pakke-Porto' (Parcel Post), with a design based on the arms of Greenland, featuring a polar bear.

Mail from Greenland to Denmark went via the company's headquarters in Copenhagen, and could be collected from there or sent on with the addition of Danish

The Parcel Post issues are widely accepted as being the first stamps of Greenland, but their status remains ambiguous. They are listed in Stanley Gibbons' specialised catalogue, for example, but not in its simplified catalogue.

BELOW: The other stamps in use at the same time as the Thule issue were the Royal Greenland **Trading Company's** parcel post series, used here on a card addressed to Jacobshavn and cancelled with a company postmark of October 13, 1938

and 30ø cancelled to

order on unaddressed

Cape York Station

stationery, dated

August 30, 1935



DID YOU KNOW?

Thule was the name given in ancient Greek and Roman literature to the farthest north location thought to exist. A mythical place beyond the known world was sometimes called Ultima Thule.

Medieval maps imagined Thule as a small island beyond the Orkneys, and showed it surrounded by sea monsters.



ABOVE: Thule as depicted on the 16th-century Carta Marina by the Swedish cartographer Olaus Magnus

Modern interpretations began to associate the name with Greenland, and when Knud Rasmussen established his mission in the north-west of the island he named it accordingly.

'Validity for postage from north-west Greenland all the way to Copenhagen stretches the definition of a local issue'

Thule anniversary

In 1935, when the proud little settlement of Thule celebrated its 25th anniversary, it sought and was granted permission to issue its own commemorative set of stamps.

These were printed, in letterpress, by H H Thiele of Copenhagen, the company which had produced the Parcel Post stamps and had been printing the stamps of Denmark since 1851.

The designer was thought to be the famous ceramics artist Knud Khyn of the Royal Copenhagen porcelain factory.

Set of five

The initial issue, on August 10, 1935, comprised four designs: a 10ø green with a portrait of Rasmussen, a 15ø red showing the Danish flag in front of Thule Peak, a 30ø blue depicting walruses and a 45ø black with a view of Cape York, including a polar bear.

One can only surmise that there was a local outcry that the set did not include an image of the centre of the community, for a fifth stamp was added on the same day the following year: a 25ø violet depicting the Mission Church.

First-day covers may be found cancelled either at Thule or in Copenhagen, with 1936 examples often bearing the complete set of five. Imperforate proofs also exist, ungummed.

Postal usage

Although authorised only for local use from Thule, these stamps enjoyed the same validity as the Parcel Post stamps, and were treated by the Company as post-paid. So it could be argued that they had comparable status.

In any case, validity for postage from north-west Greenland to Copenhagen, seems to stretch the definition of 'local'.

The Facit catalogue, published in Sweden, and the Scott catalogue, published in the USA, both give these stamps a full listing, while Stanley Gibbons does not.

It must be said, however, that commercial covers are very rare, and many of the stamps on the philatelic market appear to have been cancelled to order.

One reason is that the issue was in use for only a short period, less than two years. It was invalidated when the Greenland Crown Administration officially took over government of the Thule region on August 1, 1937.

The first definitive stamps for Greenland would be issued the following year.

GREENLAND THULE ISSUE

KNUD RASMUSSEN

Knud Rasmussen (1879-1933) was and remains something of a hero to both the Inuit and Danish peoples.

Born in Greenland in 1879, his maternal grandmother was Inuit and his father was a Danish missionary on behalf of the Lutheran church.

He was partly brought up in Greenland, playing and learning with Inuit children. As a result, he became not only fluent in the local language but also skilled in traditional Inuit survival

ABOVE: Greenland 1960 30ø marking the 50th anniversary of the settlement at Thule, and portraying Rasmussen

ABOVE: Greenland 1979 1.30ø+20ø stamp marking the 100th anniversary of Rasmussen's birth, showing him interviewing Eskimo people as part of his ethnographic research project



ABOVE: Greenland 2010 25k design celebrating the centenary of the Thule trading station, and again portraying Rasmussen

techniques such as hunting and driving dog-sleds.

After completing his education in Denmark, he became an anthropologist and explorer, travelling widely over the Arctic regions of Greenland and Canada between 1912 and 1933, including five major expeditions for which Thule was the starting point.

These mapped the northern coastline of Greenland,

consolidated Danish territorial claims, and collected ethnographic and archaeological data about the indigenous people. One of the expeditions reached as far as Alaska.

Rasmussen studied the languages, traditions, customs, myths and beliefs of the Inuit peoples and, through writings and lectures, brought the knowledge of them to a wider audience. He has been called 'the father of Eskimology'.

Modern reprints

A modern twist to the story of the Thule stamp issue came in 1979, on the 100th anniversary of Rasmussen's birth, when reprints of the stamps were made from the original clichés.

They were available in imperforate pairs on card, or as perforated stamps (perf 11 rather than the original 14 x 141/4) in a miniature sheet of cinderellas which was produced and sold in aid of the Red Cross.

Forced relocation

If you search online for Thule today, you will either be redirected to the United States air base, near the original site of the mission, or to the modern settlement of Qaanaaq (alternatively known as New Thule), around 60 miles to the north

Thule Air Base, which is the northernmost airfield operated by the US Air Force, has advanced missile defence capabilities, developed to detect and track any

BELOW: 1979 reprints of the Thule set of five, with different perforation, on a Red Cross miniature sheet marking the 100th anniversary of Knud

intercontinental ballistic missiles that might be launched from the Soviet Union towards North

Unfortunately the establishment of this facility in 1953 entailed the forced resettlement of the 130-strong Inuit community of the original town. Many years passed before they received financial compensation for this.

ATE DEFINITIVES

The first definitive issue of Greenland was issued in 1938, depicting King Christian X of Denmark on lower values and a polar bear on higher values.

These made the existing Parcel Post and Thule stamps redundant, but Thule nevertheless has a final claim to fame for first day cover collectors.

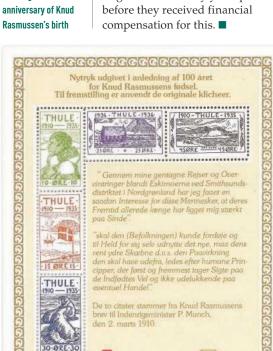
For some reason, it was decided to distribute the new stamps during the Arctic winter, which presented transport problems. This meant the stamps arrived at the various post offices

at different times, and had different dates of issue.

The Facit catalogue lists 20 different first day covers for the issue, between November 18, 1938, and January 1, 1940, which must be some kind of a record. The last of these dates was that of Thule, the remote settlement in the far north-west.



ABOVE: Greenland 1938 7ø green





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Sackcloth and blushes

How unusual was it for a Victorian postal clerk to be handed a linen sack for entry into the mail system? And how legitimate was it?

Report by Norman Watson

he postal reforms of May 1840, with their cheaper prices and provision for pre-payment, seem to have encouraged the Victorian public to believe that just about anything could now be sent through the post, as long as it carried the new adhesive stamps.

Before the month was out, a flour-dealer in Malton is reported to have sent samples of wheat through the post. In June, an ironmonger in Arundel packaged up a plough and put it into the mail, and a woman from Yeovil sent 27 gooseberry bushes to a friend in London, all properly stamped.

A grumpy letter writer to the influential John Bull newspaper complained in June that 'A couple who were married by a Popish priest availed themselves of the postage reduction to send to their friends...pieces of wedding cake'.

With the demand for a potentially lucrative parcel service staring them in the face, however, the Post Office dithered. It was the railway operators which jumped on the opportunity, and by 1850 they were monopolising the parcels market.

The Post Office would not set up its own parcel post service until as late as 1883, following the establishment of international arrangements for handling parcels by the Universal Postal Union in 1881.

As early as 1863, however, to encourage commerce, it had introduced what was known as the Pattern Post service, which allowed manufacturers to send samples or tasters (small amounts of product with no resale value) to prospective customers.

Initially the service charged 3d for each 4oz of weight, up to a maximum of 24oz (680g). In 1870, however, the Pattern Post was



brought into line with the printed paper rate, starting at just ½d — a concession forced upon the Post Office by competition from the circular delivery companies.

Perhaps unsurprisingly, the low rate encouraged some private individuals to abuse the system by sending each other gifts. That contributed to the service being withdrawn in 1871, before being resurrected in 1887. From 1897, the rates matched the letter rates.

Illustrated here is a 7in x 5in (18cm x 13cm) linen sack posted to a Mrs Howden in Edinburgh in 1900.

Crossed in blue crayon and marked with a large blue 'R', it is franked with two 6d and two 1/2d stamps from the 1887 'Jubilee' issue, covering the postage and registration fee, cancelled with what looks like a heavy parcel obliterator of London origin.

There is no indication as to what



the sack once contained. The hand-stitched interior is clean and dry, and there is no sign or smell of its original contents.

Did it once carry a gift for a farflung loved one, or a sample of a commercial product? The question can probably only be answered by those clever archaeologists who can tell what Neanderthals had for dinner by detecting microscopic seeds in their dung!

ABOVE: Both sides of a small linen sack posted to Edinburgh, probably from London, in 1900, with postage and registration paid by two 6d and two 1/2d stamps

'In 1863 the Post Office introduced the Pattern Post service, allowing manufacturers to send samples or tasters to prospective customers'

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ABOVE: Postgeschichte Live, formerly held in Sindelfingen in southern Germany, relocates to the city of Ulm in October



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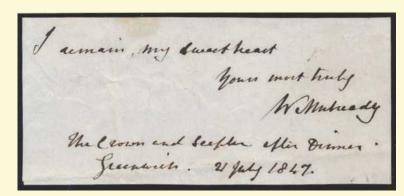
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WHAT'S ON: AUCTIONS

UK & WORLDWIDE AUCTION DATES FOR YOUR DIARY

OCTOBER 11-12 SPINK

Libra collection of King George V **Commemoratives**

Graham Booth collection of West Indies and transatlantic mail

Venue: Royal Philatelic Society London, 15 Abchurch Lane, London FC4N 7RW

Contact: Spink UK Tel - 020 7563 4005 Fax: 020 7563 4037 auctionteam@spink.com www.spink.com

OCTOBER 12 AJH STAMPS

Venue: The Dunkenhalah Hotel & Spa, Clayton-le-Moors, Lancashire RR5 5 IP

Contact: AJH Stamps, The Laurels, Manchester Road, Accrington, Lancashire BB5 2PF Tel: 01254 393740 Fax: 01254 382274 sales@ajhstamps.co.uk www.ajhstamps.co.uk

OCTOBER 12 MARESCH

Venue: 6-2 Vata Court, Aurora, Ontario L4G 4B6, Canada. Contact: R Maresch & Son Auctions Tel: +1 905 726 2197 Fax: +1 905 726 7721 peter@maresch.com www.mareach.com

OCTOBER 12-13 **CAVENDISH**

Worldwide & Great Britain

Venue: Cavendish House, 153-157 London Road, Derby DE1 2SY.

Contact: Cavendish Philatelic Auctions

Tel: 01332 250970 stamps@cavendish-auctions.com www.cavendish-auctions.com

OCTOBER 17-23 CHRISTOPH GÄRTNER

Venue: Steinheisstrasse 6 & 8 74371 Bietigheim-Bissingen, Germany. Contact: Philatelic Christoph Gärtner Tel: +49 7142 789 400 Fax: +49 7142 789 410 info@auktionen-gaertner.de www.auktionen-gaertner.de

OCTOBER 22 **SWPA**

Venue: Harewood House, Ridgeway, Plymouth, Devon PL7 2AS. Contact: South West Philatelic Auctions, 2nd Floor, The Watermark Erme Court, Leonards Road, Ivybridge, Devon PI 21 NS7 Tel: 01752 698089 richardswpa@outlook.com www.swpa-stamp-auctions.com

OCTOBER 26 SPINK

Stamps & Covers of the World

Venue: Royal Philatelic Society London, 15 Abchurch Lane, London EC4N 7BW.

Contact: Spink UK Tel: 020 7563 4005 Fax: 020 7563 4037 auctionteam@spink.com www.spink.com

OCTOBER 26 **STANLEY GIBBONS**

Michael Medlicott collection of **British Commonwealth revenues**

Venue: 399 Strand, London WC2R NLX

Contact: Stanley Gibbons Auctions Tel: 020 7557 4452 auctions@stanleygibbons.com www.stanlevgibbons.com

OCTOBER 27-29 SPARKS

Daniel Cantor collection of Queen Victoria

Venue: Suite 101, 1770 Woodward Drive, Ottawa, Ontario K2C OP8,

Contact: Sparks Auctions Tel: +1 613 567 3336 Fax: +1 613 567 2972 www.sparks-auctions.com

NOVEMBER 2 SPINK

Stamps & Covers of the World

Venue: Royal Philatelic Society London 15 Abchurch Lane London EC4N 7BW.

Contact: Snink IIK Tel · 020 7563 4005 Fax: 020 7563 4037 auctionteam@spink.com www.snink.com

NOVEMBER 2 WARWICK & WARWICK

Venue: The Court House, Jury Street, Warwick CV34 4FW

Contact: Warwick & Warwick, Chalon House, Scar Bank, Millers Road,

Warwick CV34 5DR Tel · 01976 499031 Fax: 01926 491906

E-mail: guy.thomas@dhpub.co.uk

info@warwickandwarwick.com www warwickandwarwick com

To include an event in this listing, we need at least two months' notice. Send details to What's On, Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF.

NOVEMBER 9 AJH STAMPS

Venue: The Dunkenhalgh Hotel & Spa, Clayton-le-Moors, Lancashire RR5 5 IP

Contact: AJH Stamps, The Laurels, Manchester Road, Accrington, Lancashire BB5 2PF Tel: 01254 393740 Fax: 01254 382274 sales@ajhstamps.co.uk www.ajhstamps.co.uk

NOVEMBER 9 GROSVENOR

Specialised Great Britain

Venue: 399-401 Strand, London WC2R OLT

Contact: Grosvenor Philatelic Auctions Tel: 020 7379 8789 Fax: 020 7379 9737 info@grosvenor-auctions.co.uk

NOVEMBER 12-13 ΔVΔ

www.grosvenorauctions.com

Venue: Unit 1501, 15/F Hona Kona Trade Centre, 161-167 Des Voeux Road Central, Hong Kong.

Contact: AVA Auctions Tel: +852 2119 1123 Fax: +852 2119 1126 contact@avaauctions.com www.avaauctions.com

ENGLISH-LANGUAGE POSTAL SALES

county@stampauctions.co.uk www.stampauctions.co.uk

MAYFAIR

info@mpastamps.com www.mpastamps.com

MOWBRAY

mowbrav.stamps@xtra.co.nz www.mowbravs.co.nz

SAJAL PHILATELICS

brian@brian-reeve.com www.brian-reeve.com

SANDAFAYRE

stamp@sandafavre.com www.sandafayre.com

THE STAMP GROUP

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info@upastampauctions.co.uk www.upastampauctions.co.uk

VANCE

mail@vanceauctions.com www.vanceauctions.com

FNGLISH-LANGUAGE ONLINE SALES

DALKEITH

www.dalkeith-auctions.co.uk

DELCAMPE

www.delcampe.net

McCUSKER www.iamesmccusker.com

MOWBRAY

www.mowbrays.co.nz

PHILATINO

www.philatino.com

RASMUSSEN

www.bruun-rasmussen.dk

REGENCY

www.regencystamps.com

ROGERS

www.michaelrogersinc.com

SAMMARINESE

www.filsam.com

SANDAFAYRE

www.sandafayre.com

SKANFIL

www.skanfil.no

STAMP CENTER

www.thestampcenter.com

STAMPFAIR

www.stampfair.com

TORRES

www.antoniotorres.com

TRAFFORD BOOKS

www.traffordbooks.co.uk

LOT TO BE DESIRED

One of the lots in Christoph Gartner's sale on October 18 is a cover from war-torn Ukraine, being auctioned to raise money for Ukrainian orphans who are innocent victims of the conflict with Russia.

Posted from Kharkiv to Italy on August 17, the registered cover is franked with the domestic-rate (F) and international-rate (W) stamps and se-tenant labels from the 'Russian Warship Done' issue.

It was delivered via Kiev and probably Poland, arriving in Italy on September 1.

On the day the cover was posted,

Kharkiv, about 25 miles from the Russian border, was hit by Russian rockets which killed six people. May's 'Russian Warship Done' issue was the triumphant follow-up to April's 'Russian Warship Go F*** Yourself' issue, and was produced to celebrate the sinking of the armed cruiser Moskva in the Black Sea. The image of the ship was removed from the stamps, and appears only on the labels.

PRIORITY

The cover was arranged and the proceeds of the sale are being donated by Gerhard Freund, who recently wrote a feature for Stamp Magazine about posting a cover from the Himalayas to the International Space Station (August issue, page 46).

VIP ROUTE-FINDER: ADVANCED COLLECTORS...

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Not a lot of Collectors Know This.

but some of the stamps they search for were produced in very small numbers ... often down to a few thousands or less of high values.

If the market were to 'move', surely these stamps would be the first to move up.

Naturally, it may take time - but, generally these stamps can be located, albeit not always in the best condition sought.

Counter intuitively one would think that low value stamps printings produced in larger would be easy to find, but sometimes such stamps may be much more difficult to source than high/higher value stamps ... and the reason why is often, but not always, because ...

few dealers can afford to costeffectively handle stamps which are theoretically worth pence ...

However, even in the harsh reality

of today's cold 'covid' commercial climate, when you handle stamps costeffectively, in 'on approval' stamp supply selling-systems, with the added benefit of 'scale', supplying stamps to be selected by hundreds of collector clients ... it is possible, even today, to effectively sell inexpensive stamps and crucially make

sufficient profit to stay in business.

Supplying stamps 'on approval' to collectors since 1958, this is the 63-yearold legacy of my Avon & Omniphil Approvals. You may even have been one of our youngest clients, returning to philately 60 years later ... In those days, an advertisement offering a few free stamps in 'Boy's Own' would yield 3,000 response requests for stamp approvals ...

Thankfully the world has 'spun' a few times since and we have all matured - likewise our approvals business has 'grown' as part of a larger organisation, but the same, open value for money principles, which have nurtured and nourished collectors - and our business, hold true today. Furthermore (whilst we supply 'approvals' to collectors 'universally'), we'll offer you a free trial to test receiving a selection of stamps you collect 'on approval' and take your 1st £25 worth absolutely FREE. Respond quickly and we'll 'round' your free stamps selected of your choice up to £30= provided you can pick them from your 1st two selections of stamp approvals ...

Just tell us which countries/subjects you collect, and whether you collect mint and/ or used. We'll see what we can send you from our library of over 7,000 books of individually priced stamps, and if you live in the UK, we'll even include a postage paid return envelope ... please apply on line now whilst you are thinking about it, or fax / telephone my Team. Thank you.

Visit: www.UPAstampauctions.co.uk Go to Approvals

UK STAMP FAIR DATES FOR YOUR DIARY

To include an event in this listing, we need at least two months' notice. Send details to What's On, Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF. E-mail: guy.thomas@dhpub.co.uk

OCTOBER 14-15 SALISBURY

(stamps, postal history, postcards)

Venue: Five Rivers Leisure Centre, Hulse Road, SP1 3NR. Time: 10am

Contact: Tony Hender, Arun Stamps Tel: 01328 829318

OCTOBER 15 **COLCHESTER** (stamps, postal history, nostcards)

Venue: Stanway Village Hall, Villa Road, Stanway, CO3 ORH. Time: 10am-4pm Contact: Peter Nason Tel: 01206 570544

HULL (stamps, postal history)

Venue: St James Centre, 169 First Lane Hessle HII13 9FY Time: 9.30am-3.30pm Contact: H V Johnson & Co Tel: 01909 562927

SITTINGBOURNE (stamps, postal history, postcards)

Venue: Carmel Hall, Ufton Lane, off West Street, MF10 1 IR Time: 9.30am-3pm Contact: Chris Rapley Tel: 07711 677760

OCTOBER 16 ALTRINCHAM

(stamps, postal history, postcards)

Venue: Cresta Court Hotel. Church Street, WA14 4DP. Time: 9.30am-3.30pm Contact: Howard Hatton Tel: 0161 766 9031

DRONFIELD

(stamps, postal history) Venue: Coal Aston Village Hall, Eckington Road, Coal Aston, S18 3AY. Time: 9.30am-3.30pm Contact: H V Johnson & Co Tel: 01909 562927

LUTON (stamps, postal history, postcards)

Venue: Village Hall, Markyate Road & Grove Road, Slip End, LU1 4BU. Time: 10am-3pm Contact: Simon Shaw

Tel: 07534 496845 **SOLIHULL**

(stamps, postal history)

Venue: Knowle Village Hall, St John's Close, Knowle, B93 0NH Time: 9.30am-2.30pm





Contact: Andrew Vaughan Tel: 07824 775979

OCTOBER 19 EAST GRINSTEAD (stamps, postal history, postcards)

Venue: Chequer Mead Arts Centre, De La Warr Road, RH19 3BS. Time: 10am-3pm Contact: John Perriman

OCTOBER 22 **BOURNEMOUTH**

Tel 01903 244875

(stamps, postal history) Venue: St Edmund Campion Church, 481 Castle Lane West, BH8 9TN. Time: 10am-4pm Contact: Panda Fairs

DURHAM (stamps, postal history, postcards)

Tel: 01489 582673

Venue: Bowburn Community Centre, Bowburn, DH6 5AT. Time: 10am-4pm Contact: Graham Whitewick Tel: 07849 904353

GUILDFORD (stamps, postal history, postcards)

Venue: Onslow Village Hall, Wilderness Road, GU2 7QR. Time: 9.30am-3pm Contact: Chris Rapley

MIDDLEWICH (stamps, postal history)

Tel: 07711 677760

Venue: Community Centre, Civic Way, off Leadsmithy Street, CW10 9BX. Time: 10am-4pm Contact: Fred O'Reilly Tel: 01226 765069

SUTTON COLDFIELD

(stamps, postal history) Venue: Methodist Church Hall, South Parade, B72 10Y. Time: 9.30am-3.30pm Contact: JRS Fairs Tel: 07971 281267

THATCHAM

(stamps, postal history) Venue: Thatcham Memorial Hall, Brownsfield, Bath Road, RG18 3AG. Time: 9am-2pm

Contact: Kennet Discount Stamps Tel: 01635 868244

OCTOBER 23 BANBURY (stamps, postal history,

postcards) Venue: Blessed George Napier

School, Springfield Avenue, OX16 9JD. Time: 10am-4pm Contact: John Davies Tel: 01295 255831

OCTOBER 26 TORQUAY (stamps, postal history, postcards)

Venue: Torquay Boys' Grammar School, Shiphay Manor Drive, TQ2 7EL. Time: 9.30am-3.30pm Contact: Barry Mudie Tel: 07931 508886

OCTOBER 29 **CLAYGATE**

(stamps, postal history) Venue: Claygate Village Hall, Church Road, KT10 OJP. Time: 10am-4pm Contact: Brian Sole Tel: 01932 220677

COLCHESTER

(stamps, postal history) Venue: Parish Hall, Old London Road, Marks Tey, CO6 1EN. Time: 9am-3pm Contact: Lorne Webb Tel: 01424 751518

COVENTRY

(stamps, postal history) Venue: Shilton Village Hall, Wood Lane, Shilton, CV7 9JZ. Time: 10am-1pm

Contact - Dave Mann Tel: 07976 797975

EALING (stamps, postal history)

Venue: Ealing Parish Church, St Mary's Road, W13 9PR. Time: 9am-1pm Contact: T Brittain Tel: 07957 158299

HARTLEPOOL

(stamps, postal history) Venue: Belle Vue Centre, Kendal Road, TS25 10U. Time: 9am-1pm Contact: Alex Sedgwick Tel: 07948 979544

MORLEY

(stamps, postal history) Venue: St Mary's Church Hall, Commercial Street, LS27 8HZ. Time: 9.30am-3.30nm Contact: H.V. Johnson & Co. Tel: 01909 562927

OCTOBER 30 PORTSMOUTH

(stamps, postal history) Venue: Cosham Community

Centre, Wootton Street, P06 3AP Time: 10am-4pm Contact: Panda Fairs Tel: 01489 582673

SOUTHPORT (stamps, postal history, postcards)

Venue: The Royal Clifton Hotel, Promenade, PR8 1RB. Time: 10am-3.30pm Contact: Howard Hatton Tel: 0161 766 9031

NOVEMBER 5 **BECKENHAM** (stamps, postal history)

Venue: Azelia Halls, Crovdon Road, BR3 4DA. Time: 9am-3pm Contact: Ray McQuade Tel: 020 8395 9285

BILSBORROW

(stamp, postal history) Venue: Bilsborrow Village Hall, Bilsborrow Lane, PR3 NRP Time: 10am-4pm Contact: Fred O'Reilly Tel: 01226 765069

CROYDON

(stamps, postal history) Venue: Shirley Methodist





Church Hall, Eldon Avenue, CRO 8SD. Time: 9am-3pm Contact: Ray McQuade Tel: 020 8395 9285

LEICESTER (stamps, postal history, postcards)

Venue: Derby Room, The Holiday Inn, St Nicholas Circle, LE1 5LX. Time: 9.30am-3.30pm

Contact: John Suschitzky Tel: 0116 235 0441

RAWRETH (stamps, postal history, postcards)

Venue: Rawreth Parish Hall, Church Road, SS11 8SH. Time: 9am-3pm Contact: Barry Mead Tel: 07786 302722

SOUTHAMPTON (stamps, postal history, postcards)

Venue: Methodist Hall, St James Road, Shirley, S015 5HE. Time: 10am-4pm Contact: Panda Fairs Tel: 01489 582673

SWINDON

(stamps, postal history, postcards) Venue: Lawn Community

Centre, Guildford Avenue, Lawn, SN3 1LA. Time: 9.30am-2.30pm Contact: John Puttock Tel: 01793 542767

YORK (stamps, postal history, postcards)

Venue: Wiggington Recreation Hall, The Village, Wiggington, Y032 2PL.

Time: 9am-2pm Contact: Graham Whitewick Tel: 07849 904353

NOVEMBER 6 ALTRINCHAM (stamps, postal history,

postcards)

Venue: Cresta Court Hotel, Church Street. WA14 4NP Time: 9.30am-3.30pm

Contact: Howard Hatton Tel: 0161 766 9031

LINCOLN (stamps, postal history, postcards)

Venue: Reepham Village Hall, Hawthorn Road, LN3 4DU.

Time: 9.30am-3.30pm Contact: Tony Limb Tel: 07562 570562

MILTON KEYNES (stamp, postal history, postcards)

Venue: Irish Centre, Manor Fields, Watling Street, Fenny Stratford, MK2 2HX. Time: 10am-3pm

Contact: Simon Shaw Tel: 07534 496845

OXFORD

(stamps, postal history) Venue: Botley WI Hall, North

Hinksey Lane, off Botley Road, OX2 OLT.

Time: 10am-1.30pm Contact: T Brittain Tel: 07957 158299

NOVEMBER 11-12 STAFFORD

(stamps, postal history) Venue: Ingestre Suite,

ST18 OBD. Time: Friday: 10am-5pm, Saturday: 10am-3.30pm Contact: JRS Fairs Tel: 07971 281267 **NOVEMBER 12**

DERBY (stamps, postal history)

Venue: Nunsfield House Community Hall, 33 Boulton Road Alvaston DE24 DED Time: 9.30am-3.30pm Contact: H V Johnson & Co Tel: 01909 562927

NORTON (stamps, postal history, postcards)

Church Hall, High Street, TS20 200 Time: 9.30am-1.30pm Contact: Graham Whitewick Tel: 07849 904353

UPMINSTER (stamps, postal history, postcards)

Venue: St Laurence Church Hall, Corbets Tey Road, RM14 2AJ. Time: 10am-3pm

Contact: Simon Shaw Tel: 07534 496845

NOVEMBER 13 WOKINGHAM (stamps, postal history, postcards)

Venue: St Crispin's Centre, London Road, RG40 1SR. Time: 9am-2pm Contact: T Brittain Tel: 07957 158299



WHAT'S ON: SOCIETIES

SELECTED UK PHILATELIC SOCIETY DATES FOR YOUR DIARY

OCTOBER 13 DUNDEE & DISTRICT PS

USA Stamps Pre-1940 by Tom Erskine

Venue: Art Society Gallery, 17 Roseangle, DD1 4LP. Time: 7.30pm Contact: Charles Lloyd Tel: 01241 852210

MAIDSTONE & MID-KENT PS

South African Pre-War Aviation by Leonard Barnes

Venue: St Paul's Church Hall, Boxley Road, ME14 2AH. Time: 7.30pm

Contact: Brian Stonestreet
Tel: 01622 675784
b.stonestreet@btinternet.com

TORQUAY & TEIGNBRIDGE SC GB With A Difference by Bob Wheeler

Venue: St Michael's Church Hall, Chudleigh Road, Kingsteignton, T012 3JU. Time: 7.30pm

Contact: Dave Cleaver Tel: 01803 297212

OCTOBER 14 KING'S LYNN PS Queen Victoria Jubilee Stamps by Phil Waud

Venue: The Scout Building, Beulah Street, Gaywood, PE30 4DN. Time: 7.15pm

Contact: Dahlia Harrison Tel: 01775 423087

OCTOBER 15 SOUTHAMPTON & DISTRICT PS

Grand Auction

Venue: St Joseph's Church Hall, Bugle Street, S014 2AH. Time: 7pm Contact: Eddie Mays

OCTOBER 17 SOUTH MIDLANDS

Tel: 023 8040 2194

SC Members' Night: How

Members' Night: How Inventive Can You Be?

Venue: Barford Memorial Hall, Church Street, Barford, CV35 8EN. Time: 1.30pm

Contact: John Gledhill Tel: 01789 842112

OCTOBER 18 BANBURY STAMP SOCIETY

The Ups & Downs of Aviation by Trevor Radway

Venue: Hanwell Fields Community Centre, Banbury, OX16 1ER. Time: 7.30pm Contact: John Davies

NEWCASTLE UPON TYNE PS

World War II and Forces Mail

Venue: Literary & Philosophical Society, 23 Westgate Road, NE1 1SE. Time: 6.45pm Contact: Stephen Dixon

OCTOBER 19 IPSWICH PS

Tel: 07531 322654

Sarawak by Simon Martin-Redman

Venue: Orwell Room, Kesgrave War Memorial Community Hall, Twelve Acre Approach, off Bell Lane, Kesgrave, IP5 1JF. Time: 7.30pm Contact: Mike Smith Tel: 01473 403904

STRATFORD UPON AVON PS

Redditch Postal History & Needlemakers by Chris Jackson

Venue: Winning Connections, Stratford upon Avon Racecourse, Luddington Road, CV37 9SE. Time: 1.30pm

Contact: Colin Fountain Tel: 01789 841606

OCTOBER 20 BURNLEY & DISTRICT PS

French and German Cameroons by Brian Lythgoe

Venue: The Central Methodist Church, Hargreaves Street, BB11 1DU. Time: 7.30pm Contact: Barry Evans

COLCHESTER & DISTRICT PS

Tel: 01282 616156

Grenada & Other Topics by Andy Soutar

Venue: Wilson Marriage Centre, Barrack Street, CO1 2LR. Time: 7pm

Contact: Paul Miller Tel: 07983 293054

MAIDSTONE & MID-KENT PS

Italy & Colonies by Paul Cahill

Venue: Mote Park Indoor Bowls Club, Willow Way, ME15 7RN. Time: 10.30am Contact: Brian Stonestreet

Tel: 01622 675784

OCTOBER 22
GREAT BRITAIN PS

King George VI Definitives & Queen Elizabeth II Wildings

Venue: Royal Philatelic Society London, 15 Abchurch Lane, London EC4N 7BW. Time: 11am

Contact: John Davies Tel: 01295 255831

OCTOBER 25 NORTH WEST KENT PS

Competitions & Bourse

Venue: Hurst Community Centre, Hurst Place, Hurst Road, Bexley DA5 3HL. Time: 8pm

Contact: Clifford Ayers Tel: 07551 993819

OCTOBER 26 LYTHAM ST ANNE'S PS

USA Civil War & The Confederacy

Venue: The Drive Methodist Church, Eastbank Road, St Anne's, FY8 1LH. Time: 7.30pm Contact: Tim Giddings

OCTOBER 28 BRIDLINGTON & DISTRICT PS

Tel: 07703 183655

Visit from Scarborough PS Venue: Emmanuel Church, Cardigan Road, Y015 3JT. Time: 7pm Contact: David Driver

Tel: 01262 850488 REDHILL PS

Members' Displays: Letter D

Venue: The Club House, Redhill Football Club, Three Arches Road, RH1 3AE. Time: 2pm

Contact: Paul Munro Tel: 01737 789319

NOVEMBER 1 BANBURY STAMP SOCIETY

Tonga to Togo by Dave Hutchins

Venue: Hanwell Fields Community Centre, 0X16 1ER. Time: 7.30pm

Contact: John Davies Tel: 01295 255831

REDHILL PS Great Britain by Edward Walker and Paul Munro

Venue: St Matthew's Church, Station Road, RH1 1DL. Time: 8pm Contact: Paul Munro

SOUTHAMPTON & DISTRICT PS

Tel: 01737 789319

Stanley Gibbons &
Philatelic Terms Illustrated

To include an event in this listing, we need at least two months' notice. Send details to What's On, Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF. E-mail: guy.thomas@dhpub.co.uk

by Hugh Jefferies

Venue: St Joseph's Church Hall, Bugle Street, SO14 2AH. Time: 7pm

Contact: Patrick Austin Tel: 01794 514354

WEST LONDON PS

The Development of GB Booklets by Ian Harvey

Venue: The Church Hall, Acton Hill Church Rooms, Woodlands Avenue, Acton W3 9BU. Time: 8pm

Contact: Christopher E Oliver Tel: 020 8940 9833

NOVEMBER 2 HEREFORDSHIRE & MID WALES PS

Here Be Dragons by David Griffiths Venue: St Martin's Parish

Centre, Ross Road, Hereford, HR2 7RJ. Time: 7.30pm **Contact:** Janet Nelson

Tel: 07887 997932

Classic British Empire from Perkins Bacon by Chris Harman

Venue: Kesgrave War Memorial Community Hall, Twelve Acre Approach, off Bell Lane, Kesgrave, IP5 1JF. Time: 2nm

Time: 2pm **Contact:** Mike Smith Tel: 01473 403904

KETTERING S&PS

Members' Evening Venue: St Andrew's Church

Hall, Crown Street, NN16 8RG. Time: 7.30pm **Contact:** Gordon Tregidgo Tel: 01536 746800

SPALDING & DISTRICT SC

Competition: Transport Venue: The Frasier Room. Gosberton Road, Surfleet, PE11 4AB.

Time: 2pm **Contact:** Dahlia Harrison Tel: 01775 423087

STRATFORD UPON AVON PS

Ascension & St Helena by Alan Squires

Venue: Winning Connections, Stratford Upon Avon Racecourse, Luddington Road, CV37 9SE. Time: 1.30nm

Contact: Colin Fountain Tel: 01789 841606

NOVEMBER 3 WITHAM PS

Members' Afternoon Venue: Spring Lodge Centre, Powers Hall Lane. CM8 2HE.

Time: 1.45pm

Contact: Ian Kelly
Tel: 07767 633655

NOVEMBER 8 RINGWOOD PS

Transatlantic Bits & Pieces by Julian Jones

Venue: Greyfriars Community Centre, Christchurch Road, Ringwood, BH24 1DW. Time: 2pm Contact: Gordon D Masson

Tel: 01425 470710

France by Eddie Dunn

Venue: Unitarian Chapel, Clover Street, OL12 6TP. Time: 7.30pm Contact: Peter Grimshaw Tel: 01706 367740

VECTIS PS Grand Auction

Venue: Newport Conservative Club, Lower Pyle Street, Newport, Isle of Wight, P030 1XB. Time: 7.30pm **Contact:** Mike Torreggiani Tel: 01983 821417

NOVEMBER 9 GUILDFORD & DISTRICT PS

British Guiana

Venue: Quaker Friends' Meeting House, Ward Street/ North Street, GU1 4LH. Time: 7.30pm Contact: Barry Stephens Tel: 01483 828630

SCARBOROUGH PS

Competition Night

Venue: Community Centre, Osgodby Lane, Y011 3QE. Time: 7pm

Contact: Chris Phillips Tel: 01723 368475

NOVEMBER 10 DUNDEE & DISTRICT PS

US National Parks & Newfoundland by Alan Blakeley Venue: Art Society Gallery,

17 Roseangle, DD1 4LP. Time: 7.30pm **Contact:** Charles Lloyd Tel: 01241 852210

NOVEMBER 11 HAYLING ISLAND SC

Competition
Venue: The Small Hall, United
Reformed Church, Hollow
Lane, Mengham, Hayling
Island, P011 9EY.
Time: 7.30pm
Contact: David Carter

KING'S LYNN PS Rajahstan by John George

Tel: 023 92486534

Tel: 01775 423087

Venue: The Scout Building, Beulah Street, Gaywood PE30 4DN. Time: 7.15pm Contact: Dahlia Harrison

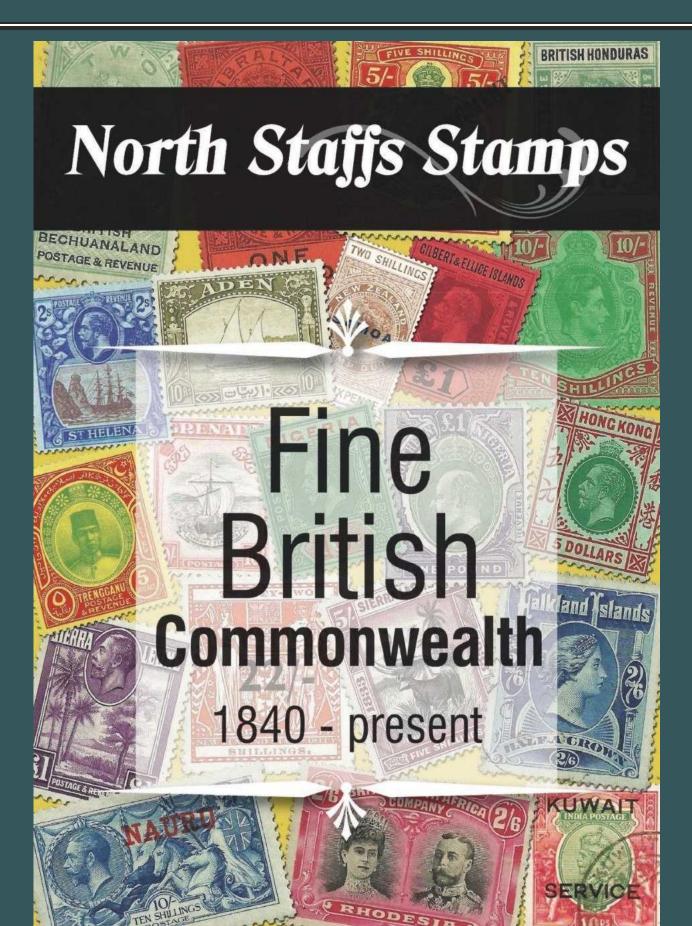
REDHILL PS

Redhill Philatelic Society is celebrating its 85th anniversary this year, but also hoping to recruit new members.

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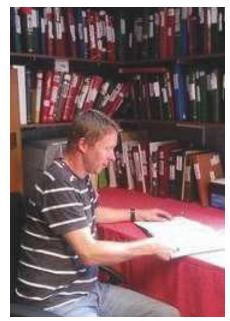
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Going commando

Catalogue compilers dismissed the legitimacy of a Boer War field post stamp of 1899. Yet there was some chemistry between the issue and intrigued collectors

Report by John Winchester

ollectors were not sure what to make of the primitive-looking field post stamps from the early stages of the Second Boer War when they first appeared on the philatelic market.

Affixed to campaign letters posted by the soldiers of the Orange Free State, they were coarsely typeset in black on bistre-yellow paper, with the simple three-line inscription 'Commando Brief' (command letter), 'OVS' (Oranje Vrij Staat) and 'Franko' (stamp). They were well perforated, but had no denomination of value.

Expert opinion was guided by the entry in the November 1900 issue of the addenda to the Stanley Gibbons catalogue, which bluntly stated: 'They are the private speculation of a chemist of the Orange Free State... They are superfluous, had no franking power and are of no philatelic interest whatever.'

This declaration might, of course, have been influenced by the fact that the stamps were the products of an enemy country. But should they be dismissed so easily?

The chemist in question, one A F Hochapfel, who was at the time the field-postmaster for a Boer commando (militia unit),



ABOVE: Orange Free State 1899 field post stamp

later tried to put the record straight.

After the Boers crossed the border into the British colony of the Cape of Good Hope in October 1899, they set up a temporary military camp. Free postage was established for the troops to send letters home, provided that these were authorised and signed by an officer.

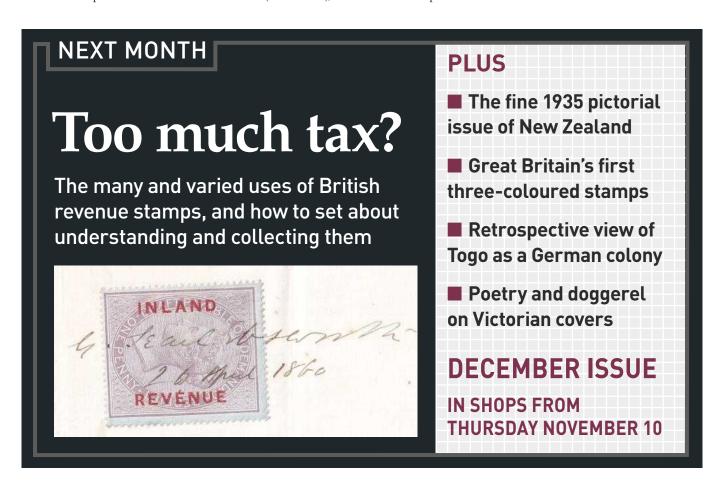
As the quantity of mail increased, officers found themselves devoting too much time to this, so Hochapfel was asked to provide a solution.

He ordered 10,000 free-frank stamps from

a printer in Bloemfontein, Curling & Co, which came in 500 sheets of 20 and were available from October 15.

As the militia moved from place to place, the stamps travelled with them, and therefore collected handstamps from around 35 different locations, the most common being Modder River, where General Piet Cronjé based his headquarters.

Despite Gibbons' disdain, collectors clamoured to acquire these stamps and covers, pushing prices up. Today, genuine covers from uncommon locations can fetch £1,000, not bad for a label of 'no philatelic interest whatever'! ■



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Something unexpected happens: certainly, that was what happened to me when a 'blue lights' ambulance and Police car whisked me, in an induced comatose state, down the M5 to Bristol Southmead Hospital with a bleed on the brain for an emergency craniotomy operation after I fell in the garden.

Weeks afterwards at the follow-up appointment the German operating surgeon told my wife and I that as he operated, he wondered the outcome of continuing ... apparently, it was likely I could have been unable to talk, eat, see or even to walk ... apparently it all looked pretty hopeless, was it worth continuing?

All somewhat dramatic, traumatic but true: I'm not going to say that I experienced some form of life-changing revelation after I made a complete recovery, thanks to the quick action of my wife and the operating team that saved my life ... but I am going to say that I firmly believe that as one door closes, the opportunity of another door opens ... and it is up to us whether inertia beckons OR as life's 'philatelic doors' swing, we make a simple conscious decision – perhaps to carry on collecting regardless ... which is what I did (or rather I gave up collecting at the age of 18 when I entered the stamp trade – so my choice is to carry on dealing, auctioneering and hopefully serving you).

So that's the choice open to you today: INERTIA OR UPA

You may never receive another philatelic bulletin or stamp magazine ... but guess what – you don't need to ... because all you have to do is contact my company ... chances are that whatever you collect we can assist you. UPA is the only UK based philatelic company today serving collectors in no less than 6 different ways – from Beginner to Medium to Advanced/ Specialist Collector via our Mixtures /traditional Approvals business/ eBay departments/ www.Top-upTwenty.co.uk instant-Purchase Price-Drop System (on-line), UPA 22,000+/- lot, All Lots Guaranteed 'No Buyer's Premium' quarterly auctions/ High value sales and valuation/buying departments ...

If you, like me, are passionate about stamps, **ACT NOW** – knock upon this Philatelic Door ... Go to:

upastampauctions.co.uk

or call my friendly Team: 01451 861111 and let them know how we can help you continue collecting, even if only we send you my 32 page Free Top Tips of The Trade...

So don't delay: Do it today, whilst you're thinking about it. Thank you,



Putting Collectors Like You First

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Are You THINKING of SELLING?

This is How The Stamp Trade Works

Philatelic Expert Lets You into his Selling Secrets so you can benefit from a totally different (and New) Selling Experience

If You want to learn how the stamp trade works, please read on... When I was 15, I did. I wondered if there was some secret source of supply? So, I bought my 1st stamp mixture, (wholesale I thought), broke it into 50 smaller units, advertised it in Stamp Magazine 'Classifieds', and waited for the orders to roll in... I'm still waiting, 51 years later !...

Wrong Offer X Wrong Price X Wrong Place X (naïve seller) = @ me but I was only 15 at the time!



ANDREW PROMOTING PHILATELY ON THE ALAN TITCHMARSH SHOW ITV

About The Author ▶ Andrew found his Father's stamps at the age of 10. A year later at Senior School he immediately joined the School Stamp Club. He 'specialised'(!) in British, but soon was interested in Queen Victoria which he could not afford. The 2nd to last boy wearing short trousers in his school year, he religiously bought Post Office New Issues on Tuesdays with his pocket money. He soon found that he enjoyed swapping / trading stamps as much as collecting them. Aged 19, eschewing University he quickly found a philatelic career in London, leading to creating his own companies in stamps. Andrew has authored many internationally published Stamp 'Tips' articles, appearing on Local Radio and National TV promoting Philately with Alan Titchmarsh. Andrew's area of expertise is unusual - in so far as his grounding in collecting and wide philatelic knowledge has given him a deep understanding of Philately. He has studied Philately for the past 51 years, in combination with Commerce and Marketing Expertise, enabling him to create synergies in 'lifetime' interlinked Stamp Selling Systems, selling unit-priced stamps through to handling collections & Rarities up to £700,000 each. Today Andrew is fortunate to be co-owner with his Wife, of Universal Philatelic Auctions (aka UPA) the Largest No Buyer's Premium Reducing-Estimate System Stamp Auction in the World, creating records selling stamps to 2,261 different bidders from

54 different countries 'in his international auctions. Andrew stopped collecting stamps aged 18 reasoning that his enjoyment of stamps would be in handling them and selling them... He loves working in stamps and looks forward to

each philatelic day

Three years later, attending my first public stamp auctions I wondered how some bidders seemed to buy everything, paying the highest price? It didn't occur to me that they were probably Auction Bidding Agents, paid by absent (dealer) bidders to represent them. I wondered why two collectors sitting side by side muttered to each other "he's a dealer" as if that justified him paying the highest price...

..but did it really? What was the real reason? How could a Dealer pay a higher price than a Collector? It doesn't make sense, does it? Collectors are customers. Customers usually pay the highest price, unless... for a Collector, this was...

entation Wrong Place X therefore Wrong Price X Wrong Presentation X

3 Fast-forward 48 years later to a British Empire collection, lot #1 in an International Stamp Auction – Estimated at £3,000, but we were the highest bidder at £21,000 – **YES** some 7×higher. Including Buyer's Premium in the extraordinary sum of £4,788 we actually paid GBP£25,788= upon a £3,000 estimate... **however,** we broke it down into sets, singles, mini-collections etc. We made a profit. Some might say it found its price. Others may say:

Wrong Estimate X Wrong Presentation X Wrong Structure Wrong Protection of Price X

- Lucky for the seller that 2 well-heeled bidders saw the potential value that day or it could have been given away... the seller could easily have lost out couldn't he? or she?

So, by un-peeling the layers of obfuscation, hopefully we can all agree:

> The Secret is Simple it's ALL ABOUT: TIMING

Plus the 3 Philatelic 'P's -

Presentation Place and Price

Understanding the problem... I always remember the car trade had their own little 'bible' – Glass's Guide. I've no idea, I've not even looked – in this internet-dominated world, it may even have disappeared. Well, there was an insider Stamp Trade publication for Stamp Dealers called "The Stamp Wholesaler". There was nothing that special about it – and you would not have learnt much or found massively would not have learnt much or found massively reduced prices by subscribing then - BUT - it was a forum, a paper focal point, a last 'bastion' in this on-line transparent world that we inhabit... whereby dealers (and auctioneers) can try and communicate with each other. I published my own articles there...

More recently in print, I discussed the outcome of my 10 years' simple research, asking dealers and auctioneers 'what is your biggest problem?'

To a man, (why are we almost all men), they replied - "my biggest problem is stock, if I can get more of the right stock I can sell it easily"

Strange that, nobody ever asked me the same

question back - because my answer would have been entirely different (and I don't treat it as a problem) - I seek to satisfy more collector clients than any other stamp auction

This is the reason why my company has such massive advertising. This is the reason why we spend up to 8% of turnover – up to £200,000 per annum in marketing costs. (Most dealers don't even sell £200K per annum).

5 Why is that? Because, as the world revolved the Stamp Market, imperceptibly Changed, and incrementally -Massively

So, although few will tell you this, it's clearly evident that the problem for most Sellers of Stamps today is no longer absent stock - but absent collectors in the place they choose to sell their stamps in. Simply put, other Dealers, Auctions, Stamp Fairs have not invested in marketing to have a strong Customer-core. To be fair, this is not true of all – but it is true of most - so that a former competitor had 800 bidders in a recent auction. In my most recent 18,933 lot UPA 80th Auction we had 1,893 different bidders from 51 different countries, 95% of whom were Collectors. Some other well-advertised auctions only have 200 bidders (a high percentage of whom are dealers - so that, essentially they are Dealerdominated auctions) - so that when you sell through them - you're paying up to 18% (including VAT) seller's commission and the buyer is paying up to 25% and more in Buyer's Premium, credit card fees, on-line bidding fee, delivery and insurance etc... AND all of that so that your stamps may be sold, wait for it - TO DEALERS (and some collectors), but Dealers, that naturally must make

6 Now, let's examine the cost implications - Example: Your stamp collection sells in public auction for £800. Upon a 25% buyer's premium, the dealer pays £1,000 and it could be more. He breaks it into £2,000+ selling price (much lower and he'll go out of business). The auction charges you a seller's commission of up to 18% (VAT included) upon the £800 sale price. This is GBP£144. Therefore you receive approaching £656 - which is approximately 33% of the dealer's £2,000+/- retail selling price - BUT... now that we have identified the problem...

Isn't the Solution Staring us Right in The Face?

Why Pay an Auction to Sell to Dealers: Sell to Collectors instead? In our example with buyer's premium, sellers commission, lotting fees, extra credit card charges, VAT and even insurance - you're already being charged in different ways up to 40% of the selling price to sell, possibly or probably, to the

Why not direct that 40% cost you're paying to sell to Collectors instead? Sounds good, so why hasn't this been done before

Sometimes the 'old' ways are the best ways aren't they? But in today's enthusiasm to obscure the obvious so that money may be taken, almost surreptitiously, in numerous different ways, (without us apparently noticing until we see the cheque in our pocket) – the transparent 'seller pays' has been deliberately 'obscured' – so much so that, amazingly, the latest 2017 European Auction Selling Legislation just introduced – now requires auctions that charge 'buyer's premiums' to warn the buyer in advance. Just imagine going into the petrol station, and being warned that the price you're paying to put fuel in you tank is not the real price, you have to pay a premium! Obviously, there would be an uproar...

Phow can you cut out the middleman and sell to Collectors instead? Well, I can think of two ways. 1). DIY - Do It Yourself selling on eBay. That may be fine for lower grade material - but, would you risk auctioning relatively unprotected rare material on eBay? We don't and we're professionals, so we should know what we're doing. Or 2). Cut out the extra middle-man. Use my company UPA, which reaches collectors instead. Here's how it works: Continuing from our previous Example:

The auction sold your stamps to a dealer for £1,000 – but You received circa £656

UPA sells them to collectors for you for up to £2,000 – even after 40% commission you receive up to £1,200. Up to £544 more. Now that's amazing, isn't it?

10 Sounds Good Andrew, but Can You 'Deliver'? Obviously, nothing is as simple as that, and as we auction stamps to collectors some collections may 'break' to the example £2,000+/- but the stamps may be sold for more or less - especially as we reserve all lots at 20% below, (Estimate £2,000 = £1,600 reserve) and not everything sells first or even 2nd time so prices may come down... Naturally, it's not that straightforward for a dealer either – he may sell at a discount to 'move' stock OR, like many dealers he may be sitting on the same unsold stamps, that you see time and time again, in dealer's stocks years later and still at the same unattractive prices... So, I think it is more reasonable for you to expect up to 36% to 50% more, indirectly or directly via my Collector's Secret Weapon: Universal Philatelic Auctions, which moves material more quickly, by incrementally reducing estimate (and reserve) price in a structured selling system...

11

Q.) What is the Collector's 'Secret Weapon'?

A.) It's called the Unique UPA Reducing Estimate System...



This is a rather long explanation, I don't want to bore you, but 20 years ago, when my wife and I set up Universal Philatelic Auctions I detected that the stamp trade's biggest problem then was not what sold - but what didn't sell... So, because I didn't want to try to keep on offering the same either unsaleable or overpriced stock I created the unique UPA Reducing Estimate (and reserve) Selling System. Simply put, if a lot doesn't sell in the 1st auction we reduce the estimate (and reserve) by 11% and unlike other dealers and auctions WE TELL YOU - 'US' = once unsold. If unsold after the following auction we reduce by a further 12% and WE TELL YOU 'US2', if unsold after a 3rd UPA auction we reduce by a further 13% and WE TELL YOU 'US3' and so on till the lot finds its price, is sold or virtually given away...

12 Any Scientist will tell you that combinations of ingredients can produce powerful results. So we created the unique combination of my UPA Reducing Estimate System, married (in stone), with UPA's fair 'NO BUYER'S Premium' policy, PLUS each lot carries my total 'no quibble' guarantee – this formula is the reason why within the span of 4 auctions (one year)... 90%-95% of lots broken from a collection have sold.

WE CAN
SAFELY
COLLECT
YOUR
STAMPS SWOLD
MIDLANDS
& SOUTH
CONTACT

Contact UPA: 01451 861 111

UNSOLICITED TESTIMONIAL:

Dear Folk at UPA,

I've dealt with the public for 37 + years, and as both a consumer, and a businessman, I have created huge numbers of orders from all over the world from a complete range of suppliers from all aspects of our daily lives.

But I don't believe I have ever encountered such sensitivity, such kind thought, such understanding as I have with you in our initial meeting, our subsequent successful transaction, and now this.

I recall well the item you highlight, and realise that this one item has such colossal personal value, I could never part with it.

It has been an absolute pleasure dealing with yourself, and I am more than willing for you to use this e-mail as commendation to others who may be thinking of disposing of their collection.

Many, many thanks for a memorable experience, and I will try to emulate your thought and care in my own business sphere.

Yours sincerely D. E. B. Bath, UK

This Unique Philatelic Selling System **Formula** is the reason why we are the largest stamp auction in the UK today with more than 2,250 different regular bidders.

In Hindsight Dealers warned me 20 years ago that my idea wouldn't work. 20 years later I think I've proven that it does. (Reader: Please Request a complimentary UPA catalogue — using the contact details further below)

13 OK, Cut to the Chase Andrew, what's the offer? All of my Selling Systems are based upon selling to Collectors Globally, so that 95% of stamps sold by UPA are sold directly to Collectors. If you wish to benefit by up to 50% or more, depending upon your circumstance and type of material, by cutting out the middleman – then this offer may be for you. Generally 'time' is the enemy in our lives, and for most dealers not being able to sell stock. Now is the time to let 'time' do the 'heavy-lifting' and consider making 'time' work for you, so that at UPA you can make time your friend.

14 AND the SMALL PRINT? Some lots are too small in value for us to offer this system. Other lots may not be suited to selling in this manner (e.g. surplus mint British decimal stamps best used for postage) — especially if the market is heavily compromised by stock overhang

in specific areas. Some Collectors will not wish to use time and systems to leverage price, others will want to agree a specific price and know that they are paid precisely this amount. No client is treated like a number and no client is forced like a square peg into a round hole.

15 OK, What Do I Do Next?

- a). You contact UPA to discuss with Andrew or a highly-qualified Auction Valuer/Describer what you have to dispose of and your options bearing in mind your specific interests / requirements
- b). If you wish, get a 2nd opinion, but investigate what type of auction / dealer you are dealing with. Is it a Dealer's auction with relatively few collectors? Can you see where / how the Dealer sells? If you can't easily see any pricelists or high quality selling catalogues that Dealer may sell your stamps to other dealers...
- c). Finally you ask U P A to collect your stamps, insure in transit for an estimated replacement retail value...

16 What Happens then? A member of my Team telephones/e-mails you to confirm safe receipt. 'Overnight' valuations, unless simple, are rare. Valuing stamp collections that have taken tens of years to create takes time. Depending upon your priorities / timescale I, or an experienced member of my Team will contact you to discuss your requirements and the options available to you for the sale of your collection. Provided only that you feel well-informed and comfortable do we agree strategy

17 How Strong is the Stamp and Cover Market? Everybody knows that the strongest areas are GB and British Empire. Post-Independence / QEII material sells but if hinged at considerable discount. Mint hinged material pre 1952 is regarded as the industry 'norm' and therefore desirable — but genuine never-hinged commands a premium. Europe sells but at reduced levels, Americas is good, as generally is Asia but the 'heat' has come off China which is still good — and Russia which can still be good. East Europe is weaker. Overall, Rarities throughout can command their own price levels and real Postal History has good demand.

What Should I Do Next?
Discuss your collection
with U P A. Contact Andrew or
an experienced member of his
Team now...



19 Guarantee: I want You to be absolutely Sure So If You're not sure we'll transport and return your stamps for FREE up to £200 in actual shipping cost at our expense. It sounds generous (and it is), but it's far less than the cost of driving 100+ miles each way and 3 to 6 hours in your home valuing your stamps

My Double Cast Iron Guarantee: We can do a better job valuing your stamps in our office than in your home. If you don't agree I'll pay you an extra £50 for you to pay somebody trusted to open the boxes and put your albums back, in the same place, on the shelf they came from.

21 Act NOW: Contact Andrew or an experienced member of his Team using the on-line selling form at our website, by fax, telephone or by mail. We'll work harder for you not to regret the decision to sell all or part of your collection...





UNIVERSAL PHILATELIC AUCTIONS

4 The Old Coalyard, West End, Northleach, Glos. GL54 3HE UK Tel: 01451 861111 • Fax: 01451 861297

SM 11/22

www.upastampauctions.co.uk • info@upastampauctions.co.uk