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NEW ZEALAND NOTES AND COMMENTS by WARWICK PATERSON

HOW TO SELL - HOW NOT TO SELL

Ten years in the stamp business have convinced me of at least one thing it is not in the nature of the true collector willingly to sell his stamps. The decision to sell is invariably forced upon him either by circumstances or by the reluctant realisation that, as they must eventually pass to someone else, he is the best person to supervise their disposal (rather than to leave them to his unsuspecting executors or heirs). The investor/collector is in a different category. He probably has his own methods of disposal - nevertheless these notes are an attempt to assist both types of collector in quitting his stamps quickly, cleanly and at the best possible prices.

I have set out several steps from initial decision to sell to completion of the sale which although, of necessity not exhaustive, should cover most general situations.

WHEN TO SELL?

This is a wide subject and numerous considerations will have to be taken into account; not the least the developing economic situation and the state of the stamp market. Needless to say, it is going to be preferable to make a good decision based on an intelligent assessment of the market than to have a hasty decision forced on one. A little forethought and planning will go a long way and an observation of dealers' selling prices as well as their buying prices over a period should yield the major trends. Dealers' buying prices tend to be based on their actual short-term needs (dealers seldom speculate in the way private individuals might) and an instance may well arise where to sell a section or group or even an individual stamp may be advantageous. In general, however, it is a mistake to "pick the eyes" out of a collection unless the prices offered are just too good to miss. A good selling decision is likely to provide for the sale of the entire collection at a time when those stamps which represent the bulk of its value are keenly in demand. My point here is that it is the keenness of the demand which will determine the price a buyer will pay. In a depressed market he may only pay one-third of catalogue price. In a "boom" he may pay full catalogue price. The market price of any collection is the price which the willing buyer will pay, and having decided when to sell the seller cannot do better than to obtain the maximum price the market will return at that moment. Later recriminations about the way prices moved up after the sale are both futile and unfounded - it is the set of circumstances at the point of sale that are important and the seller should always make himself fully aware of them.

WHO TO SELL TO

The stamp market is a microcosm of the outside world. Those competing for your collection will be dealers, auctioneers, stamp societies and private individuals. But within these groups there are many sub-divisions. Dealers may be general, street-level shop traders, part-time "back room" enthusiasts, wholesalers, mail-order dealers, or highly developed specialists. They may operate within a local or world market. Auctioneers may be small or large, general or specialised. Stamp societies have sales circuits and auctions. Private individuals come in all shapes and sizes. While all groups mentioned are "in the running" for what you have to sell, some will want it more badly than others - these are your eventual buyers. Once again a little forethought will smooth the way. Before asking for a valuation gain advice from other collectors as to the best outlet. Visit the dealer of your choice first and be prepared to trust him both with his offer and his advice. An experienced dealer knows the market well and even if he does not wish to buy your collection he should be prepared to direct you to someone reliable who will.

WHAT PRICE?

Non-dealers often have difficulty in grasping the fact that to a dealer a "catalogue price" represents, at best, a guide only. In general it is the estimate by another dealer of an item's selling price and in many cases, for various reasons it may not be wholly accurate.

The seller will want to decide roughly his "rock-bottom" price and also what his optimum price would be. A calculation based on one-third to three-quarters of the catalogue price of every stamp in the album is unlikely to be right. There are many stamps of such low value that it is uneconomical for a dealer to handle them - he is unlikely to pay for

WARWICK PATERSON

these common items unless he is a wholesaler. Here a familiarity with the market will help - an estimate based on two-thirds current price of the often offered - often demanded items will be near the mark. Full allowance must of course be made for condition and particularly rust stains in mint stamps. No dealer will pay for stamps which have no resale value and the seller must exercise a little realism in the case of such stamps. Even poor copies of great rarities are difficult to sell and may be heavily marked down - care of the collection is another vast subject which I hope to cover in later Newsletters. Competing bids. It is essential to remember that all dealers dislike the feeling that they are giving a free valuation which may be used to extract an even greater price from another competing dealer or valuer. Here the age old ethics of the market place come into play. Those who instinctively know the rules of fair play will sell best - most dealers have long since learned to recognize such folk (and the other sort) and treat them well. Having chosen your dealer or buyer carefully and estimated your selling price, allow him to make his offer in good faith and be prepared to accept it if it seems reasonable. If it seems unreasonable then get another opinion. If the second opinion coincides with the first I suggest that the original offer should succeed. The seller who can find nobody to trust is a pariah in the market.

HOW TO SELL

Having chosen your possible buyer carefully you must give him every assistance in valuing the collection. He will need full natural light, plenty of time, a chair and table with back or side to the windows. Above all he must be left alone to get on with his work. Sellers who stand over the valuer either out of nervousness or with the objective of arguing the amount of each valuation seldom do very well and usually succeed in annoying the valuer or forcing him to be rude. Once as a very young and green dealer I encountered a seller who insisted on checking my every addition. My reaction was short, sharp and predictable. The negotiation stage of the purchase depends on the methods and personalities of the parties. Suffice to say that a responsible dealer dislikes "horse-trading" and will usually negotiate only within a narrow range.

FINAL NOTE

Stamp dealers and auctioneers operate in a highly competitive world by offering a service to the stamp collector. If our great hobby relied upon the activities of clubs and circuits alone (however valuable) it would be a poor shadow of its present self. Most stamps would be obtained by exchange or purchase on a very localised scale by collectors largely in the dark as to the value, monetary or philatelic, of what they were collecting. The world-wide network of dealers and auctioneers with their offers and buying lists, magazines, and stamp and auction catalogues as well as their many and varied services, approvals, accessories and advice have without doubt made the hobby what it is. A dealer has to live and can only sustain his services by making a profit. Provided he is completely honest and provides a worthwhile and efficient service, he more than justifies his place.

POSTCARD TO COMMEMORATE THE ISSUE OF THE FIRST NZ POSTCARD IN 1876

The Post Office is selling these attractive cards at 12¢ each, ready postmarked, on the first day of issue (face value is 7¢). They feature an enlarged reproduction of the 1d Queen Victoria 1st Sideface design of the first card as well as the QEII cameo. The back features historical background. THE CATCH! None of these cards has been issued unused and hence this postal stationery item is not at all what it appears to be - it is certainly not a true postal item sold in the P.O. for public use. The New Zealand Stamp Dealers Association is reported to be extremely concerned about the entry of the N.Z.P.O. into a field previously occupied by Eastern European and other countries who issue their "ready cancelled" sheets of negligible philatelic value. Personally I'm all for any move on the part of our Post Office which will improve the service they give to the public. If they are conscious of their philatelic reputation, however, they will make this item the first and the last such to be issued in this blatantly commercial way.

WARWICK PATERSON1970 PICTORIALS - SOME NEW PLATES

25¢ Hauraki Gulf The new plate is 3A4A6A3A4A and that's not all that's new. The perforation is now 14 all round (previously 12x13½) and the shade has changed in the Purple islands. Previously Purple it is now Mauve and most striking.

30¢ Mt. Cook Park The new plate is 3A3A2A3A and the perforation 14 as above (previously 13x13½). The new shade is Royal Blue (the sky) as against the previous of Deep Blue and Deep Dark Blue. Both the above varieties are fine examples of stamps which will have a full listing in the C.P. catalogue due to their new perf (P17b, P18b respectively). Sight sorting should be relatively easy as the shades definitely stand out.

10¢ "Royal" stamp A new offset. We were fortunate to purchase part of the one sheet known in this value in its unwatermarked form with full offset of the Silver coat of arms on the back - a striking item as was the rare original on watermarked paper. The delicate tracery of the coat of arms is perfectly reproduced in reverse on the back of each copy. Unexplained as yet is the appearance on some copies from the same sheet of an inverted and reversed shadow impression of the Deep Blue (cameo etc.) on the front.

THE PICK OF THE XMAS GIFTS

For the philatelist who's made NZ his chosen field there can be only one or two choices of gift. Here they are below.

- 116 (a) CAMPBELL PATERSON'S LOOSE LEAF SPECIALISED CATALOGUE OF NEW ZEALAND STAMPS No more buying a new volume every year in a frantic effort to keep pace with developments. Inexpensive annual revisions keep our book right up-to-date in every way. A lovely book in every way and sumptuously produced. Write for a brochure or better still try a copy on 10 day approval. You'll never regret it.....\$22.50
plus post
- (b) CAMPBELL PATERSON'S LOOSE LEAF ALBUM OF NEW ZEALAND STAMPS (SIMPLIFIED) O.K. so you love the simple life. Stanley Gibbons produced the superb spring-back binder for us in London. The whole is printed on high quality white paper and every stamp is illustrated beautifully - a place is provided for each copy as well. Up-dated periodically with inexpensive revisions. A luxury home for your collection.....\$12.00
plus post
- (c) CAMPBELL PATERSON'S MONTHLY NEWSLETTER
Absolutely crammed with offers of the finest NZ material available (just look at this issue as an example - when did you last see such a listing? Ten years ago? If you did it was probably in the Newsletter) A sub now will give you access to useful notes and tips as well. Stay up-to-date.....\$3.25
per annum

FULL FACE QUEENS

PERF 12½ completed from last month

- 43 (m) SG122a 6d BROWN (REDDISH) - USED
Fine.....\$12.00
- (n) SG122a Intermediate.....\$6.00
- (o) SG122a 6d BROWN - USED
Intermediate.....\$6.00
- (p) SG122a Not-so-fine.....\$2.00
- (q) SG122 COVERS
Attractive used. Obliterator with back stamps WAIKOUAITI MY 12 70, DUNEDIN MY 12 70, WELLINGTON JY 15 70 and Receiving back stamp "MUCH WENLOCK JY 15 70" (Shropshire). The Wellington date is undoubtedly in error and should read "MY 15 70".....\$10.00
- (r) SG122a On cover in the Deep Reddish Brown shade "DUNEDIN OC 20 66".....\$20.00

XMAS MISCELLANY

A selection of oddments here plus some items to give hours and hours of sorting pleasure over the long holiday. Experience suggests such lots go quickly so do not delay.

- 201 (a) Registered Labels
 What we don't know about these would fill books. We offer them totally unsorted per 20. The first 20 we have counted out at random yields "KAIWHARAWHARA" "VIC CORNER" "JAMES SMITHS, WGTN" "OTAKI RLWY" "RANGIOTU". They look interesting. Per 20 different (limit 100).....50¢
- (b) Registered Receipts - per 10.....20¢
- 202 (a) Full Face Enthusiasts May like this offer. We have a number of old album interleaving sheets in a light "wove" tissue with the famous "WT and CO" script-letter watermark. Superb for Full Face collection annotation. The "WT and CO" is larger than was used for the stamps of 1871 but this is no defect.....per sheet..... \$1.00
- 203 (a) Bulk For Sorting
1935 Pictorial ½ Fantail per 100 in what are as far as we can ascertain unsorted lots (small bundles or envelopes). Maximum 500(per 100).....50¢
- (b) Ditto 1d Kiwi Superb sorting both of these values. In this stamp there are the three dies to sort, scarce perfs, re-entries, flaws, retouches papers etc. Take them to the Beach - save yourself some sunburn sorting this lot...per 100.....\$1.00 (Maximum 500)
- 204 Christchurch Exhibition Postcard which, although unused contains interesting eye-witness notes on details of the Exhibition layout.
 Specify (a) Photo - "Wonderland".....\$10.00
 (b) Ditto - "Main Entrance".....\$10.00
 (c) Ditto - "The Fernery".....\$10.00
- 1947 Health
- 205 (a) T19 Two magnificent blocks of four mint of the scarce Inverted watermark.....\$200.00
- (b) T19a 1d+½d Green Block of four value "twelve shillings".....\$2.00
- (c) T19a Ditto Value marking "six shillings" (in bottom selvedge).....\$2.00
- (d) T19b 2d+1d Carmine Value marking "twelve shillings" (in bottom selvedge).....\$2.00
- 206 (a) S36a 9d Gold Mining Lovely and scarce item! Plate Block "B1" in its repaired form (plate number surface printed is a later operation).....\$30.00
- (b) S36a Ditto Plate B1 retouched (as above) stains one or two stamps allow.....\$7.50
- 207 (a) S5a 1d Dominion On "Art" paper. The scarce "Blackish Green" watermark in block of four with full bottom selvedge (part of "Postage" - also in Blackish Green of course)
 Nice item.....\$20.00
 Or vertical pair thus.....\$10.00
- 208 Full Face Queens on Cover Nice little lot of eight covers most in good condition. Includes -
 (a) SG110 1d Carmine A pair (stained) on cover back stamped "Port Ahuriri" (OC 20 70).....\$20.00
- (b) SG111 1d Vermilion Heavily marked but sound "Christchurch AP 11 71" (Duplex).....\$12.50
- (c) SG127 1d Reddish Brown P10x12½ A pair on cover back stamped Greymouth and Hokitika dated July 4 and 5 72 - one stamp damaged.....\$15.00
- (d) SG131 1d Brown. Two stamps (not a pair; one damaged) on cover "Christchurch AP 5 73".....\$15.00
- (e) SG38 2d Pale or Milky Blue (Imperf) on letter to "William Colenso Esq." dated Napier AP 29 64. Rev. Colenso's notes appear in ink on front. Stamp thinned but good cover and interesting usage.....\$10.00



FULL FACE QUEENS PERF 12½ (CONTINUED)

43 (s)	SG122	On piece. Two copies in differing shades plus 1/- Yellow Green (SG 125) "DUNEDIN MR 5 68" making up a 2/- rate (Late fee? Registration?).....	\$25.00
		<u>6d DEEP BLUE - USED</u>	
44 (a)	SG135	<u>Intermediate</u> copy.....	\$20.00
		<u>6d BLUE</u>	
(b)	SG135	<u>Fine</u>	\$15.00
(c)	SG135	<u>Intermediate</u>	\$7.50
(d)	SG135	<u>Not-so-fine</u> of superb appearance.....	\$2.50
		<u>6d PALE BLUE</u>	
(e)	SG136	<u>Intermediate</u>	\$7.00
		<u>6d DULL PALE BLUE</u>	
(f)	SG136	<u>Intermediate</u>	\$7.50
		<u>6d CHALKY BLUE</u>	
(g)	SG136	Attractive intermediate copy.....	\$20.00
		<u>ON PIECE</u>	
(h)	SG135	<u>Not-so-fine</u> copy of super appearance "MILTON SP ? 73.....	\$5.00
(i)	SG135	With M/S cancellation.....	\$12.50
		<u>1/- YELLOW-GREEN - UNUSED</u>	
45 (a)	SG125	Copy of super appearance if suspect perfs at base o.g.....	\$5.00
(b)	SG123	<u>1/- DEEP GREEN - USED</u> Copy with defect at base - fine appearance..... (Note: in appearance the above looks like a perf 13 with its absence of plate wear - it is a nice item)	\$7.00
		<u>1/- GREEN</u>	
(c)	SG124	<u>Intermediate</u> copy.....	\$15.00
(d)	SG124	<u>Not-so-fine</u>	\$5.00
(e)	SG124	<u>Ditto</u> with "Russell" oblit. "2" superb strike.....	\$7.50
		<u>1/- DULL YELLOW GREEN</u>	
(f)	SG125	<u>Intermediate</u>	\$10.00
(g)	SG125	<u>Not-so-fine</u>	\$3.50
		<u>1/- DEEP YELLOW GREEN</u>	
(h)	SG125	<u>Fine</u> copy.....	\$22.50
(i)	SG125	<u>Intermediate</u>	\$12.50
(j)	SG125	<u>Not-so-fine</u>	\$3.75
		<u>1/- YELLOW GREEN</u>	
(k)	SG125	<u>Intermediate</u>	\$14.00
(l)	SG125	<u>Not-so-fine</u>	\$5.00
		<u>1/- PALE YELLOW GREEN</u>	
(m)	SG125	<u>Intermediate</u>	\$12.50
(n)	SG125	<u>Not-so-fine</u>	\$4.00

SOME OFFERS

We will pay for (MINT)

Sl61a 8¢ Du Fresne 25¢.....35¢
 Sl68a 10¢ ECAFE 40¢.....65¢

subject to stocks

WE ALSO NEED

Health miniature sheets from the following years (our offers in brackets - condition fine only - offers subject to stocks).

Set 1961 (\$3) 1963 (\$2.40) 1964 (\$3.50) 1967 (\$2) 1968 (\$2) 1969 (\$2.20)
 1971 (\$2) 1972 (\$1.50)
 AND 1960 3d+1d (\$2.50) 1962 2½d+1d (\$1.50) 1965 4d+1d (\$1.60)

1898 PICTORIALS

Yes we've done it yet again! This time a collection purchased in the USA by our roving buyer - and a beauty! Exclusively mint, this lot contains some of the finest First Pictorial material we've seen for years. Apart from some lovely proofs, perforation varieties and positional re-entry blocks of four in most values and groups there are Officials mint and used. Conditions in the world market for such premium material have forced up prices but we predict that the "smart money" will be very quick off the mark this month.

MINT

- 1/4d MOUNT COOK - PURPLE
- 82 (a) E1a. In superb block of four - Purple Slate.....\$12.00
 (b) E1a. The three fine listed shades. Purple-Brown, Purple-Slate Blackish Purple (!).....\$8.00
 (c) E1a. A superb single in Purple-Brown.....\$2.00
- 1d LAKE TAUPU
- 83 (a) E2a. Blue and Yellow-brown in fine mint block of four.....\$3.00
 (b) E2a. Fine set of three listed shades Yellow-Brown, Chestnut, Chocolate-Brown frames - gorgeous.....\$6.50
- 1d WHITE TERRACE
- 84 (a) E3a. Lovely block of four in Crimson shade - top two stamps show minor perf creasing which does nothing to detract.....\$10.00
 (b) E3a. Another winner! As above block of four this time in Rose-Red.....\$12.50
 (c) E3a. Superb set. Crimson, Lake Red, Rose-Red in singles.....\$11.00
 (d) E3a. Again - this time Lake Red (scarce) on its own.....\$6.00
- 1/4d BOER WAR
- 85 (a) E4a Perf 11 Stupendous block of four - Chestnut.....\$16.00
 (b) E4a Ditto Two nice singles Chestnut and Reddish-Chestnut (the latter hinged but undamaged).....\$7.50
 (c) E4b Perf 14 Lovely mint copy.....\$2.50
 (d) E4b Ditto Copy with crease.....75¢
- 2d PEMBROKE PEAK (BROWN LAKE)
- 86 (a) E5a. Brown Lake - a lovely block of four of magnificent appearance - hinged but.....\$20.00
 (b) E5a Rosy-Lake as above - a glorious example in block of four.....\$20.00
 (c) E5a Rosy-Lake in fine single (minor hinge).....\$5.00
- 2d PEMBROKE PEAK (PURPLE)
- 87 (a) E6a Perf 11 Dull Violet in lovely block of four - out of this world.....\$10.00
 (b) E6a Ditto Mint set of shade singles:Dull Violet, Mauve, Purple. Some centring could be improved but the shades couldn't.....\$6.00
 (c) E6a Ditto Dull Violet, Purple in super singles.....\$4.00
 (d) E6b Perf 14. Dull Purple in lovely block of four.....\$7.50
 (e) E6b Ditto Purple block of four.....\$7.50
 (f) E6b Ditto Reddish Purple block of four.....\$12.00
 (g) E6b Ditto Dull Purple, Purple, Reddish Purple in super singles:shade set.....\$5.00
 (h) E6b Ditto Dull Purple single.....\$1.50
 (i) E6b Ditto Reddish Purple single.....\$2.00
- 2/4d LAKE WAKITIPU
- 88 (a) E7a Superb block of four in Dull Blue.....\$18.00
 (b) E7a Deep Blue, Sky Blue, Grey Blue - singles.....\$9.00
 (c) E7a Grey Blue single\$3.00










1898 PICTORIALS (CONTINUED)

- 2½d LAKE WAKITIPU
- 89 (a) E8a "London" Blue in good single (some gum disturbance)
(new full price \$6).....\$4.00
- (b) E8b Perf 11 Unwatermarked set of two super shades including
Blue, Dull Blue.....\$8.00
- (c) E8b Ditto Dull Blue, Dark Blue - tremendous contrast.....\$8.00
- (d) E8c Perf 11 Watermarked Gorgeous block of four in Blue
(evidence of light sheet fold, top pair).....\$20.00
- (e) E8c Ditto Blue in fine single.....\$6.00
- (f) E8d Perf 14 Glorious block of four in Deep Blue - perfection.\$18.00
- (g) E8d Ditto in Dark Blue - the matching block to the above.....\$18.00
- (h) E8d Ditto Deep Blue single.....\$3.00
- (i) E8d Ditto Dark Blue single.....\$3.00
- 3d HUIAS
- 90 (a) E9a "London" Yellow-Brown in superb block of four if hinged..\$30.00
- (b) E9a Ditto As above - this time block of four in Deep Yellow-
Brown. Hinged but a block of super appearance and basic
condition.....\$24.00
- (c) E9a Ditto Yellow-Brown single - finest.....\$6.00
- (d) E9b Perf 11 Unwatermarked Yellow-Brown single, superb.....\$4.00
- (e) E9b Ditto Deep Yellow-Brown, glorious single.....\$4.00
- (f) E9c Perf 11 Watermarked In Bistre-Brown - a deep shade - block
of four in fine condition.....\$16.00
- (g) E9c Ditto in Pale Bistre - a lovely block.....\$20.00
- (h) E9c Ditto Yellow-Brown single.....\$4.00
- (i) E9c Ditto Bistre-Brown single.....\$4.00
- (j) E9c Ditto Pale Bistre single.....\$5.00
- (k) E9d Perf 14 Wonderful block of four in Bistre Brown.....\$20.00
- (l) E9d Ditto as above - this time the Bistre shade - a fine
contrast in block of four (minor thin one stamp).....\$12.00
- (m) E9d Ditto as above Bistre - two stamps minor paper fold.....\$12.00
- (n) E9d Ditto Pale Yellow-Bistre in superb block (hinged-
but..).....\$40.00
- (o) E9d Ditto fine single in Bistre.....\$4.00
- 3d HUIAS (REDUCED)
- 91 (a) E10a Perf 14 In exceptional block of four - Brown shade!...\$50.00
- (b) E10a Ditto In Deep Brown - another beauty.....\$50.00
- (c) E10b Perf 14x12¾ to 13½ Perfect block of four in Brown.....\$55.00
- (d) E10b Ditto as above in Brown, but thin spot one stamp - bottom
selvedge and appearance unbeatable.....\$30.00
- (e) E10b Ditto as above in Yellow-Brown. Gum missing one small
spot one stamp, but stamp is not thinned - appearance perfec-
tion in a block.....\$40.00
- (f) E10c Perf 14x15 Brown, in stupendous block of four, positively
galactic!.....\$50.00
- (g) E10c Ditto Yellow-Brown block the equal of (f).....\$50.00
- 4d WHITE TERRACES
- 92 (a) E11a Dull Rose in superb block.....\$20.00
- (b) E11a Deep Rose hinged but really lovely.....\$16.00
- (c) E11a Lake Rose in marvellous block of four.....\$50.00
- (d) E11a Bright Rose and Lake Rose - two superb singles.....\$14.00



1898 PICTORIALS (CONTINUED)

- 4d LAKE TAUPŪ
- 93 (a) E12a Perf 11 Unwatermarked Lovely block of four in super condition if slightly off-centre. Deep Blue and Bistre Brown.....\$16.00
- (b) E12a Ditto Deep Blue and Bistre Brown single fine.....\$4.00
- (c) E12a Ditto Greenish Blue and Bistre Brown fine single.....\$5.00
- (d) E12b Perf 11 Watermarked Deep Blue and Chestnut in unmarked perfect block of four.....\$20.00
- (e) E12c Perf 14 Blue and Yellow-Brown - perfection! .....\$20.00
- (f) E12c Ditto Deep Bright Blue and Chestnut unbelievable .....\$25.00
- (g) E12c Ditto Blue and Pale Brown-Yellow in block - absolutely fine.....\$20.00
- (h) E12c Ditto single Yellow-Brown.....\$4.00
- (i) E12c Ditto single Chestnut.....\$5.00
- (j) E12c Ditto single Pale Brn-Yellow.....\$4.00
- (k) E12f Ditto Perf 14x12½x13¼ Superfine block of four.....\$50.00
- (l) E12f Ditto superb single.....\$10.00
- 5d OTIRA GORGE
- 94 (a) E13a "London" Lovely block of four in the scarce Sepia.....\$120.00
- (b) E13a Ditto Sepia single.....\$30.00
- (c) E13a Ditto Red Chocolate single.....\$10.00
- (d) E13a Ditto Chocolate single.....\$10.00
- (e) E13b Perf 11 Unwatermarked Beautiful block of four in Deep Red Brown - minor thin one stamp - appearance superb.....\$25.00
- (f) E13b Ditto Chocolate single.....\$7.50
- (g) E13b Ditto Red Brown single.....\$7.50
- (h) E13c Perf 11 Watermarked Red Brown in perfect block of four...\$45.00
- (i) E13c Ditto The scarce Black-Brown in lovely block of four - one stamp small thin but a wonderful item.....\$90.00 (no charge for damaged copy)
- (j) E13c Ditto Red Brown single.....\$8.00
- (k) E13c Ditto Deep Brown.....\$8.00
- (l) E13c Ditto Sepia Ditto.....\$10.00
- (m) E13d Perf 14 Brown in superb block of four.....\$37.50
- (n) E13d Ditto Red Brown (Deep!) Block.....\$40.00
- (o) E13d Ditto Brown single.....\$7.50
- (p) E13d Ditto Red-Brown single.....\$7.50
- 6d KIWI (GREEN)
- 95 (a) E14a "London" Green block of four:top stamps creased:appearance great!.....\$40.00
- (b) E14a Ditto Deep Green very slight diagonal crease .....\$40.00
-  (c) E14a Ditto Block of four Deep Green - hinged but lovely.....\$40.00
- (d) E14a Ditto Green Single.....\$15.00
- (e) E14a Ditto Deep Green single.....\$15.00
-  (f) E14b Perf 11 Unwatermarked  In Pale Green - perhaps the pick of this listing - a glorious piece of nerve-shattering appearance \$100.00
- (g) E14b Ditto Deep Green single.....\$15.00
- (h) E14b Ditto Yellow-Green single.....\$20.00
- 6d KIWI (RED)
- 96 (a) E14c Perf 11 Unwatermarked Rose shade in fine block of four...\$20.00
- (b) E14c Ditto Rose Red in gorgeous block.....\$22.50
- (c) E14c Ditto Rose Red block - tiny gum thins three stamps.....\$10.00
- (d) E14c Ditto Rose single.....\$4.50
- (e) E14c Ditto Rose-Red single.....\$4.50 

1898 PICTORIALS (CONTINUED)
6d KIWI RED

- 96 (f) E14d "Lisbon" paper Superb single (shows complete letter "O" watermark).....\$25.00
- (g) E14e Perf 11 Watermarked Block of four in outstanding Carmine Pink shade. Impossible to repeat.....\$65.00
- (h) E14e Ditto outstanding! In Brick-Red - never again - perhaps.....\$150.00
- (i) E14e Ditto Rose single.....\$6.00
- (j) E14e Rose Red single.....\$6.00
- (k) E14e Rose-Carmine single.....\$6.00
- (l) E14e Brick-Red single (outstanding example).....\$25.00
- (m) E14g Perf 14 Pink in finest block of four.....\$55.00
- (n) E14g Ditto as above. One stamp invisible gum - and paper crack.....\$35.00
- (o) E14g Ditto in Rose-Carmine - a glorious block of four.....\$60.00
- (p) E14g Ditto - fine Pink single.....\$10.00
- (q) E14g Ditto fine Rose-Carmine single.....\$12.00
- 6d KIWI RED (REDUCED)
- 97 (a) E15a Perf 14 Carmine Pink in superb block of four.....\$40.00
- (b) E15a Ditto The elusive Deep Aniline Pink shade - this block not only perfect but unconditionally guaranteed.....\$100.00
- (c) E15a Ditto Red in fine block of four.....\$75.00
- (d) E15a Ditto Red single.....\$15.00
- (e) E15b Perf 14x12³/₄ to 13¹/₄ A magnificent bottom left selvedge block of four of this excessively rare item.....\$400.00
- (f) E15c Perf 14x15 Block of four in Carmine-Pink wonderful item.....\$40.00
- (g) E15c Ditto a fine single.....\$8.00
- 8d WAR CANOE
- 98 (a) E16a "London" Indigo in dazzling block of four - tiny thin spot one stamp.....\$24.00
- (b) E16a Ditto Prussian Blue - the description as (a).....\$24.00
- (c) E16a Ditto Indigo single.....\$8.00
- (d) E16a Ditto Prussian Blue.....\$8.00
- (e) E16b Perf 11 Unwatermarked block of four of wonderful appearance (Prussian Blue). A central thin affects all stamps - a spectacular item given away at.....\$5.00
- (f) E16b Ditto Deep Blue, Prussian Blue in spectacular pair.....\$12.00
- (g) E16c Perf 11 Watermarked A towering item - Indigo block of four.....\$30.00
- (h) E16c Ditto Vies with the above in beauty and perfection - Blue - a bright shade in block of four.....\$30.00
- (i) E16c Ditto Indigo single.....\$6.00
- (j) E16c Blue single.....\$4.00
- (k) E16c Deep Blue single.....\$6.00
- (l) E16d Perf 14 Steel Blue in finest block.....\$30.00
- (m) E16d Ditto Deep Blue in lovely block.....\$30.00
- (n) E16d Ditto Steel Blue single.....\$6.00
- 9d PINK TERRACE
- 99 (a) E17a "London" Lovely single copy.....\$10.00
- (b) E17b Perf 11 Unwatermarked Magnificent block of four in the Deep Purple shade. Slight thin affects two stamps. It is however an amazing item.....\$20.00
- (c) E17c Perf 11 Watermarked Brilliant Reddish Purple in block of four.....\$40.00



1898 PICTORIALS (CONTINUED)
9d PINK TERRACE

- 99 (d) E17c Ditto a single in Purple.....\$8.00
 (e) E17c Ditto a single the scarce Brownish-Lake.....\$20.00
 (f) E17d Perf 14 Purple in fine block of four.....\$35.00
 (g) E17d Ditto Reddish Purple block.....\$35.00
 (h) E17d Ditto A stupendous block in a delicate shade of Pale, Reddish Purple (Rare!).....\$40.00
 (i) E17d Ditto Purple single.....\$6.00
 (j) E17d Ditto Reddish Purple single.....\$6.00
- 100 (a) 1/- KEA AND KAKA
E18a "London" Orange Red in fine block of four.....\$50.00
 (b) E18a Ditto fine Orange Red single.....\$10.00
 (c) E18a Ditto Fine Dull Red single.....\$10.00
 (d) E18a Ditto Lovely Brownish Orange single.....\$10.00
 (e) E18b Perf 11 Unwatermarked Bright Orange Red block of four.\$60.00
 (f) E18b Ditto Dull Brown Red in block.....\$50.00
 (g) E18b Ditto Dull Orange Red single.....\$8.00
 (h) E18b Ditto Bright Red single.....\$12.00
 (i) E18b Ditto Dull Brown Red single.....\$10.00
 (j) E18c Perf 11 Watermarked Block of four in Red.....\$60.00
 (k) E18c Ditto Orange Red in finest block.....\$40.00
 (l) E18c Ditto Red single.....\$12.00
 (m) E18c Ditto Bright Red single.....\$12.00
 (n) E18c Ditto Orange Red.....\$8.00
 (o) E18c Ditto Orange Brown.....\$12.00
 (p) E18e Perf 14 Orange Red. Block of four - superb.....\$40.00
 (q) E18e Ditto Block of supreme appearance with faults. One stamp perfect.....\$12.00
 (r) E18e Ditto Single in Orange Red.....\$8.00
 (s) E18e Ditto Copy in Orange Brown, faint paper fold.....\$10.00
- 101 (a) 1/- KEA AND KAKA (REDUCED)
E19a Perf 14x12½ x13¾ Orange Red. Magnificent block of four.....\$150.00
 (b) E19a Ditto Exceptionally deep shade - almost a full "Red" lovely block.....\$175.00
 (c) E19a Ditto Block with defects - two stamps thinned.....\$65.00
 (d) E19a Ditto in an otherwise perfect block; one stamp has slight pulled perf at one corner and minor tear.....\$95.00
 (e) E19a Ditto single of this scarce item.....\$30.00
 (f) E19b Perf 14x15 Orange Red in fine block of four.....\$100.00
 (g) E19b Ditto another lovely block. This one has top selvedge and plate No. 8.....\$125.00
- 102 (a) 2/- MILFORD SOUND
E20a "London" Lovely copy in Grey Green.....\$35.00
 (b) E20b Perf 11 Unwatermarked Glorious block of four in Blue Green.....\$120.00
 (c) E20b Ditto Nice single in a Deep Blue Green.....\$20.00
 (d) E20b Ditto single in Deep Green.....\$25.00
 (e) E20c "Laid" paper Lovely copy mint.....\$25.00
 (f) E20c Ditto Superb block of four (top selvedge).....\$125.00
 (g) E20d Perf 11 Watermarked Green copy in mint.....\$20.00
 (h) E20d Ditto Blue Green single - a lovely "full" shade.....\$20.00

1898 PICTORIALS (CONTINUED)
2/- MILFORD SOUND

- 102 (i) E20d Ditto Deep Green superb single.....\$25.00
 (j) E20e Perf 14 Green - lovely single.....\$20.00
 (k) E20e Ditto Deep Green single.....\$20.00
- 5/- MOUNT COOK
 103 (a) E21a "London" Superb copy.....\$100.00
 (b) E21a Ditto Lovely copy slight extraneous paper attached at
at back does not detract.....\$95.00
 (c) E21a Ditto Copy with the faintest of tiny thins - you'd
 need a microscope to find it - we nearly missed it - absolute
 gift at.....\$40.00
 (d) E21b Perf 11 Unwatermarked Superb copy in Vermilion;slightly
off-centre.....\$100.00
 (e) E21b Ditto Lovely copy in a pale Carmine.....\$150.00
 (f) E21b Ditto Hinged copy in a Deep Carmine.....\$100.00
 (g) E21c Perf 11 Watermark Sideways Perfect copy in every way.\$100.00
 (h) E21c Ditto Copy with hinge marks and gum disturbance;
Basically perfectly sound.....\$60.00
 (i) E21d Perf 11 Watermark Upright Magnificent copy in Deep
 Red.....\$100.00
 (j) E21e Perf 14 Watermark Sideways Copy of outstanding appear-
ance perfect,if hinged,resulting in slight gum removal.....\$85.00
 (k) E21e Ditto as above - a horizontal crease does not detract
from this items lovely appearance.....\$50.00
 (l) E21f Perf 14 Watermark Upright Copy in lovely condition
Red shade.....\$100.00
 (m) E21f Ditto Copy with defects - gum tropicalised and corner
crease and fault. Colour deep and good.....\$20.00

1898 PICTORIAL - OFFICIALS

MINT AND USED *superb comprehensive offers of this scarce material.*

- 6d KIWI (REDUCED) OFFICIAL
 112 (a) E015b Perf 14x12, x13½ Mint - fine copy.....\$30.00
 (b) E015b Ditto - Good used.....\$7.50
 (c) E015c Perf 14x15 Lovely mint copy.....\$30.00
 (d) E015c Ditto Superb used block of four (dated).....\$75.00
 (e) E015c Ditto Fine used.....\$15.00
- 1/- KEA AND KAKA - OFFICIAL
 113 (a) E018e Mint Wonderful Orange Red bottom selvedge block of
four.....\$60.00
 (b) E018e Ditto Superb copy in Mint.....\$12.00
 (c) E018e Ditto Used - fantastic block of four with "Government
Buildings" Pmk (dated).....\$25.00
 (d) E018e Ditto fine single.....\$5.00
- 2/- MILFORD SOUND - OFFICIAL
 114 (a) E020e Mint Superb block (Green) of four - very scarce
indeed.....\$150.00
 (b) E020e Mint - single in the Green.....\$30.00
 (c) E020e Mint single in Deep Blue Green.....\$30.00
 (d) E020e Used superb single Blue Green.....\$15.00
 (e) E020e Used superb single Deep Green.....\$15.00
- 5/- MOUNT COOK - OFFICIAL
 115 (a) E021e Watermark sideways. A stupendous finale. Mint pair
of this scarce stamp.....\$200.00
 (b) E021e Ditto Mint single.....\$100.00

Your last chance at these prices