



Internet Philatelic Dealers Association, Inc.

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EDITORIAL WELCOME

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Stamp of the month- Part II



Anyone now why?

I showed this last month and no one responded.... So one more chance. As an incentive — first reply will get a new issue set from Hong Kongmaybe something you can use as a give-away to a lucky customer . Just include your mailing address with your email to me at michaelatipda@gmail.com

Read what I think is one of the best blogs norphil.blogspot.com/

Hello again everyone. As I write I am thinking, will I get this issue out on time. One factor will hold me back. My internet connection. In my new apartment here in Hong Kong I have had nothing but internet access problems for over two weeks. And to make matters worse an engineer came out tonight and fixed the problem in the broadband service only to find that I have a problem in my LAN card. Oh dear, how frustrating. New laptop maybe. After all, mine is over 5 years old but I have all my software on it. So as you can guess I have once again done very little with stamps. However, having written that opening a few days ago — and never getting any further, for whatever reason — I now find myself typing again. Internet working, computer working but only through wireless and I've just browsed eBay - first time in over three months. Oh well a small start to getting back to philatelic matters!

Now what has been happening at the IPDA. Well we had the AGM and passed the motions that you will (I hope) have read about. We have some new Directors, and a new wording for entry criteria to the IPDA. We have not so much relaxed the entry criteria but made it more friendly and conducive to sellers who are not as established as others. We want to promote the IPDA because — as you know from all my rantings on the topic — the more we encourage quality sellers the more we can hope buyers will recognize the value from IPDA members and the not so quality from some other less reputable sellers.

To summarise:

We have lost Tony Kassel as Treasurer and a Director. It was a pleasure working with him over the past year and the Board wish him well. He is of course remaining a member

On a more positive side we have gained Chris Stewart - a former Director of the IPDA, residing in Spain who now runs the [Commonwealth Stamps Store](#) — as Membership Secretary, and we also welcome Bill Lehr—who runs [Jobi Philatelic Services](#) specialising in US Postal Stationery - from the USA, to the committee as our APS representative (more on the APS in the Newsletter). Alan Devine has once again been a stalwart to the IPDA and has agreed to stay on as temporary Secretary until we find a member who can carry out this role on a full time basis. Well done Alan, you are a credit to the IPDA.

The qualifications for membership to the IPDA are available on the [IPDA website](#). See rule 3.1 please. Membership of the Association will be open to any person who is an internet based stamp dealer, a stamp 'power seller', or any other person who is engaged in a related philatelic occupation or service, in a full-time or part time capacity, and

1. Can support their application with trade references from other stamp dealers and philatelic dealer organizations, and/or can provide a registered business number from a State or Federal Corporate Division;
2. Can provide an e-auction sellers ID or e-store ID
3. Can provide an established online e-mail business address which is used to sell and buy philatelic material (for example, approval lists, mail orders, wholesales etc) and to promote their business and attract customers
4. Operates as an on-line philatelic book store;
5. Operates as an on-line retailer of philatelic supplies, accessories and equipment;
6. Operates as a professional on-line philatelic journalist or an-air journalist/reporter, including contributions to e-newsletters, e-magazines and online philatelic blog sites;
7. Is a philatelic specialist offering valuation and/or certification services;
8. Is the appointed representative of an on-line philatelic company which has applied for membership and is engaged in one more of the above activities/services.

Why am I telling you this when you are already member? Because, if you know sellers who you would like to join and promote the IPDA maybe this is the encouragement you need, and they need, to get them to apply for membership. Please help us promote the IPDA.

I hope this finds everyone well and their business even better... Best wishes*Michael*

IPDA CONTACTS

Do you ever wonder who to contact? Well here are few of the Directors you may wish to contact .

Chairman, Ken Sanford on aerophil@comcast.net
 Secretary, Alan Devine on alan.devine@devalri.com
 Membership Secretary, Chris Stewart on stewcoin@commonwealthstamps.com
 Webmaster Roy Simpson on gbmachins@lineone.net
 Newsletter Editor and Publicity, Michael Dodd on michaelatipda@gmail.com

COLLECTING WRECK AND AIRCRASH

As I guess you already know our Chairman, Ken Sanford, is renowned for his knowledge, publications and dedication to philately. He is also a speaker of merit I am told! If you are interested in his passionate topic of interest you might enjoy this link <http://www.wsradio.com/internet-talk-radio.cfm/shows/APS-Stamp-Talk/archives/> He was recently interviewed on the subject of collecting Wreck and Crash mail, and particularly about the two new books - "Railway Disaster Mail" and "The History of Mail Bombs". The interview is in two 15 minute segments. There is lots more here as well... a rather interesting site I think you will enjoy - the APS Stamp Talk site in fact. Enjoy.

APS CHANGES

While on the subject of the APS the following may be of interest, and concern even, to some of you. Before I provide the details I will let you know that the IPDA has written, through our Chairman, to the APS to register an objection and request to not invoke the ruling.

The APS recently sent out a letter to all dealer members, advising them that in order to continue as a recognized APS dealer, they must have a tax, VAT or GST number.

Our Chairman had an email exchange with Ken Martin, Executive Director of the APS and Wade Saadi, APS President. The following is the start of the exchange, FYI.

Ken Sanford to Ken Martin:

Dear Ken,

This is in reference to the change of the APS dealer membership rules, requiring member dealers to have a tax or gst number. We do not know how many of the APS dealer members are prepared to meet that requirement. We do not know what is the real reason why the APS has decided to make that a requirement. That action begs the question, if dealer members must have a GST/VAT registration number, why has the APS not included all their other members who are not dealers but who are power sellers with eBay, for example, in this change of rules. Or is it the IRS who is pushing for the changes? In Australia the vast majority of dealers/sellers do not have a GST number because they are selling private collections that were not purchased for resale and so do not have to pay GST. We don't know what the present situation is in the UK but we were under the impression that sales to offshore people are tax free, which is the case in Australia. One important factor is that the APS seems to have made these changes without consulting their members, especially dealer members and Chapters like ourselves!

As not all dealers are required to have a tax/GST number in various countries, we believe this should not be a mandatory requirement for APS dealer status.

Regards, Ken Sanford, Chairman. Internet Philatelic Dealers Association

[Do you have views on this. Will it impact you either as an APS member or in other ways? I welcome your emails on this and will share with the Directors.](#)

NEW ABPS WEBSITE

Did you know the ABPS has a new web site? One worth a read perhaps. Have a look at <http://abps.org.uk/Home/index>.

The Association of British Philatelic Societies (ABPS) is the National Organisation catering for the needs of collectors through the Federations and local societies and those interested in philately.

Membership of the Association falls into various categories being Federations, Specialist, National and Local Societies and Overseas Societies. A special category of Patrons and Friends has been created for those interested in the work of the Association and are valuable in assisting the Association to achieve its aims. These individuals receive the ABPS news and can attend the Annual General Meeting without voting rights.

The principal aims of the Association are:

To represent the hobby both nationally and internationally.

To encourage the growth of philately.

To support events and, if required, offer support and advice to Federations/Society events.

To provide workshops locally or nationally on various aspects of the hobby.

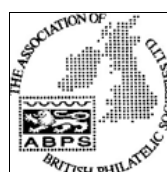
To provide a directory which serves a compendium of information useful to the Society Secretary and its members.

To publish books, papers etc of value to the members.

To assist in the organisation of an annual congress which acts as a national focus for philately within the British Isles.

To issue at least 4 times a year a journal, ABPS News, which publicises the work of affiliated Federations and Societies at a local and national level and reports on developments within philatelic.

To work with the International bodies in the creation of regulation for competitive entries



ABPS

THE ASSOCIATION OF BRITISH
PHILATELIC SOCIETIES LTD

NEW MEMBER PROFILE—PETER WALTERS, AUSTRALIA

**Peter Walters Stamp Dealer
Brisbane, Australia**

**Australia & World Stamps
Catalogues, Albums & Accessories**



Peter is an internet and mail order stamp dealer located in Brisbane, Australia. He deals mainly in stamps from Australia, Christmas Island, Cocos (Keeling) Islands, Norfolk Island, Papua New Guinea, New Zealand & Great Britain. He also sells catalogues, albums and accessories from Lighthouse, Stanley Gibbons, Seven Seas and various other publishers.

He has an easy to use online store where you can browse current stocks, place an order and make payment 24 hours a day, 7 days a week. You can pay immediately using Paypal, deposit money direct to his account or even send a cheque or money order in the mail. Lay by can also be arranged if required.

Peter also offers a new issue service for various foreign countries at reasonable prices and sends out a regular email newsletter to customers with details of new items and special offers.

Do have a look at his site <http://www.pwstamps.com.au/> and if you have customers who want material you cannot offer, but perhaps Peter can, then refer them and help support another IPDA member. Peter, Welcome to the IPDA.

THE AUSTRALIAN STAMP SHOW SCENE — A DEALERS PERSPECTIVE

The following from John Pearson who as you may recall wrote some very interesting and useful advice and observation for us a few months back. I hope you find this as useful again.

John recently attended the ANDA Stamp & Coin Fair held in Brisbane and other stamp fairs in Sydney . The picture shown features John and his wife Tracy at the SCDA Petersham Fair held in Sydney on Sunday, 30th May. The photographs were taken by John Mulhall who is the editor of the Coin & Banknote Magazine. Acknowledgement for this picture is to John Mulhall of CAB

Three very different Stamp & Coin Fairs fell on three consecutive weekends in Australia during May. Pittwater Philatelic Service had stands at all three Fairs.

The first was a two day Fair organised by a small but efficient stamp club in rural New South Wales. The Wagga Stamp & Coin Fair is held in a humble venue - a suburban primary school hall. There are just six dealers - three stamp dealers, two coin dealers & one accessories dealer. Local club members can also pay \$10 for the right to sell their duplicates at the organising club's table. Despite the fact that the dealers only pay \$150 in stand fees, the club has sufficient resources to run an excellent newspaper campaign plus a small television campaign (no audio). Such a publicity campaign would be prohibitive in the major cities. The club also receives ample community publicity. My 14 year-old daughter was featured in the local newspaper. The photo depicted her serving a customer whilst Dad was a blurry image in the background. However the result of this publicity is a Fair which draws an excellent crowd from towns as far as 300km away. Wagga itself boasts a population of 60,000 but the advertising campaign results in a catchment of about 250,000. The rural hospitality is reflected by the fact they provide complimentary meals for their dealers - unheard of in the city. Despite the early morning frost, a lively & friendly atmosphere is created & all dealers reported excellent business. I'd highly recommend the Wagga Fair to any collector who lives in southern NSW or northern Victoria. It is held on the third weekend of May & the fourth weekend of November every year. The venue is the Sturt Primary School, White Avenue (off Lake Road), Kootingal, Wagga Wagga.



The following weekend (21-23 May) saw a much bigger three-day event in a major city - Brisbane. It was organised by the Australian Numismatic Dealers' Association (ANDA). Brisbane Fairs are traditionally very strong because of the large retiree population on the Gold Coast & Sunshine Coast plus Brisbane itself. This catchment is almost 1.5 million people. Approximately 40 dealers attended & Stand Fees varied but were typically \$1,000 or so. Being an ANDA event, only eight of the dealers were stamp dealers - with six being from interstate. Several regular stamp dealers were missing because they were still traveling back from London 2010. The mood in the media in the week leading up to the Fair was bleak indeed. News of a falling A\$, share-market weakness & the possibility of higher mining taxes undermined collector confidence. This was compounded by the wet weather on two of the three days. As a consequence, the crowd was about one third below previous years for the same event.

Oh what a difference a week can make. It was such a stark contrast from the buoyant mood in Wagga just a week earlier. Business was subdued although many attendees enjoyed the ease with which they could get a seat at dealers' tables.

THE AUSTRALIAN STAMP SHOW SCENE – A DEALERS PERSPECTIVE ... CONT'D

It is often a jostle for collectors to get seats at Brisbane Fairs. The ANDA Brisbane Fair is held on the third weekend of May each year at the Exhibition Building of the RNA Showgrounds in Fortitude Valley. Australia is unusual in that the philatelic & numismatic industries often run joint events - indeed this is the norm.

The final Sunday of May brought the iconic Petersham Fair onto the Calendar. This is run by the Stamp & Coin Dealers' Association of Australasia Incl. (SCDAA). It should be pointed out that I have been President of SCDAA since 2001. Petersham is in suburban Sydney which boasts a population of over 4.5 million. The Petersham Stamp & Coin Super Fair has been running continuously since 1980 & is the longest running Stamp & Coin Fair in Australia. There were 28 local & interstate dealers crammed into the venue & there were eight more on the waiting list. The crowd is always large at this Fair but, even by Petersham standards, this was the biggest crowd for at least two years. The day was frantically busy and business was excellent - being close to a Petersham sales record for me. Table fees are a modest \$200. Petersham is held on the fifth Sunday of those months which have five Sundays. The venue is Petersham Town Hall, 107 Crystal Street (close to the railway station). Anyone who thinks stamp collecting is dying out, should come to see the crowds at Petersham.

The highs of Wagga & Petersham, with the disappointment of Brisbane in between, reflects the vagaries of the Show scene in Australia. However no industry is without its fluctuations.

Editors Thank you : Many thanks to you Peter once again for writing for us. What excellent observations and maybe some our readers can relate to from the shows they attend. If that is the case then please send your experiences and learnings for us to appreciate.

ADVERTISING

Where are you advertising your website and philatelic sales? Here is one publication that is known to us all I imagine.

Perhaps have a look at their online site . <http://www.philatelicexporter.com/index.html>

Hope I am not breaking any (or too many critical ones!) rules by reproducing their logo without permission but I do so with full acknowledgement to them and in the best interests of promoting them and this wonderful hobby.

They promote themselves as ..."The Philatelic Exporter' is the only independent magazine in the world for the international postage stamp trade, having been published every month since it first appeared in May 1945....." sadly I noted the web site home page is dated November 2009maybe just an oversight? I hope so.

And that reminds me, as I have not updated my web site recently either , are your listings and web site pages updated Adds credibility to your advertising perhaps you will agree.

EDITORS CLOSING REMARKS

I will start with another apology. This time to Micheal & Eleanor Mayger who are new members. I have been rather delinquent with my email these past few months and I missed them joining as new members. Please forgive me and accept my welcome now to the IPDA. For current members, please welcome them. They sell at eBay Australia ID: mayger_and_mayger Oztion ID: mayger_and_mayger

I will try to devote some time to philatelic matter in July although I am currently booked for business meetings in the US, I have two trips to Sydney and one to Manila so that leaves few (maybe none) weekends to enjoy my apartment here in Hong Kong., let alone think about stamps! Yes I know it's a tough life :-)

And tonight I have to debate whether to go to bed or watch England lose to Germany in the World Cup !! Anyone collected any World Cup issues? Do write to me and send a scan of any interesting, awful or just worthy of mention World Cup Issues. To be honest I have not seen a World Cup issue. Gotta get a life I hear you say!

Hope all well with everyone Best wishes and every success in your philatelic dealings Michael