



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



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NEWSLETTER MARCH 2011

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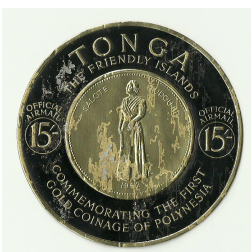
Welcome to the March Newsletter. I started writing this at the end of February but have been procrastinating ever since and am only now finishing it. My apology for the last issue. To be frank, I have had a very busy past month as I am sure you have but even so I did find time for some philatelic activity even if not the time to write the Newsletter sooner. I need to have the writing gene flowing to do this, I hope you understand.

For my philatelic efforts I had two sales on eBay (none on Bidstarts I might add, where it seems everyone wants something for nothing!!!). This won't make me rich but it was good to get back into my philatelic activities.

But to my theme. I am going to comment on two topics in this opening piece and both relate to selling on auction sites or from your own web site. The first is about a member I recently had dinner with here in Hong Kong, the second is about fraudulent behavior, one of the topics we discussed over dinner.

I had the pleasure, a few week ago, of meeting Philippe Poppe from [Poppe Stamps](#). Philippe is from Belgium but is living in Cebu in the Philippines. I have not been there yet, I say yet, as I have read about the place and would really like to visit, especially after listening to Philippe. Anyway, in addition to running Poppe Stamps and being a really nice guy, interesting guy and very knowledgeable guy when talking about stamps he also has an interest in sea shells. What a wonderful evening I had with him. Do have a look at his web site for ideas about selling stamps, he has a great business model, and interesting advice on fraudulent behaviour as I found out.

Stamp of the Month



I am not sure how clear this will show but I found it while sorting through some kiloware recently. I do not have my catalogues with me here in Hong Kong so thought I'd ask if it is of any interest. A Tonga Commemorative 15/- Official Airmail issue for the First gold Coinage of Polynesia. Sadly damaged by scratch

Philippe told me about his experiences and since this has been a topic of interest in past Newsletters I thought I would share some of his advice with you all. First, Philippe has sold a lot of stamps from his web site over the past few years and has seen quite a few types of fraudulent behaviours so his experiences are worth sharing. He commented that over the last year he has seen the incidents of such behaviour increase and has himself experienced a 5% revenue loss., on a significant amount but that is his private information.

Here are three examples. Straight forward but need watching out for.

- Buyers uses wife's credit card and then cancels the payment after stamps received
- Buyer uses different address on delivery than that shown on Paypal
- Buyer pays by credit card than cancels the card after stamps received

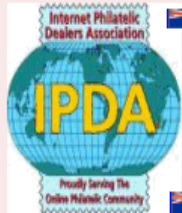
Philippe noted that there was no particular trend by country and while Pakistan and India were not particularly safe countries to deal with he found the USA and Europe also difficult, particularly with the credit card scams.

Philippe also commented that the behavior of some buyers is if they do not give a refund, particularly from auction sales which he has moved away from, they will give bad rating. The buyer attitude he has found in these situations is that they will not worry about a bad rating in return because they will just get another account name.

His advise is never send stamps until payment is confirmed, and particularly when the sales seems suspicious, as in the examples above. His staff are very aware of the behaviours and it is their diligence that is helping him keep his losses down. He keeps copies of all email threads and banking statements in the event he is challenged by Paypal or the Bank's credit card clearing houses, for example, to refund a payment.

Perhaps other members could write to me and share their experiences so we can give each other warning about what to look out for. I am sure there would be value to us all in this respect. And finally, as I write on my web site, please try to promote when ever you can and encourage buyers to recognize that you are a member of the IPDA — or other accredited philatelic associations - and that membership means credibility for the buyer.

I look forward to any comments, idea and feedback. **Michael**



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LETTER TO THE EDITOR

As a founding and Board member, I appreciate comments from our members. We are constantly working on ways to improve our assistance to members. Thank you for the suggestion that started the wheels rolling for a "Confidential List".

As for the suggestions for our 10th anniversary in 2012, I believe this is just the beginning of gathering ideas. All members are welcome to suggest ideas for this event. As for the anniversary cover, this has been an event for several years now. When it comes to "give aways and gimmicks" there can be quite a difference there. Sometimes there is a fine line between them and "sales promotion". When Bidstart Auctions celebrated their 1st anniversary their grand prize was a U.S. Scott # C -3a inverted Jenny. I can honestly say I wouldn't mind having that little gimmick in my collection.

As for the offhand remark of "Dinner in Las Vegas" I plead guilty. I live there. After Board meetings we sometimes have a little session of tossing ideas around for future projects and this may have come up due to the fact Michael and I missed each other on his last visit here.

Marathon chats have been going on with the IPDA for 8 years now. They bring both collectors and dealers together to share ideas, views and just to discuss stamp collecting in general. We have gained several new members from them. It also lets the collectors know the we dealers are "real people". I have even picked up new customers through the chat room.

I constantly stress that communication is a valuable tool of any business. The IPDA Inc. chat room can be that valuable tool. We have one of the finest chat rooms on the internet yet sadly to say our members are not using that tool. If we can hold a few more Marathon chats and if members would participate they may see this advantage. Would you be willing to host an hour or two on the next Marathon chat? If so, please let me know.

Thank you for your suggestions and I am happy to see members communicating their ideas. Hope to hear more from you.

Best Regards; Bob Bechtel Member 005, IPDA Inc. Regional Director

AVIATION ON STAMPS — BY THE EDITOR



You all know by now that my thematic interest is aviation on stamps, and while I have a very limited collection that does not stop me enjoying reading and looking at aviation stamps that I can find on the internet. I found this MS. Rather nice I thought, and with the very sad news of the recent earthquake and subsequent tsunami in Japan I thought I would show these and pay my respects to the suffering and difficulties many people in Japan, and in fact other countries affected by the tsunami, are enduring right now. We do not have any members in Japan as I recall but there will be many collectors there I am sure, and I hope you will join me in saying I hope they and their families are going to be OK.

CLOSING REMARKS

Apology again for late issue. Sometimes I do find it difficult to think of things to write about that will be of interest to members. My failing I know, so please help me with suggestions and even articles or pictures of interest.

Whatever you have to say I receive as constructive and am always pleased to hear from you - email me at michaelatipda@gmail.com

Best Wishes**Michael**