



Internet Philatelic Dealers Association Inc ©

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NEWSLETTER NOVEMBER 2012

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EDITORS COLUMN

Hello everyone, Welcome to the November Newsletter. Yes another 6 pages. Am I good or what !!!!!!! Thanks to all who wrote to me saying they do read it. When I started this I was not sure what would be in this issue. Hope it turned out OK. :-)

I will start by thanking all of you who joined in the IPDA Halloween chat. Not as high an attendance as in previous open house chats but we did have some new people join in and I personally enjoyed the conversations I had.

Your Board are still working away at promoting the IPDA and we are seeing some renewed interest. You all know my views on the importance of describing stamp quality so I won't repeat myself yet again but we all need to work hard at making sure our descriptions are spot on so we demonstrate our credibility to the buying public. (see article on page 3)

Over the past month your Board has updated the IPDA Brochure and produced some localized (by country region) brochures. Please email me at michaelatipda@gmail.com if you would like a copy. These are useful to take to stamp shows and have on display on your table. Maybe helps to make customers aware of the IPDA, as well as something to pass out to other dealers who you may chat to and perhaps even give them the idea of joining and supporting the IPDA.

It is that time of year when we start to see 2013 catalogues issued. This one I saw advertised. Surely a useful library book. It includes several important editorial enhancements with more than 7,800 value changes being made. Also, for the first time, Scott recognizes the "I" grills from the 1870-71 Bank Note issues (Scott 134-144) as new major catalogue numbers. These new listings appear in their own section immediately following Scott 144.

In a special feature article, respected Bank Note expert Ronald A. Burns explains the history behind the initial grouping of the "H" and "I" grills. The second major editorial advance in the catalogue is the introduction of a new section dealing with postal counterfeits, specifically stamps and postal stationery items fraudulently produced to defraud the U.S. Post Office Department/U.S. Postal Service of revenue. This section was put together with the assistance of Linn's Stamp News U.S. Notes columnist John M. Hotchner and fellow counterfeit collectors Richard Drews, Kurt and Joann Lenz, and Howard



Stamp usage of the month



With the 2012 Olympics now forgotten, well perhaps from a philatelic sense, I was reminded of them when I received a catalogue in the mail the other day. This was from a block of 6 on the envelope. I feel for all those people who paid hundreds of pounds GB for their Great Britain stamps, both Olympic and Para Olympic (63 stamps!!!) and now have to fork out for another Memories of London MS. Let have a competition. In what year will we see GB Olympic stamps being sold below face or used on mail. These from 2000 here in Australia and no doubt from a collection. Use as postage is better value than the stamps in a collection. :-) I was asked to look at a deceased estate collection a week ago. The person found their fathers collection. Nothing spectacular, usual FDC and mint stamps. I said, use the mint on postage. So they are a few hundred dollars better off. Selling at auction would get them much less and since they have a business that required postage I think they will be happy. Best Wishes .Michael michaelatipda@gmail.com



DESCRIBING STAMP CONDITION

Last month I wrote about how bad some sellers are at describing the quality of the stamps they are selling.

The 'condition of a stamp' guide, found in my SG Commonwealth & British Empire Stamps catalogue is very useful in my view. So here is it. I hope we all conform :-). Thanks to Bill Lehr for the idea.

I do hope the scan is clear. You can enlarge your view when reading this of course.

In summary SG sets out guidelines for:

- Margins on Imperforate stamps
- Gum condition
- Centring, and
- Cancellations

In their catalogue SG state "for a stamp to be "Fine" it should be sound in all respects, without creases, bends, wrinkles, pin holes, thins or tears. If perforated, all perforation teeth should be intact, it should not suffer from fading, rubbing or toning and it should be of clean, fresh appearance.

One area for the discerning collector of used stamps should, in my view, be the quality of the cancellation. SG state "early cancellation devices were designed to obliterate the stamp in order to prevent it being reused and this is still an important objective for today's postal administrations. Stamp collectors on the other hand prefer postmarks to be lightly applied, clear, and to leave as much as possible of the design visible. Dated, circular cancellations have long been the postmark of choice but the definition of a "Fine" cancellation will depend upon the types of cancellations in use at the time a stamp was current. It is clearly illogical to seek a circular date stamp on a Penny Black.

Useful? I hope so if only as a reminder.

MARGINS ON IMPERFORATE STAMPS



Superb Very fine Fine Average Poor

GUM



Unmounted Very lightly mounted Lightly mounted Mounted/large part original gum (o.g.). Heavily mounted small part o.g.

CENTRING



Superb Very fine Fine Average Poor

CANCELLATIONS



Superb Very fine Fine Average Poor



Superb Very fine



Fine Average Poor



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CHRISTMAS STAMPS

The Great Britain Christmas stamps this year have been designed using new illustrations by Axel Scheffler - the artist who illustrated the children's classic The Gruffalo.



The stamps will be in standard and large letter definitive size and self adhesive as usual. It is expected that the two 2007 Madonna stamps will also be re-issued to provide even more revenue from collectors for Royal Mail. Oops sorry I meant to type....

to provide the religious alternative. To these stupid designs. Oops fingers doing their own thing here today.....

There will also be a conventionally-gummed miniature sheet containing all stamps, Christmas booklets of 12 x 1st and 12 x 2nd stamps, and a Generic Smilers sheet. Apart from the ridiculous designs, and the number of varieties what else is there to say except it seems Royal Mail are still trying to gouge collectors AND out do Australia Christmas Island designs.

Or am I just an old traditionalist. Australia on the other hand seem to be more conventional, and one might say pragmatic in their issuing policy.



Than again one could enjoy the Christmas stamps being issued by Canada. Two that I can find. Very pragmatic if I am correct in my research. And from the Canada Post web site this interesting trivia. The first gingerbread man is credited to Queen Elizabeth I, who impressed dignitaries by presenting them with cookies in their own likeness. Today, in towns and cities across the country, the best local bakers compete to create award-winning gingerbread homes — more aptly in many cases, cookie mansions — that use gum drops, jelly beans and other candies, coloured icings, nuts and other edible goodies as decorations.



OK OK you want to see the Christmas Island issue. Issued today 1 November and brought to you especially from my visit to the Post Office :-)

The views expressed are those of the author and not the IPDA :-)



2013 ISSUE COMMONWEALTH & BRITISH EMPIRE STAMPS 1840-1970

The following courtesy of, and with full recognition and copyright ownership to, Glen Stephens: Glen writes in his November [Monthly "Stamp News" Market Tipster Column](#) (recommended reading in your Editors view) For me the "event" of this month was the arrival of the new 2013 Stanley Gibbons "Commonwealth & British Empire Stamps 1840-1970" catalogue. This volume is known to old-timers and the trade as the "Gibbons Part One" – as once, the other Volumes were numbered, and were "Americas" and "Asia" etc.

The average collector buys a new major catalogue only once every few years as they are expensive, and for many collectors, being a few years out of date is no big deal.

For about 100 years Gibbons published the "Part One" - a detailed priced listing of **ALL** British Commonwealth stamps from 1840. It got thicker and thicker with all the WALLPAPER new issues from places like Guyana - where literally scores and scores of pages were filled with this new issue junk. Yet all of us needed to pay for a thick complicated catalogue listing of it, that we never looked at.

The "Part 1" book got to be two massive hard cover volumes - so Gibbons simply stopped printing them. And seemingly had no plan "B" in mind.

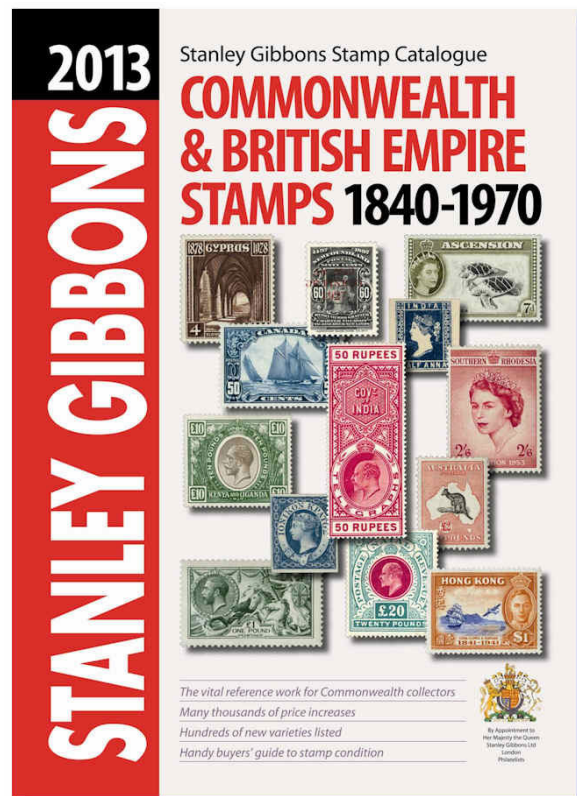
For a good while afterwards all that one could use to look a 1953 Commonwealth definitive was to lug out the huge Simplified SG "World" cat from one of FIVE (now 6!) hard to handle soft cover volumes, and look it up there. No mini-sheets were at the time listed in there, no perf varieties, no watermark errors, no booklets, no "on cover" rates etc. Near enough totally useless for anything except simplified use.

Then someone at SG finally had the bright idea to issue a single volume for all Commonwealth stamps "1840 to 1952" - i.e. pre QE2. Handy and welcome, but it still did not cover the VERY popular early QE2 issues.

This all changed in 2007 with the way overdue issue of what I suggested years before - an 1840-1970 single volume. Which contains the welcome DETAILED info on the early QE2 reign. Booklets, Postage Dues and watermark errors etc. In the interim the dreary black and white photos printed on grey paper stock have been gradually upgraded to full colour photos, on bright white paper. SUCH a difference when I compare the 2 issues side by side, with only a few years difference in time frame

Printed on a nice crisp fresh white paper stock. Cheery and "alive" compared to my already VERY yellowed 2002 SG pages with sad grey illustrations. A nice crisp clean sans serif font has been used for the last few editions, and makes it so much easier to read

Lots of constant plate flaws, and booklets are now listed. And lots of inverted watermarks - find just a medium one from a country like Australia and the entire book will be readily paid for! Did you know the "Top Hat" flaw on the 6d Kookaburra was cat £450, or the "Man with Tail" on 1937 2d Sesqui is £550 – well you do now – see photo nearby. Did you know the 1941 1/- Lyrebird with inverted watermark is Cat £3500 mint, and £2500 used - but just 10p in normal used etc. A weakness for some years in this catalogue was that no Australian stamp booklet covers before 1952 were illustrated. Arthur Gray has easily the best collection of these booklets extant, and kindly loaned them to me, so I could scan the covers to pass onto SG. Your Editors' copy is in the mail. I look forward to





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SECURITY FOR DEALERS

This is a topic I think must be dear to all our hearts. Security. What does it mean. Many things to many people. For example I do not give out my home address, (I use a PO Box address for all business correspondence and mailings etc) with exception for IPDA Board members in Australia who I know, just because I think publicity of the address leaves me open to someone coming round one day and taking my collection and stock. They would need a van but hey that is no big deal. And since I live in a rather remote spot no one would see anything. Without sound too glib about it, the only way you can see my house is from the air; ie a few thousand feet up. Anyway, I received an email I have been waiting to use. Name and address withheld. It is the moral of the message that I think is important and one I want to share with you all. With a few edits for confidentiality reasons; this is the story:

I guess I'm one of those quiet American Dealers but finally came across a business problem I thought I'd share with you. I've been in the business for a while...full time since 1985, primarily with trade shows and mail order. Two years ago, we stopped the travelling and branched out to eBay!

Recently, I contacted DelCampe with the thought of expanding our activities. However, after three exchanges of e-mails, I determined they really didn't have an understanding of "business models" that were not brick and mortar operations. I attempted to sign up with their program, and sought to enroll as a dealer, having been one full time for many years. Even after repeated attempts to establish my "credentials" with them, they would not accept me because I use a Post Office Box number for business, and would not release my home address to them (or anyone else) because of security concerns. With a retail inventory in 7 figures, security is a major concern. After having explained my background, i.e., named Stamp Dealers' Ass'n for over 40 years, various other credentials cited etc, etc, etc. DelCampe just didn't care...must provide home/street address...apparently security is not on their list of critical concerns for dealers!

Consequently, I declined their membership and any further activity with them. I will continue with eBay alone, and, if asked, will advise any U.S. postal history/stamp dealers of DelCampe's apparent lack of concern about dealer security.

I share this because as the Premier Internet Organization, IPDA should be aware of this philosophy existing in one of the larger Internet Dealers. I hope that you are able to use this information in some manner since I am certain that this affects many dealers. A quick look at the ASDA Membership list will show almost 50% of the members using PO Boxes. Perhaps this is a situation primarily within the USA, but it is still a problem, and to some it will appear to be "snobbish". ***If you don't have a real store, you can't be a real dealer!***

Any experiences to share with us all from other members? Write to me at michaelatipda@gmail.com

STAMPS FOR SALE ON YOUR WEBSITES

How many stamps do you have for sale on your website? I have never counted mine, maybe a 1000 at the very most. Probably nearer 500 And I remember the time it took me to scan and catalogue and write the HTML etc.

Today I received a mail from one of our members — Steve Fletcher <http://www.stampmall.com.au/> — I like his site and have bought from him — great guy and nice materials — and he now has over 20,000 stamps listed on his website. Amazing.

Then I remember another member, my dear friend — if I may be so familiar — as one day I really do plan to visit him in Cebu, Philippe Poppe of Poppe Stamps <http://www.poppe-stamps.com/> He now has over 2 Million stamps listed on his web site. Awesome. Wonderful site by the way and I do hope he doesn't mind me saying this but a role model for many of us surely. Just look at his site and see what he has achieved. It is remarkable. Talking Quality look at his model. "mint and used and study" The "study" are the stamps with ugly post marks or where the quality is not top - these stamps are sold at bottom prices. but many of his customers like them because they can choose the nice post marks they need for their collection



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REMOVING RUST OR TONING

Three emails to me in the past month advising how to remove rust, or toning, or foxing as I think it is also called. I tried one, the first, the simple one using a hand soap actually and it did clean the stamps quite nicely. Anyway, maybe the following is useful to pass on to customers if they ask you.

Thanks to member Don Ion in New Zealand for this guidance: Best I have found is CHLORAMINE T-- this a powder available generally through a good chemist

-- you mix say a dessertspoon with say 100 mls of water [don't worry if it doesn't dissolve] and keep in a small air tight jar

--- for mint stamps you use a cheap artists brush to dab onto any spots -- repeat may be necessary as may be necessary to alter the strength of the potion

-- for used or unused stamps you can actually float the stamps on the liquid in a shallow tray/lid or be a bit more expansive in brushing

I also use a janola solution on badly toned/rusty items with great success providing you don't get too much strong solution onto the face where it could remove colours -- again you need to experiment with strength.

For prevention use silica jel crystals in small pouches and leave in drawers ,etc but not directly touching the stamps also thymol crystals can be bought from chemists and ironed into sheets of blotting paper and the sheets left lying around in cupboards and drawers.

From our Director Ken Sanford: A little lemon juice and salt usually works, but if that doesn't do it, try this product which is used by dry cleaners to remove rust stains from clothes. <http://www.3hangersupply.com/expert-rust-remover-16oz.html> Just a drop on the stain and then rinse in cold water. Try it first on a low value stamp or piece of paper with a rust stain first to be sure it doesn't cause worse damage.

From our Director Bob Bechtel: This is only for used stamps and will remove all gum. Mix 2 drops of household bleach in 2 ounces of room temperature water. Let the stamp soak in it for about 5 minutes then wash the stamp very thoroughly. This will not work though on a stamp that is badly infected and brittle.

STAMP INVESTMENT RETURNS

The following courtesy of Keith Heddle from Stanley Gibbons. All rights and ownership and credits to Stanley Gibbons.

Q. How much did the value of the Bloomberg-listed index for 250 rare GB stamps grow by in the last 12 months?

Choose your answer by clicking one option below:

[-1.39%](#)

[5.56%](#)

[8.38%](#)

[10.56%](#)

Each of these answers actually represents an investment option; rare stamps, gold, the FTSE100 and UK property to be precise. Interesting to see how rare stamps compare... Editors Note: Interesting, and if you read Glen Stephens November piece I referred to earlier (see hyperlink on page 4) you will read similar comments.

CLOSING REMARKS

Well we have our second 6 pager. Thank you to all who contributed ideas and material. I hope you found something of interest. As I always say, please send me ideas or articles. Christmas will be here soon, and I will be looking forward to the articles you will be sending me as my Christmas present... Dream on hahaha maybe more Christmas stamps in the December issue. Send me some scans???

Just wanted to mention the Webring is up and running. IPDA members can join it by going to: <http://clsc.webring.org/hub/internetphilatel> Go down to the green button "JOIN - Add your site" and following the instructions.

Best wishes Michael michaelatipda@gmail.com

