



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



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Volume 11 Issue 3

NEWSLETTER MARCH 2013

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EDITORS COLUMN

Hello everyone, Welcome to the March Newsletter. Does time go faster as you get older, or as you spend more time with stamps? Whatever, another month just shot by and here I am again thinking about what to write. Thanks to those members who sent me some ideas and material.

One thing you will see new in this issue is a Members page where I am telling more about events members have written to me about. Hopefully of interest and perhaps others of you might have events and topics that you can send me so we can keep each other informed.

One little conversation I participated in this month was on a Yahoo club site. I was opening a topic for discussion trying to get some views, and I mentioned that perhaps readers could have a look at my blog for an example of what I was talking about. One gentleman wrote he never reads blogs. He was quite emphatic about it, I never read blogs!

Now in past issues I have tabled the topic of social media, and while I was extremely pleased to get a reply (see next page) I am guessing you are all mostly not into it. Some useful stuff there and Rod does a sterling job managing it and trying to make sure there is some value from having the site - but anyway, why not read blogs? There are some brilliant, informative and very well written philatelic blogs out there. Many written by dealers who really know what they are talking about and do so in an unemotional way. Written to provide information and advice. I found this blog / article through one message I saw on Twitter. <http://31ppurple.blogspot.co.uk/2013/02/re-distribution.html>

Very good blog and if you are into GB then I would suggest something to read every now and again. If you read this page you will find some very useful information - well that is my view. But to not read Blogs.... It just being a luddite in this day and age, surely it is? And I am guessing most of you do not have Twitter accounts. Well why would you?

Do you want to keep across various Philatelic news??? certainly some interesting material on Twitter these days, and for some reason, although I do not post that much, I do have 175 followers, largely Philatelic people. And I enjoy reading the news there. Thoughts???

Surely someone will want to send me a tirade :-). And I do read some blogs. I won't single out too many people but one of our Directors makes a very significant contribution to one such blog. Well done Roy..... Yes at <http://machinmania.blogspot.com.au/>

What has March in store for us I wonder? I am off to Kong Kong and London in a few 2 weeks. I will be picking up some stamps in both places, and some philatelic supplies in Hong Kong. The price of stock sheets is so cheap compared to Australia, The price of glassine or equivalent envelopes is just mind blowing low, so always worth getting some extra stock. I have toyed with the idea of buying enough to add as items for sale myself. And as for tweezers, I can pick these up in the Mong Kok stamp arcade for 10 to 15% of the price I pay in Sydney. Same for most accessories actually. Maybe see if I have any room in my bag on the stop over back from London :-)

Well, that is it from me I think. To finish I would like to show you these stamps. Nothing really special about them I know. I weakened and picked them up on eBay, not because of the value but just because they are really nice and I didn't have this issue. Michael

Stamp of the Month



Very Fine used except it has a pen line as the "cancel"

Is this ok in a collection? I will try to remember to discuss in the next issue as I had quite a few views from readers of a few stamp groups during the month on this topic. By all means write to me.





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WORLD STAMP EXPO—MELBOURNE AUSTRALIA 10—15 MAY 2013

I have written about this event for past two months and yes ok I have not made my travel plans; I accept I am a big culprit as well, but does anyone have plans to attend? Would be great to meet up with some of you. (Glen, I will find you and first beer is on me :-)

If you are planning to attend please drop me an email at michaelatipda@gmail.com

Day passes available for sale I understand. The cost is just AUS \$10, available from Australia Post www.shop.auspost.com.au

Can we arrange something in advance so we can all meet up? And even something to help promote the IPDA. I think there are 16 Australian resident members and one in New Zealand of course. Anyone thinking of going? I look forward to hearing from you. For more details visit <http://www.australia2013.com/>

If you do nothing else please have a look at this brilliant web site promoting the exhibition <http://worldstampexpo.com.au/>

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Australia Post stamp issues announced April 2

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BUY TICKETS **BUY SOUVENIRS** **WIN**

Australia 2013
Centenary of Kangaroo Stamps

Any anyone attending spotting my deliberate anomaly here will get a free beer!!!!!!!!!!!!!!



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MEMBERS NEWS

Member Andrew Richardson from the UK has launched his new website at <http://www.richnoddystamps.co.uk/>

Very nice site. Lots of very good material, from a quick look through. I particularly enjoy the Aircraft Thematic pages. Well done Andrew and don't forget to add the IPDA logo :-)



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Richnoddystamps

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Welcome to my new website. Please click on the images below to start seaching.

BRITISH COMMONWEALTH



PRESENTING YOUR STAMPS ONLINE FOR SALE

Do we often think that many of the stamp listings on sites such as eBay, BidStart, DelCampe, etc. use stamp images that, frankly, leave much to be desired. Many dealers are using digital photos of stamps rather than scanned images. And many of the ones who DO scan their stamps don't seem to know the proper way to adjust their images to compensate for lighting, lack of sharpness, etc., or use poor quality scanning equipment.

Since our association is comprised of dealers who sell their material via the internet, one member has offered to write tips and tutorials on preparing stamp images for the internet.

After all, a picture speaks a thousand words. The quality of an image used in a listing can be a reflection of the professionalism of the dealer that posts it.

This is planned for the April issue. If anyone else wants to send thoughts on this topic please email the editor at michaelatipdat@gmail.com



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NEWSLETTER JANUARY 2013

BRANDYWINE VALLEY STAMP CLUB

Brandywine Valley Stamp Club

~ Delaware's Largest Stamp Show ~

Brandywine Valley Stamp Club's DELPEX Annual Stamp Show

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The Brandywine Valley Stamp Club usually meets on the second

SAVE THE DATE! APRIL 20, 2013

Highlights for 2013:

The Delpex Bid Board Listings Catalog!

The [2013 Bid Board](#) with **388 Lots (!!!)** is now available for your inspection.

The Bid Board will close at **3:30 P.M.** at the sound of the Air Horn!

New This Year - Premium Raffle Lots!

Tickets: \$1.00 Each or Six for \$5.00

Need Not Be Present to Win. Tickets will be Mailed

Many of our members will not be able to attend this but I hope it is an event worth sharing with you and maybe you can pass it on to your customers if applicable. More details are available at <http://www.brandywinevalleystampclub.com/Delpex-stamp-show-2013.htm>

LETTER TO THE EDITOR — WITH THANKS TO RALPH SCHNEIDER

Just to let you know that I do read your monthly newsletter but am one of those members who seldom responds.

I enjoyed your comments on the social media in the January newsletter. I do not use the media to promote my business and am frankly highly suspect of the medium. I have only a Facebook account which I have not used to promote my business. As a mail order business I use a postal box as a business address and did not enter my address into the Facebook system. Nevertheless when one visited my page there was a map clearly marking my physical location. It took me a hour to figure out how to remove the map. I also discovered that when someone contacts me via Facebook and I respond to them via a separate email - not on Facebook - the response is somehow picked up and displayed on Facebook anyway. Obviously Facebook software is accessing my computer. I am considering just removing myself completely from Facebook.

75% of my sales come from my website. I advertize with Google and get most of my new customers from Google searches. Five years ago 20 per cent of my sales came from the internet. I sell on eBay only to unload excess inventory or inventory not consistent with my specialties. I do buy a bit on eBay but mostly relatively common items needed to fill holes in my inventory. I am often embarrassed at how little I pay for some purchases. I see a wide variety of selling strategies displayed on eBay and obviously some of them work well enough to keep some dealers in business. Selling through my website, however, has proven much more successful for me. It always surprises me to note few dealers run storefront web sites.

I apologize for being one of the silent majority IPDA members. As a one man operation who maintains an up to date 25,000 item inventory on my web site, publishes monthly price lists and newsletters, and runs the Austria Philatelic Society (US) I just never quite get to it. *Editors Note: Ralph, Great to hear from you, and no apology necessary. And 25,000 items in inventory.. WOW!!! Maybe you will have a comment to the article on Page 6. Other member may be interested in Ralph's excellent website at <http://www.rschneiderstamps.com/>*



GLEN STEPHENS WRITES — RE-PUBLISHED WITH KIND PERMISSION

There will be an auction by Phoenix Auctions of the Stuart Hardy Kangaroo Collection on May 9th - the evening of the opening of "Australia 2013".

Phoenix kindly forwarded me an advance copy of the sale catalogue this week - I have never **seen** so many 5 figure estimates in a sale catalogue - what a sale.

That sale will include the unique fresh MUH block 24 of the Small Multiple Watermark Kangaroo shown nearby.

This piece I suspect will fetch a phenomenal sum – WAY in excess of the very conservative \$A100,000 estimate. The ultimate Roo block!

Most experience dealers I have asked have tipped an invoice figure of \$200,000 to \$250,000 and if a couple of well-heeled collectors or exhibitors are determined to secure it .. the sky is the limit.

The Roo block, or this Kookaburra Miniature sheet? Well known Industrialist and stock market identity Sir Ron Brierley is understood to have been the end purchaser of the 1928 Kookaburra miniature sheet imperforate, at the recent Stuart Hardy "KGV" sale, invoiced for **\$A326,200**



Would I rather own this Roo block, or the Kookaburra Mini Sheet for the same purchase price – the Roos, no contest.

Brierley has for many decades bought interesting stamps and collections, and once owned Stanley Gibbons Australia, so is no novice.



I have it on very good authority Brierley last year bought a GB 1d 1865 "Plate 77" on piece from Stanley Gibbons, allegedly for £550,000 (\$A880,000) as I reported at the time.

Would I rather own FOUR of the unique Roo part sheets (IF they existed), or a VERY ordinary looking used GB 1d red piece for the same purchase price – **TOTALLY** no contest.

A number of GB Plate 77 stamps exist, both mint and used, and a recently discovered cover bearing THREE examples, was recently given a Certificate of Genuineness.

The unique Roo piece was originally a full pane of 60, bought from Robson Lowe in London by Ken Baker for £20 each in the 1960s, who on-sold the bottom 36 units to Hardy for £1,080 at that time.

As always, many thanks to Glen for allowing me use his material in the IPDA Newsletter. His full article can be found at <http://www.glenstephens.com/snmarch13.html> and in the March 2013 issue of Stamp News Australia.


NEWSLETTER MARCH 2013

BIDSTART STORE

I have to say there is a personal bent to this but I will explain why this topic came into my head

I was looking at a new members link and saw he had a Bidstart Store <http://www.bidstart.com/shop.php?userid=100676> and very impressive it is. Well done Doug.

Noernberg Stamps



STOW LOCAL POST

Presented By: noernberg

Hello, and welcome to Noernberg Stamps! On bidStart/StampWants since 2005! APS member #209752, IPDA member #201 and MPPC member #877. Don't want to see the spacefillers? EASY! Just click "Ignore Spacefillers" on the left hand side and Good-bye! There are also other custom searches to help make your browsing easier. Thank you for visiting!

Earn 5% bidStart Bucks! Info?

Search Store For:

in All Categories Go

Our Newsletters :: About my "Higher Quality Stamps" :: Listing Terminology & Acronyms :: Help and Tutorials :: Terms and Conditions View All Listins

Excellent quality material from what I looked at, Well described (certainly the one difference I see between an IPDA member and the casual seller is the casual seller has no idea how to describe stamp quality, let alone offer the quality IPDA members seem to offer). Anyway I had a suggestion given to me by another IPDA member and because of that I started my Bidstart Store (thanks Don). And I am (was !!!) feeling pretty pleased with myself for listing 2190 items over past few weeks; but how impressed was I when I saw Doug had just over 8000 items in his Store.. Ye gods man where do you find the time :- and before you all start writing to me about how tiny these numbers are compared to your stock, (2 million items on Philippe Poppe's awesome website at <http://www.poppe-stamps.com/> or 34,500 on Steve Fletchers website at <http://www.stampmall.com.au/> or Ralph Schneider's 25,00 on his website at <http://www.rschneiderstamps.com/> just to name a few. I really am also saying how do you do it and is there something you can share with us..... What is your filing system? Here is mine :- Each stamp filed in a black stock sheet piece with the Bidstart reference number.... Easy to find when orders come though as they are in numeric order. Mine doesn't take that much space, How do you do it I wonder?

Any advice or hints and tips for us? Any photos to share?



CLOSING REMARKS

Best wishes to everyone Take care, and every success with your business. I welcome ideas and materials for inclusion in the Newsletter, and thank you to those who contributed to this one

Michael michaelatipda@gmail.com