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September 2013
Volume 11 Issue 9

NEWSLETTER SEPTEMBER 2013

EDITORS COLUMN

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Hello and welcome to the September issue. I am back in Hong Kong again, having spent the past month commuting between Sydney and HK, and really, I am over the over the flying bit. Especially the daytime flight. Over night is fine, a drink, or two, a meal, a movie and 5 hours sleep. But the daytime flights just don't do it for me. Wish Qantas would put that over-night flight back into their schedule. Certainly the travel has precluded me from spending much time on philatelic activities. So maybe I will have little to write about. Thanks for those who sent me some ideas. I appreciate you taking the time as no doubt you are all as busy as me in your own ways.

Last month I wrote about the then upcoming AGM. Well it was held as planned and we got through the Agenda in a very efficient and productive way. Thank you to those who sent proxy votes.

We should start by welcoming our new incoming Chairman. Bob Bechtel, pictured to the right. Well done on the appointment Bob.

Great to have him as our Chairman I think. We also have a new face, although very well known to many I think, in Allan Oliver taking over the reins as our webmaster. I mentioned this last month I seem to recall but I mention it again because Allan is now officially a Director. Allan was our saviour when we had internet problems a month or so ago and when Roy was otherwise occupied with family matters. I for one, and I am sure I will be echoed, want to acknowledge the enormous time and effort Roy put into the website over the years. We cannot thank him enough for his contribution.

While on the website, I do hope you have time to have a look at <http://www.ipdastamps.org/>. It has a bit of a new look and feel as I mentioned last month. Allan has done a lot in a short time to get the benefits of IPDA membership upfront on the home page, along with a few other new features like the Classified Section, Dealer Discounts and the Register of Specialists.



Stamp of the Month



A piece on an eBay seller on page 4. This advertised, but with honest description cheap and nasty bin, yours as space filler but why would you? - even for \$5 plus P&P.

Please also don't forget the IPDA Chatroom, which can be found at <http://chatwing.com/ipdachat>. Most of the activity in the Chatroom seems to be around 7 PM US Eastern time. However, the chat room is open 24/7 for all members. If you have any questions about it, please feel free to contact our General Secretary Bill Lehr, Webmaster Allan Oliver or Bob himself, or email me of course. All our emails are on the Members List page of course, or you can find them [here](#)

Another new face on the Board is Vonna Bechtel, our new Treasurer. Great to have you on the team Vonna.

This issue stretches to 8 pages. Thanks to the contributions of course, especially the excellent material from Glen Stephens and Bill Lehr. Little of my ramblings - thankfully, I hear you whisper :-). I did have an idea for an article the other day because I read about the new version of the 787 - a stretched version and I thought maybe a piece on it and stamps which show the 787 would be interesting..... sadly not enough space :-). Which makes me think, if you have a thematic interest why not write a piece for us. We will have a new thematic idea developing I think in the coming issues. See last page!!

Well that is it from me for now.

I hope something on the following pages is of interest, and as I always say, I will be delighted to get feedback and ideas or even articles for future issues. Best wishes.. [Michael](#)



GLEN STEPHENS—MARKET MATTERS REPRODUCED WITH MANY THANKS

One of my favourite writers on and of the stamp scene is Glen Stephens, one of our members. It is with full acknowledgement and thanks that I reproduce some of his latest writings. Informative and, I hope you will agree, interesting. This from his September 2013 'Market Matters' column which is widely published, including in Stamp News Australasia. Excellent material Glen, I really enjoyed reading this issue and I hope you enjoying your travels and especially Madagascar.

Kangaroo CTO cancels are HOT!

As I have typed 1000 times over 30 years of writing columns here - "Knowledge Is Power". If you do not HAVE the knowledge you cannot possibly hope to profit from things that look totally ordinary - to those without it! The 3d Kangaroo was just invoiced at the Phoenix Auction on July 20, for \$A1,864 due to the cancel.

That is around the price a £1 1913 Kangaroo sells for used. But we all KNOW that is a \$1,850 stamp! WHY the huge price? Well anyone who has spent \$100 and ordered new ACSC "Kangaroos" Catalogue will know.

It does not have a flaw, scarce die, inverted watermark, scarce shade or the like. The stamp itself is perfectly ordinary. It is simply the Brisbane CTO cancel that created the big price – over double the auction pre-sale estimate. Would YOU have known this was an \$A1,864 cancel



"Knowledge Is Power". One cancel like this on a circuit book page or dealer stockbook will pay for the new book 18 times over! Retail with a non CTO cancel is \$15 retail on Richard Juzwin's price list and all dealers will charge that kind of figure. I just bought a second watermark 5/- Kangaroo with a CTO cancel of the thin fine design type used on the 1913 issues. A pretty normal looking used stamp, with usual somewhat "fluffy" perfs, and a part "Melbourne" cancel. That cost me at a large public auction a tiny fraction of the \$4,000 ACSC value - ACSC 43w. It has a "Deformed Spencer's Gulf" plate flaw, so is actually catalogued 50% higher. "Knowledge Is Power".

Arthur Gray brought me over his superb Kangaroo and KGV CTO collection to scan and list on [Stampboards](#). This copy to the right, A \$3,500 cancel essentially! Apart from Arthur, the Australia Post Chapman collection has 1 example. Other than that, I assumed none existed. NEVER assume anything.



At least THREE examples of this 5/- CTO cancel are now recorded, one of which resides forever in the Australia Post Collection, and Arthur is not selling his CTO's any-time soon. The ACSC has just \$4,000 on this, especially when one notes what a CA Monogram single is rated at - \$35,000. Three of those are 3 known, PLUS a plethora of blocks, pairs, and strips as well - the future of the really scarce CTO's looks very solid at today's low levels. It sold for \$A3,500 within one day of being added to my Rarity page, CTO's are HOT!

New discoveries possible.

Many things exist that are not yet listed in the ACSC, even the new edition. Did you know the very CHEAPEST 1d red Kangaroo CTO stamp listed is \$A80? Well you do now! [Stampboards](#) has had detailed discussion on these CTO's – 1000s of posts, and some of that info is transcribed here - tinyurl.com/ozCTOs

I was recently sold a 5/- 1913 Kangaroo with the glossy black Melbourne CTO cancel. It was fresh, and had full gum. No big deal about that, except this one was perforated large "OS". Not recorded as existing in ACSC, so many would assume it was fake.



GLEN STEPHENS—MARKET MATTERS **REPRODUCED WITH MANY THANKS**

American Centering Madness

As a current example of the price stupidity still prevailing in the American market, these 2 stamps were consecutive lots in the same USA auction on July 16.



Please excuse the curious "woolly" looking scans, but they were the best possible off Auction website.

This 5c Jamestown stamp is Scott 330, Cat \$US125 hinged, and \$US310 unhinged mint. A fairly readily obtainable stamp, being worth about the same as a 1/- Kangaroo. One stamp is 32 times pricier

Near all dealers anywhere on the globe would price a \$300 type catalogue stamp that looked like these, at about the same price each, if gum was good on both. They were consecutive lots. Both had Certificates confirming they were MUH, original gum. One was invoiced for \$US345 - the other \$US10,925 (\$A12,000) - near 32 times higher priced. I'll let you guess which stamp is which. Is one centered 32 times better than the other, to your eyes?

Would anyone else like me, prefer to have 32 of one, for the price of the other? In 10 years' time that will be proven MOST wise. For way LESS than that same \$A12,000, I or other dealers can sell you a quite superbly centred, faultless 1913 £2 MVLH Kangaroo. Even the very BEST of the 1913 £2 SG16s in the Hardy sale did not bring that figure.

Hawaii early covers hot.

Bidders at Siegel's were thankfully out in June, buying things that WILL stay valuable! Collectors generally seem to know what individual STAMPS are multi-million dollar pieces, but often covers are overlooked. On June 25 an 1852 cover from Hawaii sold for \$US1,950,000, PLUS 15% "fee" = \$US2,242,500 invoice.

As I type this, that converted to near exactly \$A2½ million.

You can buy a pretty decent MANSION for that in most cities in the world. "The Dawson Cover" was offered by Siegel Auction Galleries in New York, and was part of the Steven C Walske Collection of Hawaiian Postal History.



"The Dawson Cover" is the rarest and most important cover in Hawaiian postal history. The envelope is the only known cover bearing the Hawaiian 2c value "Missionary" stamp. Indeed it is the only cover to boast two different denominations from the "Missionary" stamp series. It is addressed in the hand of William C Dawson, to "Miss Eliza A Dawson, Care Jacob H Dawson, 273 Cherry Street, New York". We are lucky it survived at all, considering the cover was bundled into a factory furnace along with other correspondence in 1870. Fortunately, the package was wrapped so tightly that the fire went out, and the cover remained unharmed - aside from a small scorch mark at left side. It was only discovered 35 years later, long after the factory had been abandoned. A cleaner preparing the space for reuse found it among the ashes. Some find - a \$A2½ million cover - and other choice covers were found in the same ashes.

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EBAY DREAMERS –REPRODUCED FROM GLEN STEPHENS MARKET MATTERS SEPT 2013

Editors Note: Something we all talk about and certainly a topic I have written about. This a classic example. Thanks Glen for this piece.

eBay does not seek any minimum IQ level for sellers. All you need is a valid credit card to pay all the fees. Anyone with a vivid imagination, and a piece of junk can list it up, and pay the smorgasbord of eBay charges and extras, that make them rich!

[Stampboards](#) has a very popular thread titled: “eBay and Other On-Line Dreamers - A Photo Lot Compendium”
tinyurl.com/EbayDreamer - is the link to it – take a good look if you are having a bad day, and want to chuckle at the stupidity virus that is raging globally in the stamp world!



It has over 3,000 messages on it, and 165,000 pages views, so plenty of folks find it entertaining! One genius, “anra1” (from Queensland - where else!) has been trying to flog this faded or bleached (or both) 3d Queensland stamp for ages. First at \$A12,000, and then in a moment of inspiration, near HALVED the price to just \$A6,600 as you can see. REAL world value more like 12 CENTS. Sadly that did not attract a cashed-up Bunny, and it is back to \$A12,000 as I type this. On eBay having near gibberish lot headings seems mandatory, and here we have “(R2-22)1876 AuStates QLD3dChalon variety Half Green&Red” Postage is only \$4 however, and you CAN make offers. Gotta love eBay.

A EUROPEAN PERSPECTIVE

Browsing the internet looking for ideas for this Newsletter I came across a site that listed European Stamp magazines. Some dead URLs but a few I thought I would share with you.

This one for Norwegian Stamps.

<http://www.martinroe.com/StampMagazine/>

This one from the Netherlands, after using translate.
Informative looking site

<http://www.filahome.com/index.htm>





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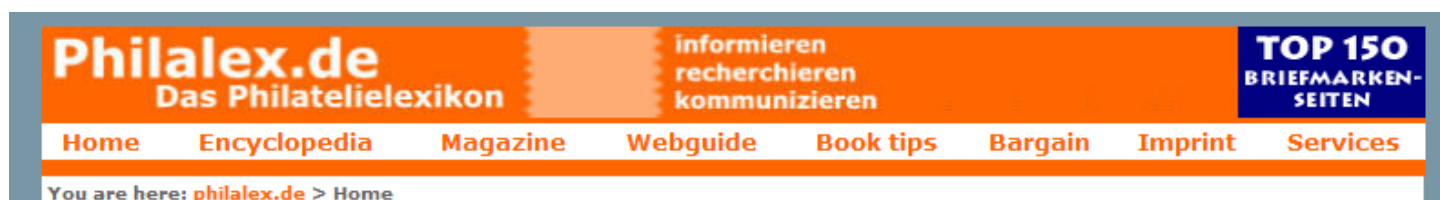
A EUROPEAN PERSPECTIVE CON'T

This one from Germany, Again, after using Translate.

This looks to be very useful if this is a country you have an interest in, as I know some of our members do - but sadly it is rather dated <http://www.klassische-philatelie-pichl.de/>



And, since I have the space. This final one from Germany <http://www.philalex.de/>



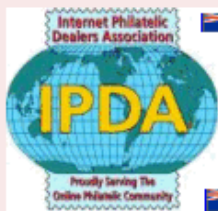
For more countries in Europe have a look at <http://www.2-clicks-stamps.com/stamp-literature/stamp-magazine/online-stamp-magazine.html>

ONLINE PAYMENT SERVICES

We are all familiar with PayPal – perhaps a first choice online payment service for many. I remember when I first found PayPal they had 5million members. Today they have 132 million active accounts in 193 markets and 25 currencies around the world and they process more than 7.7 million payments every day. Awesome eh!!!

However, there are other service providers and in this article <http://sixrevisions.com/tools/online-payment-systems/> you can read about the authors top 10 online payment systems for accepting payments on the Web. The article starts with a useful introduction and things to know about online payment systems. Before giving a review of the 10, including pricing and features.

While many of the companies on this list have been available to online merchants for years, many are also now getting into new areas of online payments such as social commerce and in-store online card reader systems.



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PLATE CRACKS AND OTHER MYTH-CONCEPTIONS ABOUT U.S. POSTAL STATIONERY - BILL LEHR

Myth-conceptions says a lot in two words.

Most of these myths are misrepresentations for the conning of the unwary buyer. These myths and misrepresentations apply to more than just U.S. postal stationery.

Plate cracks on envelope stamps do not exist!

A crack in a printing die collects ink. This results in the crack printing as a solid streak of color. These streaks will recur in the same position on multiple stamp impressions.



U.S. envelopes are embossed and printed in one step.

Recessed steel dies, not plates, are used. The die is inked and then the paper is forced against it by a resilient platen below the paper. The platen forcing the paper into the die causes a certain amount of wrinkling or pinching of the paper. As a result of the pinching or folding, no ink is applied to the paper inside the fold. Close examination reveals that these ink voids have soft, irregular edges. These paper pinches are more common on rotary press printings. Rotary press printings contact the top of the die first which results in most of the voids being in the bottom area of those stamps. Frank Pogue, noted postal stationery EFO collector, dubbed this variety the "die pinch crease". These die pinch creases occur almost solely in the area between the two circles of value along the trailing edge of the die.

Sometime in philatelic history, a greedy individual labeled the die pinch crease as a plate crack in an attempt to add value to somewhat common material. These "cracks" are a normal part of the printing process and add NO ADDITIONAL VALUE.

Not Scott listed!

That resounding phrase "Not Scott Listed" is believed to have magic powers! Sellers of all varieties seem to think that if a philatelic item is not listed in the Scott Specialized Catalog, then that item must have great value. Space and other constraints restrict the information that can fit into the Scott Specialized Catalog. Lack of a listing or mention of an item does not give that item extra value. Working die varieties, knife varieties, watermark varieties of postal stationery are generally ignored.

Buyers' and bidders' samples and specimens, essays and proofs, express overprints, penalty overprints, precancel town and types, pictorial permits, fakes and forgeries, and many errors, freaks and oddities are just not listed. Specialty catalogs exist to cover most of these areas. Some items even have less value than a Scott listed counterpart (especially many penalty overprinted items).



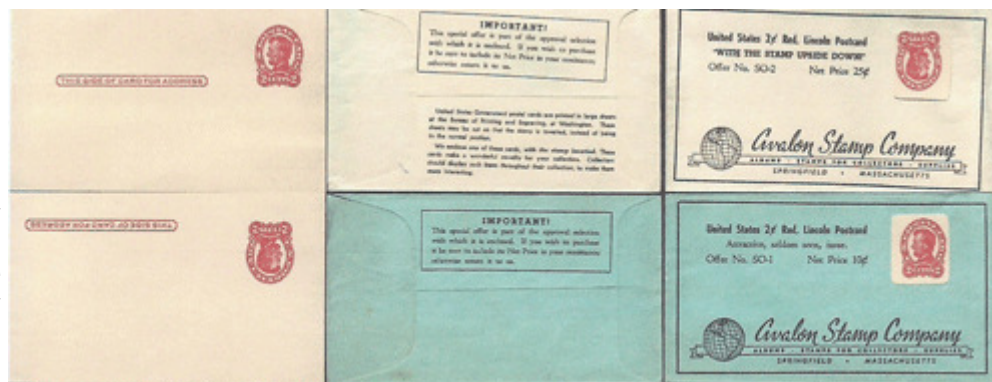


INSIDE STORY HEADLINE

Miscut postal cards

All miscut U.S. postal cards are not errors.

Commemorative, international, airmail and "library" postal cards were sold only as individual cards. Any of these cards found to be miscut must be due to faulty production. Definitive postal cards were sold to the public both in sheets and as individual cards. It is impossible to prove that a miscut definitive postal card is a genuine error. Do not believe claims to the contrary. Fake miscut cards have been known to 'escape' from post offices. Some miscut cards were produced by collectors just for fun. Some miscut cards were produced by careless private printers. Other miscut postal cards were deliberately produced and marketed as genuine errors. This practice was so prevalent that Jack Gardner, noted postal card dealer and editor of the *Postal Card Specialist* in the early to mid 1970's ran advertisements offering to create any style of miscut card imaginable. Gardner did this in protest against the large number of fakes on the market. These curiosities are collectable, especially with a printed envelope from an approvals dealer. VALUE IS MINIMAL, \$1.00-\$3.00 per card is reasonable, not \$9.99 each and up.



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But its postal history...

Anything bearing evidence of having been transported in the mails is technically a postal history item. Does this imply that anything postally used has extra value as a postal history item? No. A common stamp or envelope with an equally common cancel has no more value than any other used item. Calling this postal history DOES NOT INCREASE THE VALUE.

Error of color?

Genuine errors of color and errors of value are known. Errors of value occur when the wrong die is placed on the printing press. These errors of value are frequently labeled errors of color.



Changelings



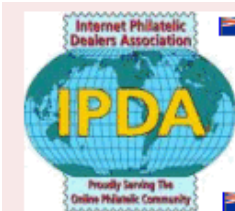
Error of Value

Complete changelings, like the burnt brown on blue letter sheets (Scott U36), are known. But what about this partial color error, 2¢ circular die 134 on white? Part of the stamp appears to be printed in the brown of the 1 1/2¢ circular die. An amazing find, if genuine. Close examination reveals that the brown color has occurred due to some chemical reaction with the original carmen color. That color error not listed in the catalog and without a certificate from an expertising authority, is probably a changeling. If produced by nature a color changeling is a faulty stamp and worth CONSIDERABLY LESS THAN CATALOG VALUE. A color changeling deliberately produced is a FAKE

But its old/antique/retired (pick your favorite adjective)

Collectibles have little or no intrinsic value. Value is determined by condition and demand. Retired postal stationery is just postal stationery no longer in print. Antique postal stationery is, by definition, 100 or more years old. And old is just subjective. Postal stationery from 1950, for example, might seem old if you were born after 1970. We should say 19th century or 20th century or classic (from the 1st 100 years) or contemporary. Putting old, antique or retired in a description DOES NOT ADD VALUE.

If you have been the victim of any of these myth-conceptions, do philately and your fellow collectors a favor and DON'T PASS IT ON.



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WATERMARK DETECTING

Editors Introduction: This from our UK and Europe Director Roger West, which I thought would be interesting and something you might also find useful if you get similar questions from your customers. Thanks Roger.

One of my customers recently asked me how I identified a watermark. This customer was quite an experienced collector, albeit essentially thematic, but it occurred to me there must be many like him who are uncertain as to the procedure and I thought it would make a good start for our 'Questions & Answers' section. If no one has any serious disagreements with my answer, perhaps Allan could include it in our Features section. (ED Note - this refers to our website and another service we are providing Members)

My Answer: The traditional method of paper-making involved the paper pulp being passed over a very fine mesh onto which the watermark design (or bits) are fixed. Under pressure, the water is expelled leaving the finished paper with the watermark. This watermark is actually a thin in the paper and can be identified in a number of ways. Modern manufacturing techniques have advanced to the point where some watermarks are virtually unidentifiable.

The classic method is to lay the stamp face down on a black tray and immerse it in benzene (petroleum ether) and magically, the watermark appears. No damage is done to the stamp and the fluid will dry in air within a matter of seconds. Benzene is available from Chemists but nowadays, it is classed as a poison and may be difficult to obtain, however ordinary lighter fluid (Ronsonal) is a good substitute and again will not damage your stamps. Be warned though, the fumes can be a bit unpleasant and please take all care with such material and have no flame around at the time of using.

There are several manufactured aids for watermark detection –

MORLEY-BRIGHT method employs a sachet of ink onto which the stamp is placed and then subjected to pressure from a roller. The watermark is revealed by the ink appearing darker on the parts of the stamp where the paper is thinned.

SAFE SIGNOSCOPE involves the stamp being placed between two thick pieces of glass and a light shining across the surface.

STANLEY GIBBONS also produce a similar system involving pressure and a light source.

SCAN METHOD scan the stamp in grey-scale with a black backing at a very high resolution. By adjusting the contrast the watermark appears.

And, as a final comment it is worth remembering as I am sure we all do that major stamp catalogues display each country's watermarks and watermark fluid is still supplied by many stamp supply dealers.

A TOUCH OF HUMOR AND SATIRE BY VONNA BECHTEL

I would like to introduce you to Freddy Frog, One of the many citizens of Froglevel. Freddy is well known as the lead singer and guitarist in the famous Fiddling Frog Quartet of Froglevel. As it happens Freddy has been leading a double life. Easy Rider Frog by night and Phrog Philatelist by day. He has long harboured a love for amphibians on stamps with a preference to frogs. Of Course.

He has recently decided to make the leap from collector to dealer and is asking the readers of this Newsletter for suggestions on just what one does to make the jump from collector to dealer of amphibian stamps. These suggestions will be used as the basis for Freddy's adventures into the world of stamps.

Along the way you will meet his friends, Croaker, Legs, and Hopalong and his best friend Arlene Armadillo who has taken a flight of fancy towards aeronautic philately.

CLOSING REMARKS

No room for any additional erudite (hahahah) thoughts today. As always, write your views, articles and ideas to me at michaelatipda@gmail.com . Best wishes.. Michael