



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 1
August 2014
Volume 12 Issue 8

NEWSLETTER AUGUST 2014

INSIDE THIS ISSUE:

EDITORS COLUMN	1
PHILATELIC INVESTMENT SCENE	2
NEW MEMBER SITE	4
QUALITY FRANKING FROM HONG KONG POST	4
PROMOTING THE IPDA	5
BUYING STOCK - THE UPA	6
LETTERS TO THE EDITOR	7
HONG KONG NEW DEFINITIVES	7
BOOK REVIEW	8
CLOSING REMARKS	8

EDITORS COLUMN

Welcome to the August edition of the Newsletter. It is Friday night and to show my commitment to the IPDA I skipped drinks after work to come home and start writing this issue. Big ahhhhhh!!!

Do you remember me saying "July should be a quiet month, dream on I think". Well I was spot on. July has just shot by and I am a bit late with this issue. Did you notice? Ok don't answer that.

What have I to report. Well nothing significant from the IPDA although I have - or should I say will have - a piece to remind you about the IPDA and what we offer - page 5, just in case you want to promote us to colleagues who you think worthy of joining.

I did mention in my last Editorial that I am off to South Korea for the PhilaKorea Stamp Show. That is next week and my efforts there, apart from enjoying the show, will be to try to promote the IPDA where and when I can. And, since I have heard from no one I assume we have no members going?

A highlight of my month - yes you can tell how I need to get a life - was reading the editorial from an American stamp organisation devoted entirely to a bagging of the membership for not writing, contributing or participating. Thanks to the member who sent that newsletter to me. I felt great after reading it. Now I know I ask for articles and ideas - and don't get me wrong - I do get good support from many of you, but of course I would like more, and at least to know you read my ramblings sometimes. Anyway given their organisation was over 300 members, if my memory serves me right, I feel we don't do too badly by comparison. Of course if all 80 plus of you email me for some of the new Hong Kong definitives - you will have to read the Newsletter to find out what I am referring to - I will be happy to know you are there :-)

Bill Lehr, our General Secretary/Membership Secretary - who we should thank for his commitment and work for the IPDA - writes to me about new members. Welcome to our new members if I have not already welcomed you, although I see we lost a few in the past months. Seems £20 was too much. Or what? Surely what we can add is worth that. Of course what you can add will make it worth all the more. That reminds me, one of the topics on the IPDA website is a comparison of the IPDA and other philatelic association. Worth having a look at if you are thinking of talking about the IPDA to colleagues. Click [here](#) to go to the page

Anyway, back to new members. One new member to welcome is Mark Humphreys from the UK. More on his philatelic associations on the following pages.

Finally, I came across this site. Saw it ages ago but just refreshed my memory. [Zillions of Stamps.com](#) is a searchable online database that aggregates the inventory of more than 150 dealers to provide collectors with a quick way to find just the stamps they're looking for. Has anyone any experience with this site? Please write to me and perhaps I can do an article if you think that worthwhile.

[New Search](#)[Refine Search](#)[View Cart](#)[Checkout](#)[Help](#)

Stamp of the Month



SG339, one of a set of three issued in 1964 to commemorate the 25th anniversary of the first Fiji - Tonga Airmail Service. Stunning colours in this issue.

That seems to be my space filled :-). Have a great August and don't forget to write to me with ideas and articles. Best wishes.. Michael michaelatipda@gmail.com



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 2

August 2014

Volume 12 Issue 8

NEWSLETTER AUGUST 2014

PHILATELIC INVESTMENT SCENE

A topic that some readers have asked me to write about is the Philatelic investment scene. Perhaps a tricky subject but in the following I hope I am able to provide some information and some further sources if you wish to read more. I will start by suggesting a read of [this web site](#) I am not sure how current the writing is but even if dated it still seems pretty informative to me. Many drop downs from the Main menu bar to choose from.

➤ [PhilatelicInvestor](#)



Also while researching this I came across [this piece](#) on the internet. Written 8 years ago it would seem and full credit for the text to mjs_philatelics who I know nothing about other than the individual is an eBay seller with a very good number of feedbacks to their name.

Interesting opening remark, which may need to be updated with the recent sale of the 1c Mauritius stamp ... and I quote .." I often notice many collections and lots being billed as "great investment". Most of that is just hype and rhetoric used to sell that particular collection. First thing one should realize that ANY stamp with a fault should not and cannot be considered as an investment. A dealer will pay you very little or nothing for a stamp with faults when it comes time to sell your portfolio." End of quote. I think we all understand the message here but there are exceptions aren't there.

Another site I found is [here](#) I certainly enjoyed reading the page Investing in Rare Postage Stamps. Some trivia from the page for you to consider.

Historical returns: Stamps have been a respected asset with investors for decades and have continued to perform well during the recession, much better than the stock markets. As tangible assets they excel during times of high inflation.

Liquidity: There are an estimated 50 million serious stamp collectors globally, and the finest rare stamps are always in demand. Rare stamps have worldwide recognition and global tradability.

Low volatility: Prices are underpinned by the sector's large and passionate collector base - collectible stamps are a \$10bn pa global market. In addition, hundreds of books and price guides exist. This extensive data increases the level of comfort for investors. There are no nasty surprises.

Limited supply: With only a finite supply of investment-grade stamps available, prices can only rise as demand increases.

Growing demand:

Baby boomers now own 80% of the world's wealth: As they enter retirement, baby boomers will return to hobbies of their youth and spend their disposable wealth on investments such as rare stamps.

By 2030 some 2bn extra people will be in the middle-class bracket, Goldman Sachs predicts: This demographic produces the majority of investment-grade stamp collectors.

China, the world's booming second-largest economy, is a nation of stamp collectors: There are an estimated 18 million enthusiasts. This figure will rise sharply as both its population and prosperity continues to grow.

The growing economies of Brazil, Russia and India will also boost demand: India already has 2 million stamp collectors. Its rapidly expanding middle class can only increase this figure.

Stamp collecting is an increasingly "aspirational" investment, with leading collectors fighting over the best pieces.



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 3
August 2014
Volume 12 Issue 8

NEWSLETTER AUGUST 2014

PHILATELIC INVESTMENT SCENE

..... CONTINUED

And some historical performance from the same page

The 30 rarest stamps from Great Britain have brought an average return of 13.2% CAGR since 2002, according to the GB30 Rarities Index. In 2013, it realised an increase of 4.4%, demonstrating the buoyancy of the market, with the average annual increase standing at 3.4%.

What was described as the "finest and most attractive Penny Black cover in existence" sold for £348,000 (\$556,045) in 2011, a world record for a Penny Black.



\$556,045 in 2011: The world's most valuable Penny Black ever auctioned

Tracking the top 200 investment grade Chinese stamps, the China 200 Rare Stamp Index has posted an impressive compound annual growth rate of 11.6% over the past 23 years, with the value of the index rising by over £4m (\$6.5m).

A mint condition 1968 The Whole Country is Red set a new \$1.15m record for a single Chinese stamp at auction in May 2012.

The record for any stamp sold at auction was set in June 2014 at \$9.5m by the legendary British Guiana 1c Magenta. This has brought a huge surge in interest to the stamp collecting market and auctions since have seen very encouraging results.

Bill Gross bought a plate block of four Inverted Jenny airmail stamps for \$2.97m in 2006 - the highest price ever paid for a US stamp item. It had last sold for \$1.1 million in 1989 - a 6% pa rise.

While the site contains plenty of information on many collectible themes the pages from [here](#) are all about stamps, and in my view well worth a read.

[About Us](#) | [Our Expert Panel](#) | [Contact Us](#) | [Press](#) | [Site Map](#) | [Careers](#) | [Home](#)

PaulFraser
Collectibles

Advanced Search

Friday, 1 August 2014

[News Categories](#) | [Features](#) | [Collectibles For Sale](#) | [PFC Auctions](#) | [120% Guarantee](#) | [Investing](#) | [Newsletters](#) | [Blog](#) | [Wiki](#)

Finally, I read a news brief from Keith Heddle, Investment Director at Stanley Gibbons. Part of his latest news letter mentions about the China market; "China remains very much a boom market, growing by over 21% in the last two years alone. We can't source material quickly enough to fulfil demand" You can read more [here](#) Interesting document.

I do not know anything about the China market and I am here! Which reminds me, I will be going to the Interasia auction later this year. From past experience a very enjoyable day, and I expect I will see more for myself about just how buoyant the market.

If you have any sources or thoughts about the investment scene please share with me and maybe I can do another article in the coming months.



Internet Philatelic Dealers Association Inc ©
Established 23rd February 2002



Page 4
August 2014
Volume 12 Issue 8

NEWSLETTER AUGUST 2014

NEW MEMBER SITE

As I said in my Editorial, welcome to Mark Humphreys from the UK and the Stamp Group. I think the image below pretty much saves me from writing anymore as it is very clear.



Welcome to
The Stamp Group
An independent group
of philatelic auctioneers



**The Stamp Group
Postal Auction**



Mail bid sale established in 2008. You can browse hundreds of lots from £20 - £1000's from Argentina to Zimbabwe, singles and collections. A handling fee of 13.5% is charged per lot. Bids are welcome by e-mail, fax, telephone or mail.

[Enter Website](#)

**The Stamp Group
Public Auction**



Monthly Public auction held at The Bowdon Hotel in Altrincham, Cheshire. A diverse selection of material is offered by our vendors ensuring there are many interesting and useful lots available. Buyers and sellers commission is a flat 15%.

[Enter Website](#)

**New
Raynes
Stamp
Co.**

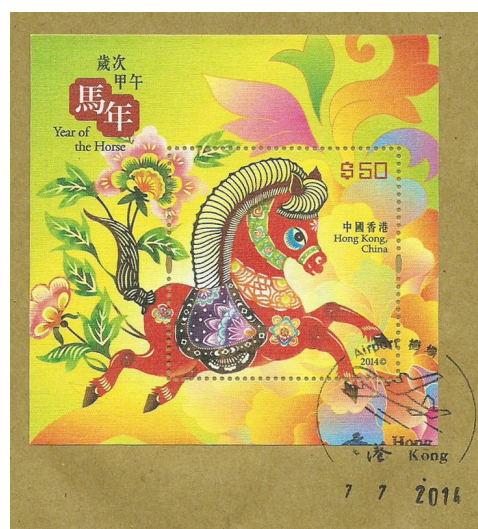


Established in 1988 our monthly public auction is held in Renishaw, between Sheffield & Chesterfield. We offer vendor based collections, singles & boxes. Commission rates start at 12½% of hammer price. Our buyers premium is 8%.

QUALITY FRANKING FROM HK POST

Just a space filler piece really. Thought you might like to see the quality of Hong Kong Post, both the stamp and the postal cancel

This was mailed by me to a friend of mine and hand stamped at HKIA. Great Post Office staff there who give me really great service. This MS was issued with a certificate of authenticity by Cartor Security Printing of France. It certifies that the "Year of the Horse" silk stamp sheetlet issued by Hong Kong Post has been produced with 100% genuine silk made in Italy. A lovely stamp in my view and not one I think many will find Very Fine Used.





Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 5
August 2014
Volume 12 Issue 8

NEWSLETTER AUGUST 2014

PROMOTING THE IPDA

As the saying goes, you cannot please all the people all the time, but the Directors of the IPDA do try to make being a member a worthwhile experience. The website contains a lot of information and is frequently updated. You can use the material to help promote the IPDA to your colleagues, or even just to mention to your buyers that you are a Member and abide by our Code of ethics.

The following just as a reminder to us all.

A monthly News Letter *This is sent automatically to all paid up [members](#) -*

A copy of the **IPDA** logo to display on your site *This is the easiest way to provide a link for customers to check that you are a member*

An **IPDA** members *About Me* web-page, hosted on our server and linked from the [members list](#) The [members list](#) also incorporate a link to their personal web site and auction The [members](#) are able to create and edit their own **About Me** page to keep their details up to date

Special [dealer to dealer](#) discounts *Offered by members to other members of the **IPDA** Details can be added and ammended from the members area*

A [Register of specialists](#) members **IPDA** members with specialist knowledge in certain philatelic areas *Details can be added from within the members area*

A [Facebook page](#) for members only *Another means where **IPDA** members can discuss issues Also a pubic [Facebook page](#) for collectors and dealers to post comments*

Links to [verify membership of other associations](#)

[Notice board](#) showing news and events

[Question and Answer section](#) *Only members can post or answer questions via the secure area All information is free to view* Members Online Library and Archives. The Association continues to develop an online Library and reference area. Listed in the members area you will find a wealth of new information, including:

- ✦ An indexed library *with a growing number of items in PDF format.*
- ✦ Links to expertising *with a list of over 200 experts*
- ✦ Links to philatelic reference sites *This uses our own internal search engine*
- ✦ Confidential list on line for members to view *With additional link to problem APS ex-members*
- ✦ Ability to post or answer questions *This is all shown on the public area of the site*
- ✦ British Postage Rates *Enter the required year to view rates in use at the time*

Common Pages
Easy Navigation
All IPDA details available via the top buttons

- 🔗 Social
- 🔗 Sales
- 🔗 Collectors Info
- 🔗 Collectors Info (UK)

All of our members are respected Internet Philatelic Traders, you can deal with them with confidence.
If you are an Internet philatelic dealer, or sell stamps via an online auction why not become a member.

To apply for membership please fill in our [online application form](#)

You can [compare our service](#) against other associations using our quick guide table

You can [pay your membership fee](#) online

View the [benefits of joining the IPDA](#)



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 6

August 2014

Volume 12 Issue 8

NEWSLETTER AUGUST 2014

BUYING STOCK — THE UPA

Editors Note: I have stock accumulated over many years, but at times it is worth adding to that stock. Where do you get it from? I have heard of a few sources, some more worthy than others perhaps. Since I found UPA - Universal Philatelic Auctions - I have been more than satisfied. Hope you enjoy this courtesy of member Andrew McGavin, the MD of UPA. This from one of his extremely interesting and informative "minitips".

I was reviewing / proof reading our next auction catalogue - see link below - as we started discussing 'hinging horrors'. When I started checking the very popular Cape of Good Hope 'triangulars' a small but interesting thought popped up which I've never heard from any other in my past 40 years in philately.

'How does a knowledgeable dealer or philatelist approach COGH (Cape of Good Hope) triangulars (or indeed any triangular stamp)?'

The answer is simple ... if the stamps are hinged across their 'apex' then lifting them to check quality (without removing the stamp from its hinge) will damage the stamp by creasing it.

Knowledgeable Collectors (philatelists) hinge triangular stamps parallel to their upper side preferably the left hand side (as viewed from the front) so that the stamps may be gently raised without causing damage to check for thins / faults / existence of watermark etc

Q. So what does this simple 'clue' say about the collector?

A. The owner is a more discerning collector likely to possess higher quality / value stamps.

To learn more from Andrew you can visit his site [here](#)

Universal Philatelic Auctions

Search Phrase:

[Home](#) [About](#) [Privacy](#) [Terms](#) [Basket](#) [Contact](#) [Favourites](#) [Request Catalogue](#) [Free Stamp Trade Tips](#) [Stamp News](#)

Approvals
eBay
How to Bid
Postal Auctions
World Mixtures
Valuations
Links



Home



TIPS OF THE TRADE

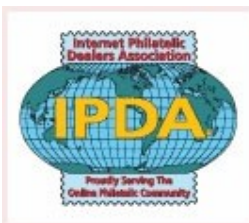
Sign up for **FREE STAMP TRADE TIPS** from Philatelic Professionals

STAMP TRADE TIPS - We want to help you save £100s if not £1000s over the years

Click on the image to subscribe and learn from our mistakes!

Sign up for **FREE STAMP TRADE TIPS** from Philatelic Professionals. We want to help you save £100's if not £1000's over the years. Learn from our mistakes!

Editor again. I am looking forward to Andrew's next auction - Oct 7th . I won't be receiving a hard copy of the catalogue because I signed up to only receive the online copy. My little contribution to the planet!!! And Andrew's mailing costs, for which he gives me, and others who sign up a little credit. Cool ideas Andrew. Well done to you.. Michael



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 7
August 2014
Volume 12 Issue 8

NEWSLETTER AUGUST 2014

LETTERS TO THE EDITOR

Regular readers of this Newsletter will recall I had my Paypal account closed for selling stamps from Sudan and North Korea. The first instance resulted in a warning and a 7 days limitation but the second violation I had my account closed and my funds frozen for 180 days.

In the last Newsletter, our Director Ken Sanford received a letter from the US Treasury stating that the sale of Sudanese stamps was NOT contrary to their regulations. This implies that Paypal might have to rethink their interpretation of such rules.

During mid July, I received an email from Bid Start (Stanley Gibbons) explaining that they will automatically change the country name if the seller opts to accept Paypal. This will apply to the following countries: North Korea, Sudan, Syria, Burma, Cuba and Iran. The example quoted was for an item from Iran which would automatically appear on the generated invoice as Ir+n and would thus not show on Paypal's radar.

It is interesting now to see how the other selling sites handled the problem.

Ebay's solution is simple – you just can't list items from these countries. A recent check will show maybe a dozen or so items from each of these sanctioned countries but they have probably been listed under a different category.

When my Paypal account was closed, I contacted Delcampe and suggested they might care to advise their sellers against listing embargoed countries. Instead of winning respect for doing just that, Delcampe replied by saying "We have posted a message on the forums and installed different technical rules regarding these items. However, since we are but intermediaries and are not responsible for PayPal (a third party), we cannot however intervene more than what we already did."

In other words they just don't care! So on the strength of that I can only say 'WELL DONE STANLEY GIBBONS'.

But the story doesn't end there. I took Gibbons' advice and marked my listings as accepting Paypal (I have a second account). It was only several days later I sold a Sudanese item on BidStart and sure enough, the Gibbons invoice showed it as Su—n. Unfortunately, Paypal were one step ahead of us, realized what was going on, and issued me with a warning.

Wouldn't it be nice if a British (or other) Bank would start up doing online payments offering the same services that Paypal offer but do not have to answer to the US Treasury. Dream on!

Roger West

Editors Note: Once again Roger West, our Director from the UK is trying hard to change things for the benefit of sellers and of course our members. And as he mentions, Ken Sanford has also worked tirelessly in the same vein. What have been your experiences? How have you dealt with this "sanctioned countries" issue. I hope you can share your experiences with me and through this forum other members, to the benefit of us all.

HONG KONG NEW DEFINITIVES

These were issued on July 24th. Lovely set in my view. A shift away from previous design styles, now celebrating Hong Kong's rich and beautiful scenery and promoted on the theme of the Hong Kong Global Geopark of China. The new set features 16 geosites in the Sai Kung Volcanic Rock Region and the Northeast New Territories Sedimentary Rock Region. This, the high value stamps in a Miniature sheet.





Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



Page 8
August 2014
Volume 12 Issue 8

NEWSLETTER AUGUST 2014

BOOK REVIEW - BRITISH PRESENTATION PACKS

This is not really that new since it was issued in April this year but I thought it might be of interest, and might be something you have not heard of.

The British Presentation Packs Catalogue. This is the first ever such catalogue and it was issued 50 years to the day since the first Commemorative pack was issued. Without cheating, what was that pack? Write to me at michaelatipda@gmail.com and I will send you a postcard with some of the new Hong Kong definitive stamps on it.

The book is fully illustrated in colour and has around 250 pages. It contains details of every Royal Mail pack issued with a description and guide price. Perhaps worth having a copy if you are selling such material. I know I have a lot of the packs, and if I was to start selling them I would at least have a benchmark. Something I do not have now, other than checking other auction site listings.

I understand several new 'types' of pre-decimal packs have been discovered and are included. Also there is a section for previously unlisted format packs.

The book includes a comprehensive guide of cover definitives, Post & Go issues, Smilers for Kids (I think that means pretty labels, something Royal Mail excels at, and special edition private packs, whatever they are.

Apparently Presentation Packs outsell First Day Covers - well one cannot argue with the lemming syndrome can one - so I guess that supports the value and need for such a catalogue.

I have not seen a copy but I am interested and when time permits might just treat myself for the novelty if nothing else of having a first issue.

If you are interested, the price is £24.95 and for further information you can contact Jody Jones at info@packsandcards.com or visit www.PacksAndCards.com oh, and an interesting website. Perhaps I should see if they want to join the IPDA

CLOSING REMARKS

I read the other day that Scott has issued their Standard Postage Stamp Catalogue 2015: United States and Affiliated Territories United Nations: Countries of the World A-B in a paperback edition. It is only August 2014. How can that be? Confuses me. Am I alone?

Apology for late issue but I hope you found something of interest.

As always, all feedback welcomed and of course, ideas and articles for the September issue will be gratefully received.

Best wishes.. Michael michaelatipda@gmail.com

