



Internet Philatelic Dealers Association Inc ©

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Volume 12 Issue 10

NEWSLETTER OCTOBER 2014

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EDITORS COLUMN

Hello everyone, especially all of you who responded to my survey and I guess who are again reading my ramblings. I do appreciate you taking the time to respond to the survey and contributing ideas. I will try to address some in this and future issues.

I had hoped to get some feedback to the last issue. A few nice comments from my regular readers but nothing like I expected from others because in some parts I tried to be controversial and provoke you to write to me. The section about the “fraud or should I call them Cinderella” A380 cards in particular. On that topic I have struck up a dialogue with a (I believe) respectable gentleman in Germany who informs me the name of the seller of those A380 bits of card is actually a ‘nom de plume’, to put it politely. A fraudster in my language.

What can we do? Nothing I guess. Buyer beware and yes, promote the IPDA to the buying public. As was commented in the survey response, we need to get the buying public to recognise that it is best to buy from a dealer with IPDA accreditation. A big ask of course but nothing to stop us all trying to promote that is there. I have used some space in this issue to give a summary of the Survey responses. Hope you find that useful.

I have tried to give a few pages over to a European influence this time, again in response to some Survey responses. I hope you enjoy seeing Philately from that perspective, including a rather different form of stamp / new issue from Swiss Post.

Also on a European theme, some of you may know of Auction House Christoph Gärtner best known for their large international auctions which they have been holding three to four times annually since 2006.

They announced the CG International Philatelic Promotion Award - an international competition for philatelic publications - and your editor has submitted a copy of the August 2014 Newsletter as an entry for the competition. Maybe we will get some publicity and exposure as one copy will be open to the public at Christoph Gärtner offices. I just hope we don't win an award as I will have great difficulty persuading the Board to let me travel to Monaco to receive it!!!!

Stamp of the Month



Talking about new issues – the USPS is to issue a new Batman stamp on October 9th in NYC in connection with the New York Comic Con Convention - 75th anniversary of Batman - See I told you, an anniversary! I may just miss that!

On another topic I read today the Royal Mail Stamp programme for 2015. I gave up collecting GB new issues back in 2010. I am not poor by many standards but I certainly would be if I have been collecting their new issues since then. And, I certainly would be by the end of 2015 judging by the new issue listing, (18 issues so far - how many stamps is that I wonder?) especially as we all know they, like many countries, always find room to issue a few additional special issues because someone died, got married, had a baby, had an anniversary or one of the many thousands of other reasons their creative marketing departments think up. I counted 32 new issues planned for Australia in 2014 including dependencies I will admit. The USA is harder to gauge, but I think around some 80 new stamps this year, and New Zealand is rather slack it would seem with about 14 new issues in 2014.

What are your thoughts, Some may say they have written about this before, but what are you seeing from your customers? Do you stock new issues for them and potential sales?, how do you afford the inventory? Is this new issuing policy encouraging collectors to focus on older issues and perhaps driving up demand and price? I welcome your ideas and experiences and hope you will share with me so I can share with other members through this Newsletter.

I do hope there is something in this issue you enjoy. Have a great October and don't forget to write to me with ideas and articles. Best wishes.. Michael michaelatipda@gmail.com



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EUROPEAN CHAMPIONSHIPS FOR THEMATIC PHILATELY ECTP 2015

Now here is something new to me and perhaps other readers.

Following an agreement reached between the Organisers of London 2015 EUROPHILEX and the European Championship for Thematic Philately to hold a joint exhibition, the thematic section of the London 2015 exhibition will be held at Essen, Germany from 7-9 May 2015.

This is the first time in philatelic history that this has been done. There will be 8 classes as I understand it.

Arts and Culture,

History and Organisation

Man and Everyday Life

Sport and Leisure

Transport and Technology

Medicine and Science

Animals and Plants

Agriculture and Pets

There are conditions for participation, including having a valid qualification for the FIP / FEPA exhibitions. Certainly makes it sound like a very serious competition where high quality exhibits would be expected to be on display. More information can be found at the official web site [here](#)



**EUROPEAN Championship
for Thematic Philately**
EUROPÄISCHE MEISTERSCHAFTEN FÜR THEMATISCHE PHILATELIE

LONDON 2015 — LONDON EUROPHILEX

And while mentioning London 2015 perhaps a few more details.

This from the Exhibition website found [here](#). On the occasion of the 175th anniversary of the first postage stamps London is to host an international stamp exhibition in 2015, from 13 to 16 May. The venue will be the Business Design Centre in London's Islington.

They have been holding philatelic exhibitions in London since 1890 and there have been many memorable shows here over the last 125 years, most recently the very successful LONDON 2010 World exhibition at the Business Design Centre.

Maintaining this tradition they will have another four-day international show in 2015 to keep in touch with our friends and to play our part in promoting philately around the world.

Space is limited so the competitive exhibition will be for affiliates of the European Federation of Philatelic Associations, FEPA, which has granted patronage to the show. But they are delighted that LONDON 2015 has also been recognised by the International Philatelic Federation (FIP). London is a world centre of philately and we want everyone to take part.

I had a quick look at the 100 or so exhibitors already listed to be attending and immediately saw two of our members have stands and Sebastien and his team from Delcampe are also Sponsors I read. Well done Sebastien. Surely this is a great opportunity - albeit 7 months away - but that is just a good lead time to plan something - to get the IPDA presence established. I am sure many of our UK members will be going? Write to me with thoughts and your plans. I will be in the UK in April so won't be able to get back again in May.





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NEW ISSUES – FROM EUROPE

This one really appeals as a novelty issue. Anyone got a set or the souvenir sheet?

Swiss Post introduced a new series of original stamps that have form and function of vinyl discs on 9th September.

A piece of music has been imprinted on the “record” part of the souvenir sheet using a special coating. When you take the circular, ready-for-postage stamp off the souvenir sheet and place it on your record player, it plays a brass band version of the Swiss national anthem.

Even if the stamp, which is suitable for franking, is detached from the miniature sheet, a specially engraved soundtrack still allows the miniature sheet to be played on a record player which is set to 33 rpm.

All very nice but how many people actually have a record player these days I wonder!

Netherlands Post has issued a stamp series celebrating 175th anniversary of Dutch railway. The series was released on the 5th of September.

The Dutch Iron Railway Company HYSM, later called HSM, was founded in 1837. This private company was supported by King William I. Two years later the first Dutch railway connected Amsterdam to Haarlem. This so-called Old Line was extended to Rotterdam in 1847.

Around 1860 the expansion of the railway network faltered. The government decided to take on the task of constructing new railways, which were then given in concession to the Society for Exploitation of State Railways (SS, 1863). The SS and HSYM became fierce competitors swallowing up smaller railway companies.

This year the Dutch railways celebrate their 175th anniversary. The first train ran between Amsterdam and Haarlem in September 1839, hauled by locomotives called Arend (eagle) and Snelheid (speed). In 2014 this fact is celebrated modestly compared to previous railway anniversaries.



German Post issued this stamp on 12th September to commemorate a great literary work by Antoine de Saint-Exupéry – “The Little Prince”. The issue was released on the first of September and is now available for purchasing.

The Little Prince was first published in 1943. It is both the most-read and most-translated book in the French language.

And finally, this Christmas issue from **Arland**, due for release on 9th October.

The image for this stamp set was created by Emelie Hage. Little Christmas drawn by this girl has the shimmer of nostalgia.





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CARRÉ MARIGNY STAMP MARKET, PARIS,

Editors Note: In keeping with my European theme for just one more page, I recently read about this stamp market in Paris and thought it might be of interest.

These first three paragraphs sourced from and courtesy of Linn's Stamp News - Many European cities have their own weekly stamp markets, but one of the biggest is just a few yards from the Champs Elysees in Paris. Every Thursday, Saturday and Sunday the usually quiet Avenues Gabriel and Marigny are transformed into a collectors paradise when more than 50 dealers set up stalls and prepare to welcome visitors from around the world.

The market, known as the Carré Marigny Stamp Market, is open from 9am to 4pm and owes its location to a wealthy landowner who bequeathed the site to Paris in 1887. A condition of his bequest was that the land be used to benefit all those who shared his passion for stamps.



Each May the Ascension holiday weekend is the occasion for a 4 day philatelic festival attracting even more enthusiasts to the market. Some dealers now offer coins, paper money militaria and telephone cards but the focus remains firmly on stamps and postal history just as originally intended

Some trivia for you to enjoy I hope. The Carré Marigny was featured as a location in the 1963 Stanley Donen film *Charade* which starred Audrey Hepburn and Cary Grant.

There are two sections to the stamps market in the Carré Marigny. Behind the Théâtre Marigny, (formerly the Bouffes Parisiens, that Jacques Offenbach conducted in 1855 before leaving for a larger venue), and along the Avenue Gabriel, between the Avenue Matignon and the Avenue de Marigny, are the licensed stamp vendors.

Along Avenue Matignon, there is a second category of vendor, comprising individuals known as the "wet feet", since, unlike the officially-sanctioned sellers, they are not protected by a tent, and on rainy days, they find themselves ankle-deep in the puddles, exchanging postcards or stamps. They are tolerated even though they are unlicensed. This trade is overseen by police in civilian clothes, who will arrest offenders.

With the wonders of the internet and courtesy of Google Maps I can even show you Avenue Marigny, although obviously this image was not taken on a Thursday, Saturday or Sunday.



The market, were it open, would be on the right of the picture.

The market is open from 9am to 4pm. What a wonderful idea for a day trip to Paris, if I lived in London of course.



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THE PHILATELIC TRADERS SOCIETY

Editors Note: I thought I would include this piece about the PTS. I used to belong but with annual membership at £150 (that is about US \$240 as I write, yes 12 times our membership) I just decided it was too much. Your thoughts?, especially given what the IPDA has to offer, as I also wrote about a few issues back. I am not knocking that fine body, just telling you and looking for thoughts. So much similarity to our Association.



The Philatelic Traders' Society was formed in 1929 by a group of established stamp dealers who wished to found a society which would act for, and on behalf of its members, for the greater good of philately. The first Chairman was Albert H. Harris who had established a highly successful publishing company producing, amongst its range, specialist albums and accessories. The Secretary of the newly formed PTS was Vera Trinder, who in turn took over the business founded by Albert H. Harris.

The Philatelic Traders Society was incorporated as a Limited Company on the 14th. September 1946.

Early on the Society began organising trade bourses, and these developed into the well-known Stampex exhibitions. Stampex Ltd. was incorporated as a wholly owned subsidiary in 1966.

The direction of the Society is in the hands of the Council, a body formed by usually twelve Members who are elected annually. From their ranks are chosen the Chairman, Vice Chairman and Treasurer who act as officers of the Society. The decisions and requirements of the Council, along with the day-to-day functions, are implemented by the Secretary.

All Members of the Society are subject to the approval of the PTS Council and its membership and all applicants must provide references which are rigorously checked, and only when the Council is satisfied are they affiliated

Each Member agrees to abide by a Code of Ethics and the Articles of Association. Complaints and disputes between collectors, dealers and Members are taken up by the Society, and this is the Guarantee of Integrity extended to all those who deal with PTS Members.

WORLD STAMP SHOW NY 2016

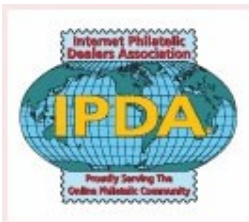
The latest information about World Stamp Show-NY 2016, website [here](#), has been issued by show organizers through the publication of its fifth quarterly newsletter, available [here](#).



May 28-June 4, 2016
Javits Center

The show now has 121 dealers signed up from 17 countries around the world. And, announced for the first time are the initial three firms selected to hold major auctions during World Stamp Show-NY 2016. They are Robert A. Siegel Auction Galleries, Daniel F. Kelleher Auctions and Auktionshaus Christoph Gärtner.

The four-page newsletter also includes articles about the show's web site face-lift, June's NYC auction of the famous 1856 1 cent British Guiana magenta, the Philatelic Foundation's "New York City on Stamps" publication, an historical look back at the first U.S. international exhibition in 1913, and a thanks to those web sites, publications and show listings currently promoting the eight-day event.



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STANLEY GIBBONS GOES FOR GROWTH

Editors Note: This was first announced on 27th June so a bit old but perhaps interesting as a barometer – as I write it is currently trading at 277.5p – and I was prompted to think about SG because of some bad press I have recently been reading about their Bidstart acquisition and Beta Version of Bidstart and what they are not doing with it. I do not have a view one way or the other but that from a Stampboards thread. Any views from readers?

Stanley Gibbons (SG:AIM) edges 5p higher to 283p on robust finals and an upbeat outlook statement. Investor excitement surrounds the philatelic retailer's ongoing transformation from a stamps and collectibles trader into an online marketplace and auction house with far greater global growth potential.

In short, the £129.5 million cap reports sales of £51.8 million, up from £35.6 million for the year to December 2012.

Profit before tax and one-off charges is lower at £5 million (year to December 2012: £6 million), although this is after a planned ramp up in internet development spend to drive the increasingly international growth of the British heritage brand, increasingly well placed to ride booming appetite for rare stamps, coins and other collectibles.

Shares previously highlighted the strategic attractions of the Noble deal and the transaction is already yielding cross selling and cost saving benefits. Broadening Stanley's range of collectibles and customer base at a stroke, the transaction brought internationally-renowned heritage coins name Baldwin's, watches-to-fine art auctioneer Dreweatts, books and art auctioneer Bloomsbury and Apex Philatelics into the fold.

The statement highlights a strong turn from philatelic trading, with Stanley Gibbons seeing good growth in trading of stamps from Great Britain and the Commonwealth countries.

In addition, there was a step-change in sales of coins and military medals, boosted by sales of Baldwin's coins to Stanley Gibbons' high net worth clients. Significantly, Stanley Gibbons reports a near-80% surge in turnover to £10.2 million in the traditionally sluggish quarter to end-March, boosted by revenues from Noble.

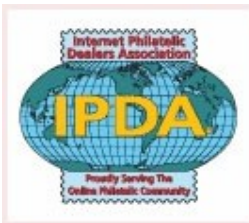
However, the current year's milestone event is the launch of a new Stanley Gibbons branded online marketplace, step one in the Aim-listed counter's ultimate goal of becoming 'the globally recognised marketplace for trading collectibles online'.

Testing of the beta version of the site is currently underway, ahead of a launch that will enable Stanley Gibbons to tap into high demand from investors and high-net-worth collectors around the world, keen to bag premium quality collectibles offering both a store of value and an inflation hedge.

Proposing an 8% dividend hike to 7p, Stanley Gibbons kick-started the new fiscal year with £9.5 million net cash in the coffers as well as a high quality stockholding of rare collectibles, enhanced by the recent acquisition of 'two exceptional and prestigious stamp collections'.



Source: Editors picture May 16, 2014, SG The Strand, London



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IPDA SURVEY RESULTS

What conclusions can one draw from a simple 10 question survey to which 11 members responded? The same 11 members who actually read the Newsletter I am thinking. Thank you to the 11 of you. I appreciate that you took the time. The survey was anonymous so unless you wrote something that indicated who you were I have no idea who you were.

Nice to know you all responded that the last Newsletter was interesting. Thank you. Some said it was useful and some said also that it was entertaining and worthwhile reading. It was a multiple choice question. It was of course a one off since it was largely devoted to the PhilaKorea 2014 show. So more variety in this issue.

It seems that philatelic investment articles are high on your interest list and the pieces on Paypal and sanctioned stamps. Thanks to our Director Roger West for that material and his good work to keep us informed. I will try to keep writing more on those themes.

Someone replied that they liked Steve Hill's articles. Was it you Steve hahahahaha....? Seriously, I hope we can get more from Steve in coming issues.

What would you like to see more of? This question got some useful responses to help me focus on what to watch out for and write about. Topics included other dealer profiles, trading experiences, marketing experiences including advertising related topics, views on other recognized auction sites and feedback related matters, Q&A on expertising (we have some members who are listed on our website who offer this as you all probably know), trade news, and, more on the Confidential List and dodgy sellers. This last topic is one that we have not done anything with for some months now and I will raise it to the Directors to see how we can get momentum going again. Certainly all useful to me and I will see what I can do to address these ideas.

On the topic of helping to promote to the IPDA it was rewarding to see many of you comment that you use the IPDA logo on your materials, and that you will hand out flyers at trade shows.

I was surprised to see so many commented that a good percentage of their sales come direct from their own websites. That is interesting to hear as I thought I might see a response more favoured to the auction sites. It suggests, albeit from a very small response, that we should make sure our websites are attractive and easy to use for potential customers, and well marketed of course. Obviously many of you commented that you get sales through auction sites and I did like the fact that sales also come from repeat customers. I find repeat customer sales are growing for me.

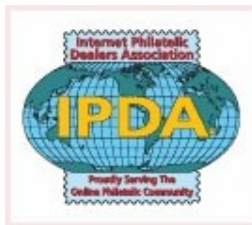
I asked, what should the Directors do more of? One very relevant answer was get greater exposure of the IPDA, or words to that affect, and continue to be visible to the trade. We have often talked about where and how, and should we spend our limited funds on advertising. This is something we can discuss more and think how to increase our visibility. I realize the 11 of you, and me, do promote the IPDA on an individual level. A broader marketing approach is something to be considered I agree.

My final question was "What could the IPDA do more of to add value to you and hopefully other potential Dealers?" Thank you for your ideas which included, and I paraphrase, convince the public that they should look for the IPDA logo on a site before they buy, one of my pet subjects as some of you know I expect, promote us as an Association that is accepted as a valid "club". The example given was that Amazon does not recognize us. Something for us to look into. Another point was more discussion and material on European scene and material, something I will try to address, another idea was to promote opportunity for trades within the membership.

Anyway, that summarises the responses I think. Thank you all for your time and ideas. I will try do my bit in this and future issues to address them where I can.

BEWARE OF SPAM

Just a short reminder - If it sounds too good to be true, it really is. Try this, recently received by one of our members — I represent a client that is interested in engaging your service as Manager of a large volume of fund to the tune of 20.5MUS\$ for investment in business areas you will guide us and you will be offered 20%. Sure,!!! should have gone into your trash automatically.



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MY SECOND AND THIRD ERAS IN PHILATELY

To all of those old-time philatelists who only believe in official stamps, I send my apologies in advance for this blasphemy.

Some 20-odd years ago when I suddenly (or not so suddenly) realized that my stamp collections were getting out of hand as I had nearly a quarter of a million stamps, I decided something had to be done. So, one day, I just sat down and started looking through the subscriptions I held with Philatelic Bureaux and how much it had cost me in the previous year, without even being able to guess how much I had spent with other sources.

Once I had got over the shock, I came to the decision that I have to do something radical. I know that I wanted to continue doing something in philately, but what? Looking through my alternatives I found something that I liked, and that there were not too many collectors in this field and this was modern British local stamps (I know, you diehard philatelists will call them "labels" at the best, and words that can not be repeated here at the worst).

As I already had a large number of these stamps in my collection, with the help of dealers, other collectors and post-masters, it did not take me too long to build up an almost complete collection. I found out that there were only out-of-date catalogues for these stamps, and virtually nothing was mentioned in the philatelic press.

This started me on my third era, preparing up-to-date full colour catalogues of this material. Starting in 2002 I began in arranging the material and the following year saw the publication of the first edition of Modern British Local Posts Stamps CD Catalogue. The year after that I produced a Modern British Railways CD Catalogue and a Modern British Strike Mails CD Catalogue for which I received permission from Clive Smith to use any material which appeared in his impressive work on this subject.

In 2006 just after I had become President of Local Posts Collectors Society, a colleague from the US "suggested" that I produce a Modern US & Canada Local Posts Catalogue. If I would have known then what I know now, I probably would have gotten on the first flight to the US to strangle the guy. This catalogue now includes more than 1,100 Local Posts and covers 4 discs.

From then onwards I spend my time on annual updates, and producing more catalogues, until today, I have 18 catalogues covering Sovereign Military Order of Malta, Mount Athos, Trucial States, State of Oman & Dhufar, K.K.L./J.N.F, African Breakaway States and others. The common denominator is that none of the stamps on these CD's include stamps which appear in the well-known catalogues.

I am still looking around to see what further material I can cover and a lot of European locals come to mind, especially now that Germany, Sweden and The Netherlands have all privatized parts of their postal services, as well as Italy with Seborga and Padania, Denmark with Christiana, Norway with Svalbard, and others. Then of course there are Hutt River, Rainbow Creek and others in Australia, and Universal Mail in NZ.

If anyone would like further information they can contact me at phillipo@012.net.il Ralph Phillips

About the Author: Ralph is a member of the IPDA and sells from his eBay store which he has been managing since 2000. Editors Note: many thanks Ralph for this interesting piece. I am amazed at your tenacity and dedication. I think your achievements sound like something that should be in the Guinness Book of Records. Great work.

CLOSING REMARKS

Thank you as always to all of you for your emails, and especially to Ralph for his piece above. I don't know where this month has gone. But somehow it has. I managed to sell a few stamps (well more than a few) but not enough to pay off my Seoul visit :-). And over the coming 4 weeks I will be visiting, Sydney, Singapore, and the Philippines. I say that to encourage you to send me articles or ideas - one idea from one member is pending my research but more will help me when it comes time, during my one free weekend, to write the November issue.

Best wishes.. Michael michaelatipda@gmail.com