



# Internet Philatelic Dealers Association Inc ©

## Established 23rd February 2002



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August 2015  
Volume 13 Issue 8

### NEWSLETTER AUGUST 2015

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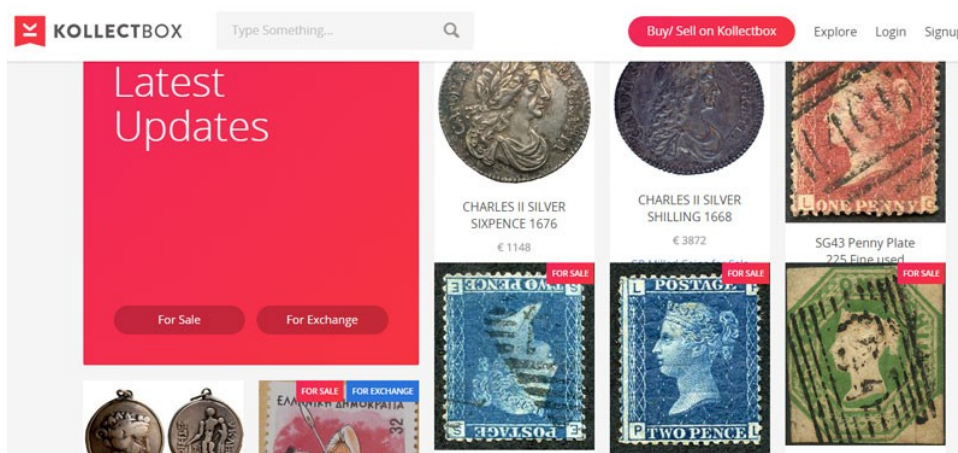
Welcome to the August edition of the IPDA Newsletter.

As I put fingers to keyboard I have no idea what the rest of this page will contain. My mind is a complete blank at the moment.

Let's start by welcoming 2 new Members. First is actually a welcome back to Dave Sheridan. Dave is from Australia and is selling on [Stanley Gibbons Markplace](#). Nice banner Dave. Welcome. Perhaps you might like to comment on SG Marketplace for other members. I seems to be the only one doing that at the moment.



The second new Member is Jorge Oliveira who is the CEO of an online marketplace for exchanging, buying and selling stamps as well as coins, banknotes and other collectables. The site is [Kollectbox](#) Welcome Jorge.



#### Stamp of the Month



There are a lot of very sad things happening in the world and there are a lot of very sick people, making them happen.

Thanks to many of you who have provided material for this issue. In fact more than I could use on 8 pages. That is always a nice position to be in.

Much of the content this month is from newspapers so a slightly different theme than previous issues. I do have two pages about my visit to the Interasia Auction here in Hong Kong a few weeks back. I do hope you enjoy the writing and the pictures. If you have plenty of China is your stock your asset base could be increasing nicely.

Finally, in two weeks I am off to Singapore for the World Stamp Exhibition. More on this on the next page. I am looking forward to that, even flying Cathay Pacific for a change! I am looking forward to meeting up with Ian Boulton from Perth and a few SG folk and many others I am sure. If anyone is going do email me if you would like to meet up. I will do a write up for you in the September issue.

Have a great August.

Best wishes.. Michael [michaelatipda@gmail.com](mailto:michaelatipda@gmail.com)

EDITORS



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## NEWSLETTER AUGUST 2015

### UP FOR DISCUSSION




As I said last month and have to repeat again this month there is not a lot from the offices of the IPDA to report. Sorry about that. Hopefully more in coming months.

I will be in Singapore in a few weeks time and looking forward to meeting our Member Ian Boulton from Perth and also some of the Stanley Gibbons delegates.

I was invited to afternoon tea with SG but sadly that was on the Sunday and I fly back to Hong Kong on the Saturday night.

Even got my ticket for the exhibition!

If you are going I recommend getting your ticket online rather than there at the door. You have to register as I guess you all know.

 442586102559428597001	Event <b>SINGAPORE 2015 World Stamp Exhibition</b>		 Name <b>Michael Dodd</b> Payment Status <b>Free Order</b> 
	Date+Time Friday, August 14, 2015 at 10:00 AM - Wednesday, August 19, 2015 at 4:00 PM (SGT)	Location Sands Expo and Convention Centre 10 Bayfront Avenue Singapore 018956 Singapore	
	Order Info Order #442586102. Ordered by Michael Dodd on July 28, 2015 8:27 AM		
	Type Visitor		

\*\*\*\*\*

APS News. Always nice to hear from our Member Don Ion in New Zealand with his regular circulation to me of APS News. The below piece I thought might be of interest to some Members

### APS & APRL News



#### APRL News:

**New Books:** The latest acquisitions received from [May 16 to June 15](#). Request these and other material through the Library's [Online Catalog](#) or by [e-mail](#).

### New on APS Website

- **Articles of Distinction:** [Wartime Trans-Atlantic Flights Can be Complicated](#) by John Wilson
- **Free for Downloading and Printing:**  
**Wallpaper & Cachet:** This month's [wallpaper](#) and [cachet](#) feature the "Summer Harvest" stamps being issued July 11 in Sacramento, California.
- **Reminder:** Check daily for [updates on the website](#), which give frequent visitors an easy way to view what's new at APS.

\*\*\*\*\*

What is a customer differentiator for you? I could list a few and while quality material, correctly described is obviously top of the list it occurs to me that if you send great quality badly packed you have a problem in the making. I thought of this because I received some stamps in the mail - my winning lots from Andrew McGavin at UPA Auctions and they were brilliantly packed. What a credit to Andrew and his team. The best packing is a sure differentiator for me. Editor

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## NEWSLETTER AUGUST 2015

### MEMBER PROFILE - KEVIN DRAKE

Like many youngsters I was introduced to the world of philately when I was given a deceased relative's collection. Although very basic it was enough to spark a life-long passion and it was not long before I made a decision to become a stamp dealer, beginning trading in my final year of high school.

Advertisements in a weekly newspaper soon yielded a good number of regular mail order customers and when I was asked by members of the local philatelic society if I had any new issues it was then I decided to specialise in new issues of the British Commonwealth, later extending that to the whole world. Sure, I hear you saying, not such a good idea from a profit point of view but even today I still get a kick out of opening a parcel containing the latest issues.

For a few years I also took a table at local and regional monthly stamp fairs and the larger collectable and craft fairs. But I still felt the need to be in business on a proper basis.

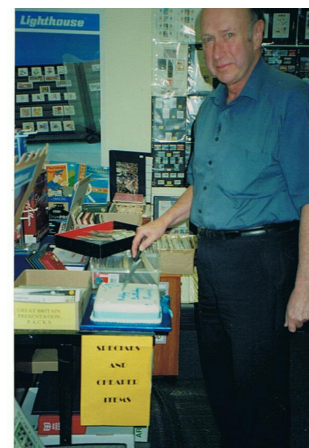
In 1996 I rented space on the first floor of a downtown building. As the only dealer in the city with premises I found business brisk and the sale of albums and accessories was quite outstanding. Even overseas visitors sought me out and once members of a Chinese delegation turned up, twelve in all but only two were collectors. One of my first customers who turned up there is still with me today and, incidentally, my best customer.

In 1999 I decided to take the plunge and opened a shop in the local arcade. As it happened, that very first weekend I had a TV crew descend upon me to film a segment for a new television series on auctions. They were there for several hours but the final result, of course, was only about a minute of film.

Most of the collections I have been offered over the years were rather run-of-the-mill but one which stood out was that belonging to a former Postmaster-General which contained some wicked early New Zealand and Pacific Islands material all mint unhinged. Needless to say that collection did not stay in my hands very long at all.

One of the delights for me has been meeting people from so many different countries and backgrounds. It has really been quite amazing. From refugees from Iraq and Zimbabwe to wealthy US millionaires who spend summers in Australasia.

And, finally, an observation. I well remember visiting a local stamp fair back in 1974. So huge was the crowd that I could not get anywhere near any of the dealers' tables. My how things have changed!



10:53 pm, 28 Jul

**trade me**  
Where Kiwis Buy and Sell

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[Sell](#) ▾

[My Trade Me](#) ▾

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in this member's listings ▾



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Cart

Buying

slim9 (1743)



in trade

*Editors Note: Thanks Kevin for sharing that with us. Really interesting piece and great to see you. Hope we can meet one day. Some nice material listed as well I noted. Best wishes..... Michael*



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### NEWSLETTER AUGUST 2015

#### EBAY BIDS FOR A CHANCE AT SUCCESS AFTER PAYPAL SPLIT

*Editors Note: Source: [CNET](#) - here This is abridged from the original published July 15<sup>th</sup>. 2015 All credit and acknowledgement to the author, Ben Fox Rubin.*

The struggles and triumphs of eBay could shape where we buy things online and for how much. Here's why. Larry Phillips, who's been selling stamps online since 1999, started selling on Amazon more than a year ago after his eBay sales slowed.

Larry Phillips' business on eBay is plummeting and he doesn't know why. The owner of 4StampSales.com has been selling rare and collectible stamps online since 1999, turning the side business into his main job in 2005 after he took an early retirement as an executive for banking company MBNA. He now pulls in annual sales in the "mid-six figures" and has two part-time employees helping him list and ship thousands of items, from US stamps commemorating the 1994 World Cup to Botswana stamps of birds.

But a few years ago, sales on eBay – a major part of his revenue – started to sink and haven't revived. A year and a half ago, Amazon asked him to start offering his stamps on its website. He said yes, and the decision helped reinvigorate his business.

"One of the reasons why I was interested when Amazon recruited me was because my eBay business was tanking," Phillips, of Wilmington, Delaware, said, blaming eBay for not giving him enough data to figure out why his sales soured. The troubles at 4StampSales highlight several of eBay's larger problems. Many mom-and-pop sellers complain that eBay neglected them as it pursued big-name retailers such as Target and Best Buy to list on its site, trying to become more like an online mall and less an Internet flea market. Smaller sellers responded by shifting business toward larger rival Amazon or startup e-retailers like Poshmark and Twice. The strategy also didn't seem to impress consumers, many of whom continued to find eBay's site hard to navigate, regardless of what was sold there.

Devin Wenig, incoming eBay CEO, in an interview on CNBC in April. "They've really disenfranchised a lot of people out there," said Scot Wingo, executive chairman for ChannelAdvisor, which provides e-commerce services for sellers on eBay and Amazon. "eBay has a long history of messing things up."

The numbers illustrate eBay's struggles. In 2014, worldwide online retail sales grew 22 percent, according to eMarketer, but the company's marketplace revenue was up just 6 percent to \$8.8 billion.

There will be a lot more attention paid to these troubles after eBay spins off its fast-growing PayPal digital payments unit, leaving the 20-year-old e-commerce pioneer to fend for itself as it works on a turnaround. The two businesses decided to separate following more than 10 years together after activist investor Carl Icahn pressured them to break up so PayPal could focus on its own growing business. PayPal and eBay said a split would help narrow their respective strategies, though their smaller size make them both more vulnerable to a potential acquisition.

What's at stake for customers and small retailers is that if eBay fails to make needed fixes, it will weaken one of the few major online competitors to Amazon, the biggest e-commerce company worldwide by market share. That, in turn, could reduce choices and increase prices for consumers.

Devin Wenig refocus the San Jose, California-based retailer on its roots, getting back to its core customers and mom-and-pop sellers that have traditionally come to eBay to exchange unique and hard-to-find items. He also wants to encourage more consumers to try selling on eBay, hoping more people will again start listing items in their attics, garages and closets, which eBay claims have an estimated value in the US of \$100 billion.

Phillips, the owner of 4StampSales, isn't all that convinced by Wenig's plans and said he remains in "a holding pattern with eBay," not decreasing his listings on the site but not adding much to his storefront there either.

"I love the words, I love what he said," Phillips said about Wenig's vision of refocusing on small sellers and treasure-seeking buyers. "I'm not sure that's what's going to happen."



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#### I BEAT THE ODDS

*Editors Note: Source CBS News - I found this entertaining.... Quote" He ended up spending almost \$41,000 on 3,400 sheets, which come in sealed packets" ...Lucky to have that sort of spare cash, me thinks!.....*

*He opened the plastic envelopes slowly, to savor the experience. Really!!!! He savored that experience 2,900 times before finally striking gold -- finding a sheet of right side-up Jennys. Well if it took him only one minute to open an envelope that is 48 hours. Now assuming he could work like that for 30 minutes at a time and had a 30 minute break, and worked for say 4 hours a day, that is effectively only 2 hours a day opening envelopes -- surely he had another life! -- then he would have been doing the opening for 24 days. OMG and if you think he made a profit of \$4000, that is about \$160 a day by which time he might have had a fried brain, let alone sore fingers! Not sure if he really beat the odds? And please, who wears a tie when working with their stamps! Read on.....*

No true philatelist would pass up an 1860s stamped Pony Express envelope, now valued at as much as \$50,000. No wonder Rita Braver can find dedicated stamp collectors in all sorts of places. Originally broadcast January 18, 2015: Source CBS News

Captain David Robinson not only loves piloting his tour boat down the waterways of Richmond. He also loves all things Virginia -- especially his stamps. "I have some stamps here from the Confederacy," he said, showing off the first Confederate stamp with Jefferson Davis' picture on it.

He first started collecting at the age of 10. And what made him stick with it? "Girls," he laughed. "I found that I could make money buying and selling stamps. And the having of money translated into the geeky kid being able to get the girl."

He's been collecting ever since, and recently he made his biggest find ever.

But the story really begins in 1918, when the U.S. Postal Service issued a stamp in honor of the Jenny, a World War I-era biplane.

The stamp was red and blue, and on one sheet the blue was printed upside-down.

Those stamps are now worth millions, and far out of reach for people like David Robinson. But in 2013 the U.S. Postal Service decided to commemorate its most famous mistake, purposely issuing a new upside-down Jenny stamp.

And then the Postal Service did something really tricky:

"They announced they printed 100 with the airplane right-side up," said Robinson. "All of a sudden the stamp collecting world was shaken upside-down."

Those became the ones to have -- and Robinson wanted one, badly.

He ended up spending almost \$41,000 on 3,400 sheets, which come in sealed packets.

He opened the plastic envelopes slowly, to savor the experience. He savored that experience 2,900 times before finally striking gold -- finding a sheet of right side-up Jennys.

And he sold it at auction for \$45,000 to an anonymous buyer. "I beat the odds," he said.







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### INTERASIA AUCTIONS HONG KONG

I wrote in the July issue that this is one auction well worth a visit and my thoughts were proved correct. I attended for a few hours on Sunday 19th July and really enjoyed the experience. Excellent organisation by Jeffrey Schneider, the Director of Interasia and his team. Very active room bidders, phone and internet bidders and of course mail bidders. No bidding on my part as the material was out of my league! . Sadly I could not stay for the sale of the block of four I mentioned before but I did get to see some high prices realized. A few for your interest and to show how hot the market is for China.

Lot 1061 was estimated at HK\$ 4000 – 8000. A copy of the 1949 stamp with Wuxi surcharge in red on Dadong printing of Dr. San Yat-sen \$50 on \$1000 blue cancelled by part Taicang dotted rim d.s. Noted as a fine and rare example of this surcharge, It went under the hammer for HK\$15,000.

From Central China, and the Yu-Si area was a lovely block 12 from the 1948 Lushan printing imperf. Chairman Mao \$2 brown block with sheet margin at top, cancelled by Honan c.d.s. (29.5.49), one stamp also cancelled by "Hankow" c.d.s. (20.6), creasing at top in margin and first row of stamps, neat vertical crease at right, very good and scarce used large multiple. With an estimate of HK\$ of 10,000–12,000 this fetched HK\$22,000.

Collections also recorded a good premium as far as I could tell, with Lot 1097, a 1938–59 collection with strength in North China fetching HK\$28,000 against an estimate of HK\$4000– 5000. as did Lot 1099 with the same estimate and opening at HK\$4500.

More startling to me were some Tien an Men printings. Lot 1107 a 1950 Tien An Men 1st printing \$500, variety bottom margin imperf. the bottom two stamps in a corner block of four, unused without gum as issued, some light natural bends/creasing, corner crease at upper left (just touching the normal stamp) fetched HK\$95,000 against an estimate of HK\$8000-10000. Lot 1108, a 1950 Tien An Men 1st printing of the \$800 stamp with variety bottom margin imperf and with estimate at HK\$4000–5000 was knocked down at HK\$95,000 after very active phone bidding versus room bidders Lot 1109, this a 1st printing of the \$2000 value, also with bottom margin imperf opened at HK\$6000 and closed at HK\$75,000 and Lot 1110 with an estimate of HK\$1200– 1500 closed at HK\$75000 Now that is some serious underestimating or a VERY hot market.



Above: Lot 1090;

Below Lot 1108

Right Lot 1090



of



Lot 1107



Lot 1108

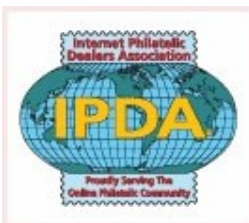


Lot 1109



Lot 1110





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### INTERASIA AUCTIONS HONG KONG

The auction room is quite large and the screen displaying the lot under hammer is very easy to read and the prices are listed in various currencies.

There were 6 staff taking phone bids and they were kept very busy. Another two people are watching laptops for the live internet bidding, one is watching the room bidders and the postal bids. Very active I must say.

The audience in the room is noisy. This is Hong Kong after all and while it amazes me this is just the way it is. Lots of very nice food and soft drinks at the back of the room, which everyone seems to really appreciate I might add.

One final stamp for you.

Lot 1149, 1956 Views of Peking unissued 8f. orange Tien An Men with background of rays of sunlight from the right of the sheet showing vertical lines in margin, very fresh with vibrant colour on brilliant white paper and sharp engraving, well centred, extremely fine and choice unused without gum as prepared, tiny natural inclusion at foot noted for accuracy. An outstanding example of this popular error. It had expertisation with Clear RPS certificate date 2009 and had an estimate of HK\$950,000–1,200,000

It opened at 900,000 and was sold at HK\$1,700,000.

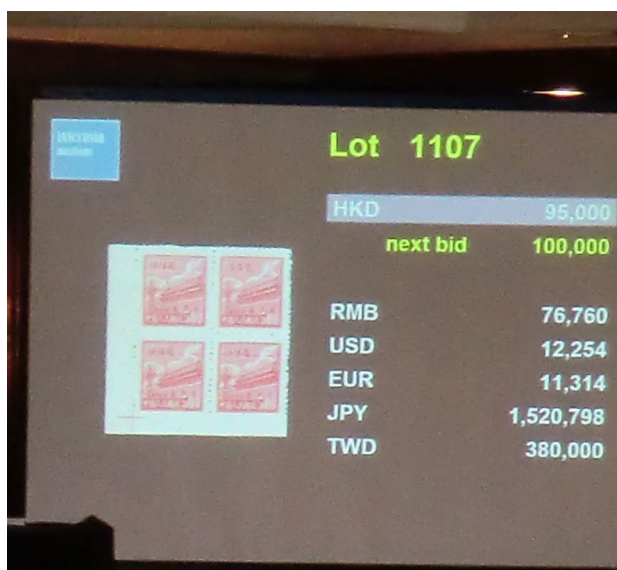


HK\$1,700,000 is about 10 million Philippine peso, US \$220,000, £140,000 GBP and \$300,000 Australian

And no, I was not the high bidder!



Above: three of the staff taking phone bidders, Below the sale of lot 1107 at 95,000.







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## NEWSLETTER AUGUST 2015

### STAMP THEFT

#### Attention APS Dealer Members:

The following were items were Stolen or Missing after Europhilex 2015  
Please contact:

Xavier Llach, Soler y Llach, Beethoven 13, 08021 Barcelona

Tel 34 93 201 87 33

see also the ifsa [website](#).

#### SELLOS/CARTELES (Soler y Llach, S.A.)

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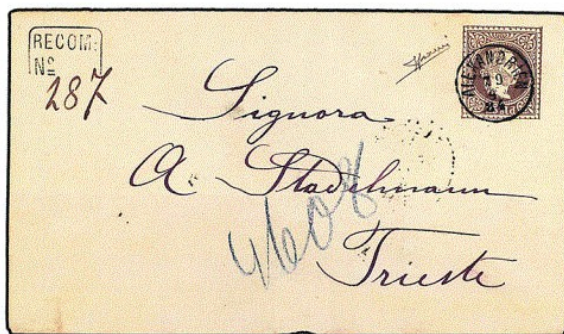
Impreso el día:15/07/2015

a las: 17:42

Listado parcial de lotes para subasta.

Número de lotes:2

Código	Ref./Pos.	Descripción	Puja Inicial	Fch. Alta
1036093	990671 /00154	✉ LEVANTE: CORREO AUSTRIACO. 1884 (Sept 19). 25 s. violet postal stationery envelope sent registered to TRIESTE cancelled by ALEXANDRIEN thimble cds with framed RECOM handstamp at left and with TRIESTE arrival cds on reverse of very rare usage of this item of stationery. The cover was later returned with ALEXANDRIEN cds on reverse.	2.850€	30/08/00
1386859	992000 /24092	✉ RUMANIA. 1868 (Aug 18). Entire letter sent registered to VIENNA franked by contemporarily defective 1867 10s. blue pair tied by scarce oval BUKAREST - RECOMMANDIRT datestamp in black. Vienna arrival (Aug 22) on reverse. Scott 4.	300€	31/10/08



1036093 Levante Austriaco 1884 2850€



1386859 Rumania 1868 300€

### CANADA FRANKLIN EXPEDITION

Due for issue on August 6<sup>th</sup> I thought I'd show these because they are rather nice and it was a rather special and sad expedition worth remembering.

In 2014, Parks Canada and its partners located the wreck of HMS Erebus, one of two ships from Sir John Franklin's 19th century journey in search of the Northwest Passage. The voyage ended in tragedy when Franklin's ships became trapped in ice. The surviving sailors eventually died in a desperate southbound march.



### CLOSING REMARKS

Thanks to those who contributed. All feedback, good or bad, always welcomed and of course material or ideas for articles for the next issue even more so.

Best wishes.... Michael [michaelatipda@gmail.com](mailto:michaelatipda@gmail.com)