



Internet Philatelic Dealers Association Inc ©

Established 23rd February 2002



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NEWSLETTER SEPTEMBER 2015

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Welcome to the September edition of the IPDA Newsletter.

EDITORS

Well it has been another busy month and of course one highlight was attending the Singapore Philatelic Exhibition and meeting up again with Ian Boulton from Perth was really nice — great to see his very nicely presented stand and the material he was displaying for his upcoming Auction. By the time you receive this the auction will be over I expect. I hope it is a great success Ian. Also nice to visit the Stanley Gibbons stand and briefly say hello to a few people there while getting myself a couple of updated catalogues. Another highlight was to view the exhibition entries, especially the aerophilatelic materials. Brilliant material I have to say. Also, being inside for the Opening Ceremony and before the actual exhibition opened to the public was nice as there were no crowds and I could get some pictures with ease. Hope you enjoy seeing some on the following pages.

Also, a bit more about the Interasia auction back in July. Although I have previously written about this auction I now have the prices realized and, as you read last month, viewing the prices realised reconfirms just how hot the market is here. In fact one of our Directors has told me the prices for some material is inflated compared to what one could expect to pay in the US.

Also this past month we had the scheduled Board meeting. All admin matters were dealt with and no issues. We are looking to find ways to advertise the IPDA more. Some ideas are being tabled for the Boards' consideration. Do you have any ideas? I believe we need to spend money and cannot get by just on use of "free" channels. Do you have any recommended channels which you think, if we spend a few dollars, we could use to get our IPDA message out to more dealers and sellers.

I spoke to a few of the dealers in Singapore and some were interested. I am hoping that will pay dividends and we may get one or two new members from those talks.

The stronger we are as an organization, and the more promotion we get, then I think the more likelihood we can attract buyers to look for the IPDA credentials on a sellers website. I guess I was not too surprised to hear comments from some of the dealers in Singapore about the plethora of junk being sold by what I term "mom and pop" sellers who really don't know anything about philately and how there is a need for an IPDA. Anyway I won't ramble on, as you all know the message. Lets do something about it :-)



Stamp of the Month

Nothing wrong with this is there? No, it is a nice perfin. So why am I showing it? Because it is described on the auction site it is being sold, as Used.

Call me pedantic if you will but surely it should be described as a perfin and, there is no reference to the wmk. I think there should be. Your thoughts?

On a personal note, I have an extremely busy month ahead. I am in Sydney for a few days next week. Nearly two weeks later I am in Thailand playing golf for 4 days, tough life eh!!! and a week after that I am in the UK. So I have a request, or offer maybe.

Would any member like to author or co-author the October Newsletter?

Just an idea I had today. If you write the articles and send me the pictures I can compile the material in the week between Thailand and the UK. Or I could even send someone the template for the October edition and, assuming you know Publisher and have the software of course, you could write the whole thing.

Any offers?

Finally, in the past issues I have asked for thought and experiences about using Stanley Gibbons Marketplace. They have been open now for just over 3 months. Surely someone has thoughts and experiences? If you do I can always publish with your ok and without quoting you by name and I can get feedback to my contacts at SG.

Have a great month. And please promote the IPDA whenever or wherever you can, It is for all our benefit. Best wishes.. Michael michaelatipda@gmail.com



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UP FOR DISCUSSION

Welcome to one new member this month. Michael Ball of Worldwide Stamps from Arizona, USA. Michael runs a very large operation as a mail order, online and national level show dealer. He stocks US and Worldwide Stamps and Supplies for the beginning to advanced collector with one of the largest stamp stocks in the world with over 450 red file boxes of stamps and 250 binders of sheets, covering every Country - A to Z. Worldwide Stamps is especially strong in Colonies and Small Countries Stamps - Dead & Current, and, he has a huge United States stock from #1 to the present of Mint and Used including all Back of Book items. Michel also dabbles in Postal History, Philatelic books, postcards and Arctic collectible and books.

Welcome Michael. We look forward to seeing you as a Member and good luck with the new website.

How do you price your stamps when you are selling? I know the position of a few of you and I know my thinking. But is this something you could share? I think not. Too much competitive intelligence perhaps? But how do you view the price you sell at compared to the SG catalogue price perhaps?

Is there anything we can share as members to help each other. After all we are not all selling the same material. Ok some overlap but not everything.

I did a random search on Bidstart for a stamp. Just typed SG nnnn and looked at the difference in listed prices. Not too far different as it happened. But the quality was different.

Anyone prepared to share some thoughts on this?

I wonder if anyone has seen this email from Amos Media about the Scotts catalogues.

Dear Valued Collector, We need your help. Because of the ever-growing amount of information contained in the Scott *Standard Postage Stamp Catalogue*, we have reached the size limit for the number of pages in several volumes of the catalogue. The catalogues simply have become too large to print and bind in their current format.

So, we have no choice but to change the manner in which the catalogue will be delivered to you in the future. We want to use this as an opportunity to improve the catalogue, to make it more useful and usable for you.

We're considering a number of possibilities, but before we make any change, we would like to hear your thoughts. If you would take a few minutes to complete this short questionnaire, you can help us to make the sort of changes that will please us all. We appreciate you taking the time to fill out this survey. Maybe the link will work for you if you are interested. [Take the Survey Now](#)



What is a customer differentiator for you? I asked this last month and NOT ONE response. Surely someone had one minute to write to me with an idea?



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STANLEY GIBBONS INVESTMENT GUIDE WITH THANKS TO SG FOR USING THEIR MATERIAL

Editors Note: I am often asked for articles on the stamp market scene and I thought maybe this would be worth reporting on. I realise one can be skeptical but I like to consider all points of view. And, I actually think, while acknowledging there is a strong sales and marketing bent to this material, that it is worth reading.

In the latest SG Investment Guide you will find, in my view, some articles worth reading. You can choose from the following Table of Contents:

3. Your guide to investing in rare stamps and coins
4. The market for alternative investments
5. Key benefits of investing in rare stamps and coins
6. Safer than houses?
7. Uncorrelated - your safety net
8. Stanley Gibbons. Quality, expertise and reassurance
- 10-11. Sample investment portfolios
12. Flexible options - our products
13. Questions and answers
14. In summary
15. Is it right for you?

Perhaps the following might be of some relevance as well.

Yes, only worth what someone will pay for each of the stamps. But still, as long as the market has buyers for quality material I guess that is the same in any collectibles marketplace.

Another of their portfolios had SG 456a, the 1935 2½d Prussian Blue, and I was so tempted to buy it as an investment a few years back. I was under other pressures at the time and did not. Wrong choice in hindsight. I would potentially have doubled my money in 5 years.

Money in shares just lost and lost and lost. One never knows does one!

Investment Guide



Portfolio 2 | Great Britain Stamp Portfolio

Investment Date: March 2009		
Original Investment: £22,350		
Date	Value	Growth
2011	£24,550	9.84%
2012	£26,750	19.69%
2013	£27,150	21.48%
2014	£27,500	23.04%



1913 1d Deep Green



1913 1/2d Green



1840 Southgate No 6 "Papal" Envelope



1883 2s6d Lilac (Blue Paper) Plate 1



1969 5d British Ships Error



1878 1d Colour Trial



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INTERASIA AUCTION REALISES US\$ 5.8 MILLION

Editors Note: Sourced from the Interasia website a [here](#) - lots more to read and yes it shows just how "hoi" the market for China philatelic material really is.

Our recently concluded July 18-20 auction once again brought an excellent realisation of HK\$45,332,540 (US\$5,846,800), which far surpasses the single sales total of any Asian auction house thus far this year and continues to confirm *Interasia's* place at the forefront of Chinese philately.

Despite worries of market uncertainty due to dramatic falls in the volatile stock markets, the one remaining certainty was the keen interest at all levels for the stamps and postal history of both China and Hong Kong. Another continuing trend was the almost universal collecting interest in Chinese stamps, reflected by buyers literally from around the world.

The rare and elusive mail from the **Ching Dynasty** once again brought intense competition and stellar realisations.

Only three registered envelopes are recorded with Large Dragons used during the proper period, and this was reflected in the HK\$4,370,000 (US\$563,600) realisation for the magnificent 1886 registered envelope from Tientsin to Germany franked with the thick paper 5ca. strip of three in combination with France 25c. pair.

One of only two recorded examples of the Tienstin type 5 seal on a Large Dragons cover, a 9 candarins rate to Europe, brought HK\$517,500 (US\$66,750), while an 1897 combination cover to Germany bearing eight examples of the New Currency surcharges including the Small Dragons 5c. on 5ca. and Dowager redrawn 1/2c. on 3ca. nearly tripled its estimate while finishing at HK\$333,500 (US\$43,000).

Among the outstanding realisations in the **Classic China** stamps were the 1894 Dowager Empress 24ca. vertical imperforate between pair which brought HK\$253,000 (US\$32,600), the Red Revenue small figures surcharge 2c. on 3c. reconstructed half sheet of fifty with sheet number fetched HK\$575,000 (US\$74,200), and the superlative (Lot 479 shown) 1897 I.C.P. \$2 mint block of four mint which far exceeded its presale estimate of HK\$160,000 to result in a staggering HK\$437,000 (US\$56,400).

Most of the second day of the auction was devoted to the People's Republic of China and the Liberated Areas. With a pre-sale estimate of just over HK\$10,000,000, the 632 lots realised 50% above estimate for a total of HK\$15,395,400 (US\$1,986,000).

An assembly of rarely seen perforation and paper varieties of the 1950 Tien An Men 1st printing offered in six lots realised a total of HK\$420,950 (US\$54,300) after intense bidding. The ever-popular 1952 35th Anniversary of the Russian Revolution unissued set of four with additional "Soviet" characters in the inscription brought HK\$253,000 (US\$32,600), while the superlative sheet margin example of the 1956 unissued Views of Peking with background of rays of sunlight was fiercely competed for at HK\$1,955,000 (US\$252,000)



Above: Lot 108 Large Dragon Registered envelope from Tientsin to Cassel Germany 1886

Below: Lot 479 1897 \$2 orange and yellow





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INTERASIA AUCTION REALISES US\$ 5.8 MILLION CONT'D

The third day of the auction featured **Hong Kong** and the other **Asian countries**. Among the more noteworthy realisations was HK\$46,000 (US\$6,000) for a pristine mint half sheet of the 1863-71 12c. comprised of two panes of sixty, the 1935 Silver Jubilee set of sheet number blocks of four on separate first day covers at HK\$40,250 (US\$5,200), and a particularly well centred mint example of the 1874-1902 Postal Fiscal \$10 rose-carmine which brought HK\$59,800 (US\$7,700).

Universally acknowledged to be the finest extant example of the perf. 12.5 4c. on cover, the 1870 entire from Canton to Lyon bearing in addition a 12c. adhesive to pay the 16 cents rate to France brought HK\$161,000 (US\$20,800).

Small sections of **North Korea** and an unusual assembly of **Bhutan** featuring essays and proofs both brought keen competition, while the highlight of a fine selection of Japanese Occupation of Malaya was the very rare mint block of four of the 1942 Malacca \$1 with a complete strike of the Malacca chop, which realised HK\$74,750 (US\$9,650).

Finally, to contrast. Lot 3204 Hong Kong, 1935 Silver Jubilee 5c. green and indigo lower left corner block of four, upper left stamp extra flagstaff variety (Pl. "1" R9/1), centrally cancelled by "Victoria/Hong Kong" c.d.s. (12.11.35; c.t.o.), gum yellowing on reverse, fine to very fine. S.G. 134/a cat. £285. a cat of £90 sold for HKD 1150 that is about £90

All realisations include the 15% buyer's premium.



Above: Lot 3200 with estimate of 6000–80000 HKD fetched HK\$ 40,250

Below: Lot 3204 estimate at HK\$ 1200–1300 fetched HK\$ 1150



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Philatelic Stunners by Michael Mahler Documenting the Legendary Persian Rug \$200 and \$500 Revenue Stamps — The rare, high value 19th-century revenue stamps have long held a special place in hearts of collectors.

A Flyspeck Post Office by Allison Cusick Bill's Place, Pennsylvania, Population 5 — This road stop in the Pennsylvania hills offered food, fuel, outhouses and a teeny-weeny post office.

The Luff Awards The American Philatelic Society's annual highest honors are conferred on three deserving philatelists: MaryAnn Bowman, John L. Harris, and James E. McDevitt. They were honored at the annual STAMPSHOW.

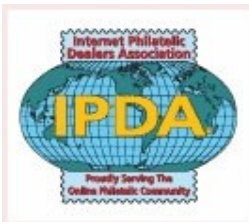
Just something you may find interesting. Thanks to Member Don Ion for sharing this with us.

You can find the online version [here](#)

I need to find out if we can read it as APS affiliate.

It certainly looks like a professional publication.

Anyone read it and have a comment?



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SINGAPORE 2015



Singapore 2015—Entrance

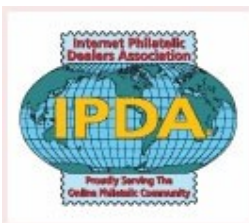


Member Ian Boulton from Perth, Australia



The opening speeches from the stage. Dancers presented a postal dance and the dignitaries placed stamps on the envelope and signed it to open the exhibition. All done with excellence Singaporean showmanship and style





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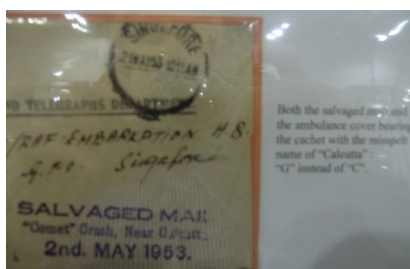
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SINGAPORE 2015 CONT'D



Stanley Gibbons had a very nice corner booth making it easy for many people to be served. Royal Mail had their Post and Go machines, A006 and A008. Of course, as I experience in Seoul last year they were not working but I was able to get some of the collectors strips for one of my customers, thanks to the very helpful guy who was working the stand. Amusingly enough the same guy who looked after me in Seoul. Small world. In case you are wondering why there are no customers around, I was in before the show actually opened. Just flashed my IPDA credentials :-)



I found the aerophilatelic displays, including a wonderful aisle of crash cover displays, really awesome. Some very interesting material that I am sorry the pictures do not do justice to. Above shows a piece of the "Salvaged Mail from the 1953 Comet crash outside Calcutta where the C in Calcutta is actually the letter G.

Below Left only a small section of the excellent exhibition displays, and right, potentially a new member from South Africa.





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WORLD STAMP SHOW — NEW YORK 2016

Source: http://www.stampnews.com/stamps/stamps_2015/stamp_world-stamp-show-ny-2016-as-the-greatest-international-celebration-of-stamp-collecting.html

I understand that USPS has issued two (of twenty) new stamps to celebrate the upcoming philatelic event World Stamp Show-NY 2016.

Publicity material I have read states that these two elegant stamps are reminiscent of classic engraved 19th-century stamps and banknotes. I guess everyone is entitled to an opinion and beauty is after all in the eye of the beholder. But really! So boring!

The 2016 New York World Stamp Show is from May 28 to June 4, 2016, at the Jacob Javits Convention Center and more than 250,000 visitors are expected to enjoy eight days of amazing philatelic events and displays.

The design of the twenty self-adhesive stamps features intricate patterns of lines and ornamentation inspired by the U.S. Newspaper and Periodical stamps of 1865.

A touch of patriotic colour – ten stamps are blue and ten are red – emphasizes the location of this international exhibition: the United States.

The circle in the center of the stamp design displays a five-pointed star. Text surrounding the circle reads “2016 World Stamp Show” and “New York City”. The header on the pane reads: “JOIN US FOR A WONDERFUL WEEK AT WORLD STAMP SHOW-NY 2016”. Verso text provides details about the show.



World Stamp Show-NY 2016 continues a 100-year tradition of once-a-decade international philatelic exhibitions held in the United States. The 300,000-square-foot bourse, the philatelic word for marketplace, will be jam-packed with more than 200 dealers selling and buying stamps and other philatelic products. The U.S. Postal Service and some 50 international postal bureaus will be selling their latest stamps.

LAST POST FOR STAMP COLLECTORS

Something from two years ago I found while trawling the web for ideas for news piece. You can read it all [here](#)

Surely a bit of an exaggeration? In the 1960s, some guy regularly visited the stamp dealers that then lined The Strand in London, and even popped along to a few auctions to bid for items, as he amassed a sizeable collection of mint or near-perfect British stamps. He tucked them away imagining that one day they could be worth a bob or two. He decided to put his collection up for sale. He checked the values placed on his stamps by the SG Catalogue, and put them up on eBay. But his heart sank when he began to realise just how little stamps now fetch on the open market.

His used 1902 5/- EDW VII, currently valued by Stanley Gibbons at £175, achieved a price of just £6; a stamp commemorating GVI Silver Wedding in 1948, priced at £40 in the catalogue, sold for just £9; while a mint set of King Edward VI stamps from 1951 went for £22 compared with £100 in the catalogue. Read the article for more.. Seems a bit unreasonable to me..... Readers thoughts????

CLOSING REMARKS

Please think about helping me for the next issue. I am sure there must be someone with fresh ideas?

Best wishes,... Michael michaelatipda@gmail.com