



# INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter July 2018

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## Stamp of the Month

The FIFA world cup is well underway as I write this. Perhaps your team is still in the competition. Perhaps you sell football / soccer stamps. Here is one I rather like, even if not a world Cup issue it is from Russia; from a 1981 set of 5 commemorating sports. SG 5137.



## Welcome to the July Issue



As the IPDA Chairman it is my pleasure to be writing this for the July Newsletter. Welcome to this issue. I hope you find it interesting and informative. Over the past few months quite a lot has happened within the IPDA.

First, a big welcome to new members, some very new to the IPDA and a few who are returning members. We are seeing the IPDA growing again and we are seeing member participation. This is what we hoped for when we started to re-establish the IPDA brand and membership. It is what we hope will prove of use and value to you, our members.

Perhaps some introductions would be useful. The following are new members - I remember a few years back we used to write a short piece on each new member and show an image of their website or sales portal. With so many joining you will forgive me if we don't do that this time round but you can always visit their sites.

Welcome,

- James Minns, selling GB Worldwide & Topical on Delcampe
- Lee Coen, who specialises in Iran and sells on Hipstamp & eBay
- Richard Knierim, who sells US and Worldwide on Hipstamp
- BJ Slusarczyk, selling US, Canada, France & French Southern & Antarctic Territory on eBay
- Jeri Stathas, who sells from his Worldwide stock on eBay and Hipstamp
- Jorge Castillo, who sells Latin America & Worldwide from his online store at Castlerock Stamps.com
- Peter C A de Jong, who specialises in FIFA World Cup issues and sells on Delcampe and, who has kindly given us an article on this topic for this issue.
- Karl Shallenberger selling as Linda and Karl,
- Rich Sandler selling as Not just Books,
- Robert Hausin a highly respected eBay seller at New England Stamp
- **Carol Brooks** another long time and experienced dealer on eBay and Hipstamp.

Welcome to everyone.

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## Welcome from the Chairman ... cont'd

We had 16 members renew their membership and a few ex members rejoin. I would like to mention two as they are from my home country of Australia. The first is Rod Tilyard who sells on Hipstamp and from his [online store Koala Stamps](#), which I encourage you to visit if only for the beautiful photographs of parts of Australia. Rod is also the owner of [mystampworld.net](#) a brilliant site he created and manages. And, if I may say so, my friend and neighbour here in NSW, Larry Bailey, who many will know for his work creating and writing the [online Australian Stamp catalogue](#).

Another matter I would like to bring to your attention concerns the Confidential List. I did write about this in the June Newsletter but wanted to reinforce the point that we are starting this again. In the coming months I will be getting more material published on this. In the meantime please send me any material you think we should be aware of

Just one News item I read that I thought worth sharing. Many of you will no doubt know more than me but if this applies to you I hope it useful to pass this on. It concerns a Delcampe notice to sellers about the fees they can charge buyers. This will follow the implementation of the European PSD II directive (2015/2366).

The PSD is the Payment Services Directive, a European Union directive to regulate payment services and payment services providers throughout the EU and the European Economic Area (EEA).

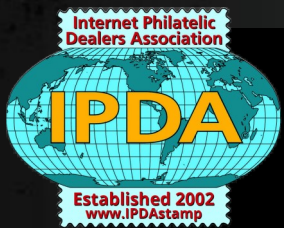
Delcampe advise that starting July 20th, the Directive will **forbid** sellers from charging buyers **payment fees** and that they, Delcampe, will be removing that option from their system.

Sellers will have two rather than three optional fields to fill in when creating a listing for sale; either **"Shipping costs"** being the actual cost of sending the item to the buyer (formerly called "delivery fees") or **"Management fees"**, these being other fees for the sale. For buyers, the two types of fees will be added on a **single "fees" line** on the invoice or payment request.

Finally, In the June issue we had an article with a link to a web site about stamps from Iran and Persiphila. I do apologise because there was a typo in the name and the accompanying web address. Please look at [www.Persiphila.com](http://www.Persiphila.com) to learn more.

Thank you to all who contributed to this issue. I enjoyed all your writings. Thank you for your support of the IPDA. I look forward to us working together and welcome feedback to the contents of this issue.

Regards Alan Devine, Chairman and Confidential List Officer.



# INTERNET PHILATELIC DEALERS ASSOCIATION

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## How to choose a reputable postage stamp dealer



*Peter C.A. de Jong from The Netherlands recently joined the IPDA. He has offered to write for the Newsletter. Here is one of his texts. Some useful thoughts for members to consider when promoting the IPDA. It is not always about promoting the IPDA to colleague dealers, but also to collectors who are looking for a reliable dealer.*

If you are a collector you want to be helped by a reliable dealer with philatelic knowledge. These two elements – reliability and knowledge - become more and more difficult to assess in this era of internet based sellers. Prices may differ, the scan of stamps may be of a different quality, and the accompanying text may sometimes be misleading. Often there is the word "scare" or "special" or "my last" or "last attractive offer". What does a collector believe?

When I buy directly from a dealers shop in the high street, so to speak, and the purchase is relatively simple with the price being ok the quality ok, I will trust the dealer. Done!

On the internet things are very different. If I don't mind the money, who do I buy from? Perhaps a compatriot or maybe a dealer recommended by a friend, or from a specialist regarding the stamp I am looking to buy.

OK, but how do I know if this internet dealer is a real specialist? There are many kinds of philatelic dealers and each one may have an expertise on several area of philately. Stamp dealers do not choose their career overnight. Most of them are devoted stamp collectors who have spent many years learning and studying their area of philately. They are probably always up-to-date with stamp values for example.

As in the travel industry, many providers are affiliated with a travel organisation that offers some degree of guarantee to the customer. When you book a trip it is important to see if the travel organisation is affiliated with the ANVR (In The Netherlands for example). The ANVR is not a consumer organisation but an association for parties in the travel industry. They offer some degree of confidence to the buyer, namely the traveler.

I believe the IPDA is such an Association for the stamp collector because only reliable dealers and stamp sellers can be members of the IPDA and the IPDA can assist you with complaints about your purchase.

My mantra to collectors is, if you are not sure of the internet dealer you want to buy from, why not contact the IPDA? Look at the IPDA website, [www.ipdastamp.org](http://www.ipdastamp.org) and see which dealers are members. See how the IPDA can help you. Reliable internet based dealers are members of the IPDA.

I welcome feedback. Regards Peter





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## Not all that glitters is gold, but several FIFA World Cup postage stamps are

*The FIFDA World Cup is underway. This is a topical and timely piece about the stamps some countries issue, sent to us by member Peter C.A. de Jong from The Netherlands*



Yemen Kingdom, June 1970 - Commemorates Brazil, Winner of 1970 FIFA World Cup in Mexico. Perforated, print run of 1.000, 24 Ct Gold

Not everything that glitters is gold as the saying goes. In the football world, this also applies. Such as the FIFA Ballon d'Or. This trophy has been issued every year since 2010 by the World Football Association, FIFA. It goes to the best male and female footballer and coach of the past year. The winner is the person who gets the most votes cast by national coaches, captains of national teams and journalists from all over the world.

The prize is a combination of the World Player of the Year, the Golden Ball and, a trophy, which, since 1970 known as the FIFA World Cup Trophy, is made of 18 carat (75%) gold and designed by the Italian designer Silvio Gazzaniga.

Several countries have produced their world cup commemorative stamps using gold. I collect and specialize in FIFA related postage stamps so thought I would show a few.

My collection has about 6.000 items: postage stamps, blocks, sheets and covers. The oldest are from the football events of the 1924 and 1928 Olympic Games (the football events of these 2 years are generally considered to be the precursor to the FIFA World Cup competition of today) and the FIFA World Cup events of 1930 till 1978. You can see more at my website <https://sites.google.com/site/testptrca/>



Top: Sahara OCC R.A.S.D., 1992- Overprinted in gold text and logos of the 1970 and 1978 FIFA World Cup. Commemorates Americo Verspuci Perforated, limited print run.

Right: Folder, Yemen Arab Republic, April 1970 Commemorates 1970 FIFA World Cup™ in Mexico, but overprinted in red: "MUNICH 74". Image on the stamp is Jules Rimet. Perforated, limited print run,

The gold commemorative stamps have a thin layer of gold either surrounding the stamp or overlaid on top of the stamp. Some countries, like the Yemen Kingdom and Yemen Arab Republic, even have 23 and 24 Carat football stamps.





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## Fraudulent Use of the £5 Orange by Dr John Horsey

The Five Pound Orange is the pride and joy of many a Great Britain collection and a sadly unfilled gap in countless more. It is not especially scarce but its desirability and market forces tend to make it expensive. The stamp is found with a wide range of cancels: some common and others scarce. One seldom seen cancel is shown in Figure 1 – an Edinburgh Exchequer violet oval and obviously some form of accounting usage.

Many collectors regard violet cancels as undesirable so, at first, it was not surprising to see the example in Figure 2. This bears strikes of the Accountant's Office cds, but in addition, there is a very faint central Exchequer Edinburgh double-ring oval struck vertically.



Figure 2 Erased Exchequer

it would appear that a dealer or collector must have bleached out the Exchequer cancel to improve the stamp's appearance. This is not the case.

In Victorian times, £5 was a considerable sum and some Post Office employees, handling £5 Oranges as part of their job, would have been tempted to take advantage. The Exchequer cancel is dated 21st November 1891 but the cds is 15th January 1892, almost two months later. If this was genuine use of two related cancels, the dates would match, or be only a day or so apart. The disparate dates confirm it is fraudulent use.

The Exchequer cancel is near complete and therefore firmly struck, but is too faint and dull to be consistent with a firm strike. If lightly struck it would be less complete but any violet ink would still be in a bright shade. The shade of the stamp itself is noticeably bereft of red and under ultraviolet appears brown, unlike any others seen. Evidently the stamp has been bleached in an attempt to remove the Exchequer cancel, reducing the red component of the orange as a result. Figure 3 shows this same image digitally enhanced which makes the 21st November 1891 date of the Exchequer cancel clear.



Figure 1 Exchequer Edinburgh



Figure 3 Digitally Enhanced Image

### How was the Fraud Perpetrated?

It is likely that an employee in the Accountants' Office acquired a £5 with an Exchequer cancel, probably from security scrap, took it home and bleached out the violet cancel. On 15th January 1892, he needed a £5 for an accounting docket.

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## Fraudulent Use of the £5 Orange by Dr John Horsey .... Cont'd

However, instead of using a new £5 Orange from his stock, he could pocket that and affix his cleaned copy. This would keep his stock balanced. He then cancelled his cleaned copy in the usual way. One might think he would have placed the Accountant's Office cancels centrally to hide the erasure better, but that would have appeared suspicious. At that time, the Accountants' Office cancels were always at the sides, to tie the stamp to the docket.

There was little chance of discovery, especially in the winter months. In dim gaslight, the residue of the earlier cancel would pass unnoticed. Furthermore, all the dockets would normally have gone for destruction soon after they had served their purpose, thereby eliminating all evidence.

However, a small percentage became 'liberated'. To satisfy the demands of collectors, dealers at the time may well have paid a few shillings to those with access to scrap dockets. Very few £5 Oranges were used postally, and almost all used examples existing today fell off the back of a lorry – sorry, horse and cart!



Figure 4: Another Example of the same Fraudulent Use

By pocketing a new stamp for redemption elsewhere, the clerk's stock would balance. He had made today's equivalent of around £1000. When writing my book, *The £5 Orange*, it was thought that this might well be the only surviving example of this particular fraudulent use. However, recently another example

has come to light, used on the same date, although the Exchequer cancel is 4 days later, 25th November. This is shown in Figure 4 along with its enhanced image. This time he was more effective in reducing the Exchequer cancel but, although less obvious, the letters 'EDIN', part of the ovals and '25 N' of the date are still evident. With this second example, it is now clear that he got away with at least £2000 that day! The fraud was massive.

One could speculate about how often he perpetuated this fraud. There is likely to have been a steady supply of £5 stamps with Exchequer violet oval cancels coming into his office and acquiring a few each week may have been possible. There may have been the opportunity to execute the fraud almost daily. If so, with the high value involved each time, there is the potential for this fraud to eclipse the sums involved in the Stock Exchange forgery. Those were only a shilling a time: the £5 is 100 times greater.

This is far from the only fraud involving the £5 Orange. Other unrelated schemes are included in *The £5 Orange by Dr John Horsey* available from and published by Stanley Gibbons.



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*Lee Cohen, member #251 from Arizona, joined the IPDA in May and is a specialist in the stamps of Iran. He sells, and as you will read, buys on eBay. Some advice when looking at stamps.*

## Hawaii \$1 - Stamp Quality

Boy did I get a great deal on this stamp. Just look at it, Hawaii, Scott R11. I bought this stamp, a revenue stamp, at the stamp club. Heck any stamp that has a face value of \$1.00 has to be worth some big bucks right? Especially

when used.



Hawaii, Scott# R11 used.

So off to eBay to check fair market price/value. I know I have a money maker right in front of me. I just know it, especially when I found this image of the stamp on an APS sheet. It was being offered at \$500.

Looks just like my stamp, but wait, this is a commemorative panel and not a stamp. Then I found this. My stamp has some red ink. Has to be close, right? Same stamp? I just knew it was worth some good money. Let's look at my stamp and compare.



Ebay offering at \$49.00

## American Philatelic Society

107th Annual Convention  
Houston, Texas • August 19 - 22, 1993



King Kamehameha I was the subject of this one-dollar revenue stamp produced for the Republic of Hawaii by the American Bank Note Company in 1897.

If you take a minute when buying stamps and really look closely, you can save yourself lots of time and headaches. With a high face value a stamp that has been used is often desirable. However, the condition of this one, compared to the other offerings in the market place make it a space filler. As seen, we have short perfs, scuffs, pulled perfs, a folded lower right corner, folded perfs and the color is very light. The color difference is most likely from soaking. This is definitely not worth anywhere close to the items shown above, it is a nice \$1.00 stamp from Hawaii. This is a stamp for the beginning collector, not me.

And, there is another moral here. We have to make sure we correctly describe our stamps for sale. What at first looked like a great deal, as I said at the beginning, might not be when looked at carefully. Just as well I studied it carefully before I thought of listing it for sale. All feedback welcomed Lee.



My stamp identified with arrows, #R11, Hawaii





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## Chairman's Chatter

A few more thoughts for your interest and awareness. I was the Newsletter Editor many years ago so perhaps I am sort of qualified to give it a go again, just this once! I have so much to write I changed the font size just for this page.

**London Stampex 2018:** This September from 12th to 15th at the Business Design Centre in London, UK the STAMPEX exhibition will be held. I plan to attend and look forward to meeting other members who will be there. Ken Sanford, one of our USA Directors will be there and is arranging a dinner (he is not paying I might add!!!) If you will be in London and are free on the 15th, the Saturday, please get in touch with Ken. How nice it would be to see more IPDA members.

**IPDA Directors:** How do you get in touch with Ken? This leads me nicely into introducing you, especially new members, to our Directors. Our General Secretary is Michael Dodd, now living in the Philippines. We have Roger West from the UK, Andrew Farberov, Richard Lehmann and Tony Tripi all in the USA. Tony is our Treasurer / Membership Secretary, and Andrew is our Auditor. You can see them on the IPDA Website, click the Committee menu item and contact them directly from there - or click this link <http://www.ipdastamp.org/ipda-committee.cfm>

**IPDA Brochure:** I am sure we will be meeting other dealers in London. To help us promote the IPDA, not only then but now, we have produced a first version of "An Invitation to Join the IPDA" brochure. It is one page, double side printed to fold brochure. Easy to print, easy to carry and easy to offer to another dealer to introduce them to the IPDA. We will have a more refined version ready for the London Stampex but if anyone wants the file to print for use now please contact Michael our General Secretary at [michaelatipda@gmail.com](mailto:michaelatipda@gmail.com)



**IPDA Business Cards:** This has been a topic quite widely discussed. Maybe some members would like a card, showing they are an IPDA member. The choice is personal of course. Tony, our Treasurer / Membership Secretary has created one that you can print yourself on standard Avery business cards. Contact Tony for more information if you are interested. Tony is at [membershipsecretary@ipdastamp.org](mailto:membershipsecretary@ipdastamp.org)

**Advertising your Store:** We have been thinking of offering this to members. Would you like to advertise your store or web site or philatelic business in this Newsletter? using a box ad like the IPDA one on page 1. Size approximately 3.5" by 2" sent to the General Secretary at [michaelatipda@gmail.com](mailto:michaelatipda@gmail.com) as a jpg file. A nominal rate of US \$2.50 per month for a minimum of 4 consecutive months placement. Please write to the General Secretary if you would and we will arrange something with you.

**Quality of Images:** As an IPDA member we want to promote the integrity of philatelic dealers on the Internet. I was reminded of this recently when I saw some blurred and unprofessional images of stamps for sale on an auction site. Quality images of the stamps we are selling is one way to promote our integrity I think.