



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter August 2018

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Stamp of the Month



In this case stamps of the month! And, just the news. Hard as it is to resist 😊

On June 20 the US Postal Service introduced the first ever series of scratch and sniff stamps being known as "frozen treat" stamps. Actually marketed as - I kid you not "Americans can peel their stamps and smell 'em, too".

The stamps are scented like ice pops, with kiwi, watermelon, strawberries, oranges snozzberries (what? with Roald Dahl's estates' approval I assume) and other "flavours". 20 varieties in all it seems.



Welcome to the August Issue

I am so pleased to be writing this opening page again because it gives me great pleasure to say how excited we all are at the success we had getting the new website up and running with no hitches. By now I hope you have all received your new username and password to access the Members area on the site www.ipdastamps.com.

When I got involved with the IPDA again, back in December 2017, I never expected to see a new web site let alone one with the depth of content our new site has; ready for our members and the philatelic community. But that is what we have, and perhaps more amazing, from inception to implementation what you see took just 9 days. Great work. Well done to Rod Tilyard our new webmaster and Michael our General Secretary who both made this possible.



I mention Rod, who is our new Webmaster — we are very fortunate to have him - but more on him later. He was officially voted in as our Webmaster at the July Board meeting.

At the Board meeting we also appointed Peter C A de Jong as Director Europe. This is a chance for us to step up our presence in Europe through Peter's network. He has also been a contributor to the new web site with many ideas and in particular with the Philatelic Terms Translated functionality we now offer as one of our services. Welcome Peter, great to have you on board. You can read some of Peter's other contributions in this Newsletter as he has again been kind enough to contribute interesting material.

..... cont'd



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Welcome from the Chairman ... cont'd

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Chat Room
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Glossary

I am going to repeat this image (shown to the left) from the Special Edition Newsletter we issued a few weeks ago because I think it worth reinforcing what the IPDA now offers as Services.

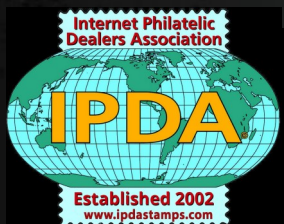
As I said earlier in July, when we announced the new website, ipdastamps.com the Board has been working to get the IPDA back to a position of respectability in the philatelic community. I think our "Services" now demonstrate the results of the Directors work. There will be more, but this is a good start I think. This [new website](#) marks a turning point for the IPDA. For Members, I think it is something you can now be proud to promote. For those thinking of joining the IPDA I think you will find all the information you need about the IPDA and an online application form that is straightforward.

And talking about promoting the site and being proud of it, I think the results are already showing because at the time of writing we have 3 members rejoining, welcome back Rick Range from the US who runs the [Postmark store on eBay](#), [Dick Keiser](#) also from the US and Kevin Morgan from Australia who I know is very generous to the IPDA giving us promotional advertising space in [Stamp News Australasia magazine](#).

We also welcome 18 new members from 12 countries. You can learn more about our new colleagues by viewing their profiles on the Members list on our website, or for a quick view of their business just click the links I have included below.

Ken Pullen Sydney, Australia	Jonathan Topper Houston, USA	Ray Lewis Sydney Australia
Roux Pascal France	Axel Dorrenbach Germany	Nikolay Simkin Russia
Mark Johnson Northampton, UK	Donald La Berteaux Georgia USA	Terry Finlayson Australia
Ricardo Miguel Lerena Argentina	David Deveney BC, Canada	Charles Voetelink Netherlands
Telah Smith Ohio, USA	M V N S Murthy Chennai, India	Jacques Kuun South Africa
Enrique Frega Miami, USA	Stephan Mihaylov Bulgaria	Don Palazzo Foxboro, USA

Thank you everyone for your support of the IPDA. Alan Devine, Chairman and Confidential List Officer



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Travel agents and stamp dealers



Peter C.A. de Jong recently joined the IPDA. He has offered to write for the Newsletter. 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.

A few weeks back I had a conversation with a philatelist who responded to my blog posts. He said he thought that the widespread availability of basic stamp information had made the professional stamp dealer somewhat obsolete, and that this was why dealers like myself were having difficulty building loyal customer bases. I thought about it for a while and then I realized why I felt he wasn't 100% correct in his analysis.

Knowledge does not equal experience!

Then I had a thought flash into my mind - about travel agents. When it became possible to book airline trips and vacations online a number of years ago, the conventional wisdom was that travel agents would become obsolete and would soon be out of business. But, almost 20 years after online booking of trips became a thing, they are still going strong. Sure, the worst ones went out of business - those that provided little value. But the better agencies are still thriving. Why is this, and what does this have to do with stamp dealing?

If you think about vacations, particularly those that are long and involve travel to exotic locations, you realize that:

1. They are expensive: for many folks, this maybe their first and only chance to travel.
2. There are a lot of moving parts and things that can go wrong: missed connections, customs issues, insurance, tourist traps, bad hotels, etc.
3. There can be issues involving health and personal safety to consider.

So, while most people can be perfectly comfortable booking a basic flight across the country, or a single destination trip to a relatively familiar location by themselves, they are less comfortable putting together the bigger, more expensive trips on their own.

This is where a good travel agent comes in. A good travel agent knows their client and through speaking with them can get a sense of what they want out of a trip. The good travel agent will:

1. Find them the best air and hotel deals for the level of comfort they are looking for and can afford.
2. Advise them as to the most important sights and activities for them to see when they are on their trips, as well as those to avoid.
3. Handle all the bookings for the above and schedule them in a way that prevents the traveler from trying to cram too much into one day and gives them ample time to enjoy and get the most out of each experience.
4. Advise them about which areas to avoid at night and other personal safety issues, as well as giving practical advice about what can make them sick on the trip.
5. Advise them about aspects of the local customs they need to be aware of and observe in order to enjoy their trip.



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Travel agents and stamp dealers cont'd

So, there is way, way more to being a good travel agent than just punching a bunch of keys on a computer terminal and filling in paperwork. Most good travel agents now tend to specialize in certain regions or certain types of vacations which allows them to develop the knowledge and expertise to effectively do the above. A good travel agent helps ensure that your trip will be memorable to the customer for all the right reasons.

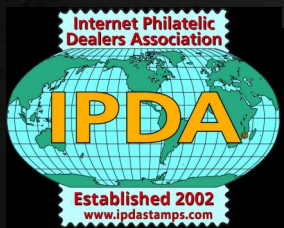
And so it is with a good stamp dealer:

1. A good stamp dealer gets to know you and understand what drives your collecting interests. With this knowledge, and a knowledge of your condition preferences and your budget, a good dealer can make several alternative suggestions to you about what to collect, and how much scope to include.
2. A good dealer has a good understanding of how collections develop and can help you choose the appropriate scope for your collection and pace yourself so that you don't bite off more than you can chew, you don't lose interest for lack of material and you don't run into a situation where you can't afford to add to the collection anymore and have to stop collecting. The fact is, most collectors think they can collect and study far more material than they actually can, and so many collectors over-reach and wind up having to cut back later.
3. A good dealer can advise you about the pitfalls to avoid in whatever area you choose to collect and can help you avoid running afoul of them.
4. A good dealer is ethical to the point that you can trust them to act in your best interests when sourcing material for your collection. You can purchase with confidence from them, knowing that their prices are fair and sustainable, and that what they are selling has been professionally vetted by them and is, what it is claimed to be.
5. If you run into a situation where you have to sell your collection, a good dealer will help you sell it in the manner that is consistent with your best interests.
6. A good dealer helps you get the most out of your collecting experience by providing free information to help you better study and understand your stamps and supplies, and can provide reference works written by others that relate to your collecting field.
7. A good dealer leverages their professional contacts to either build a comprehensive stock of material for you to shop from, or otherwise locates specific pieces for you, for the best long-term prices.

So, as you can see, there is much more to being a good stamp dealer than just amassing a stock and hoping that people will buy from you. Indeed, being a good stamp dealer requires the mastery of several best practices and skills. A good stamp dealer provides a full range of services to collectors through the life cycle of their hobby, from the first conception of their collecting interest, through to the sale of their collections, and does so with the highest standards of professional integrity.

In the September Newsletter Peter will continue this topic and provide his views for the collector and how they can identify which dealers are the good dealers.

This article first appeared in the <http://canadianphilately.blogspot.com> on May 19th 2018



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With the FIFA World Cup being a popular topic at the moment, member Peter C.A. de Jong provides this short history of philately about the 1930, 1934 and 1938 competitions.

Philately and the 1930s FIFA World Cup Competitions

The 1930 competition was played in Uruguay, the first time the World cup had been played there. Uruguayan Post did not issue stamps to commemorate the event although they did recognize the event with a series of postmark slogans for canceling machines and a special cover and cachet for the event.



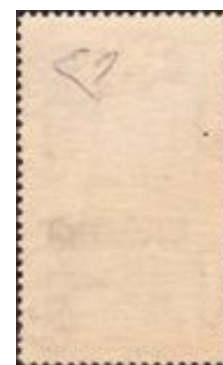
Looking back one realises that in the early 1930s the World Championships were just beginning and did not have the popularity they have today and therefore were not accompanied by the commemorative stamp issues we see today from countries around the world.

Cancellation, type 2A, used by the Uruguayan Post to commemorate the 1930 FIFA World Cup

The 1934 FIFA World Cup took place in the Kingdom of Italy, as Italy was known then, and the 1938 event was held in France.

There are a number of similarities between these two FIFA World Cup events:

- Both events took place in Europe and Italy won both tournaments.
- Both events were boycotted by (a number of) South American countries, including Uruguay and both events came into contact with the emerging fascism;
- commemorative stamps were issued for both tournaments but only by the host country.



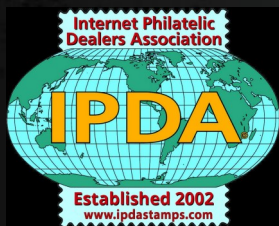
One example of a stamp, front and back, SAGGIO stamped by hand, issued by Aegean Islands on 15 JUN 1934, designed by Mrs. Liana Ferry, and the back handwritten signed by Enzo Diena.

Some interesting philatelic trivia:

the 1934 stamps were, for the first time, designed by a woman; Liliana Ferri, who designed some of the values of this series;

- In both 1934 and 1938 "specimen" stamps were issued. In 1934 this was called "SAGGIO";
- The back of the stamps from 1934 Aegean Islands and 1934 Italian Colonies have been marked with a handwritten "D" from Enzo Diena. He was an Italian philatelist who continued the tradition of his father Alberto Diena and grandfather Emilio Diena in dedicating himself to the study of stamps of Italy;
- and one football trivia; at the 1938 FIFA World Cup, Ernest Willimowski became the first player to score four goals in a World Cup game during Poland's 6–5 loss against Brazil; his record was later equaled by other players, but was bettered only 56 years later in the 1994 World Cup.

It is too much to add all 1934 and 1938 stamps and postcards here but you can find all stamps and more details on my website <https://sites.google.com/site/testptrca/> Regards Peter



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Member Profile - Rod Tilyard, owner KoalaStamps.com

It is a pleasure to write this piece showcasing Rod and his websites. Not just because of his commitment to the IPDA, the technical build of the new IPDA website and the fact he is now our new Webmaster, but because his websites are very impressive.



Rod lives in Devonport Tasmania. He relocated there from Melbourne after he retired from the corporate world where he spent his career in IT. Asked about [KoalaStamps](#) Rod says, “programming and stamp collecting are in my DNA, so after the designing, coding and testing phases were completed early 2015, the website went live that same year. The site provides my outlet for four decades of stamp stockpiling. In three short years, thousands of collectors from over 100 countries have stopped by and added to their collections”. Rod goes on to say he is fully immersed in our great hobby every day and I can understand that given he also owns and manages

[mystampworld.net](#) a free online community for philatelists of all ages all over the world. mystampworld offers stamp forums, the latest philatelic news, collectors own blogs, chat forums, personal stores and advertising, swaps,



upcoming events & so much more.

If all that doesn't keep Rod busy he also has stores on Delcampe, eBay & HipStamp, has a free philatelic directory

[StampSites.info](#), manages the Facebook [I Love Philately](#) group, is a member of the APS and active with the StampBoards and StampCommunity.org forums, notably on Australia and Oceania philatelic topics, on which he is extremely knowledgeable. If you haven't visited Rod at KoalaStamps I recommend you do, if only to see some brilliant pictures of Australia and the Oceania islands and territories. It is great to have you with us Rod.

Alan Devine Sydney, Australia July 18th 2018



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Lee Coen, member #251 from Arizona, joined the IPDA in May and is a specialist in the stamps of Iran. He sells on eBay and HipStamp. Here he talks about listing and quality.

Listing our stamps for sale - Quality Quality Quality

It's way too hot to go outside, 106F here in Arizona, so why not list some stamps for sale, that's what I'll do. I came across this 'gem' and thought what a wonderful way to share. You know, share what I learned and apply it to the guidelines of the IPDA, accurately describing our stamps for sale.

I would like to share a stamp that a dealer gave me in a pile of stamps and said, 'Whatever you can get for these on eBay, we will split it 50/50, sounds good?'

I saw the cat values on those 102 cards and thought retirement here I come! No more coming home hot and tired, just list stamps and get rich! I'm in the money now, yes!

Well sadly after all the excitement wore off from the \$5000 pile of 102 cards I had to scan, my retirement hopes were smashed, I mean smashed.

I am an advanced collector/seller in Iran stamps, not Brazil. But, look at that Cat value - wow! For a little old piece of paper that I have to list on eBay and make a profit on - heck yeah, sign me up!

Obviously, my retirement hopes ended when the tongs flipped this stamp over for scanning. I had to catch myself. Sure I should have stopped at the clipped corner on the upper right, but its 50/50 remember???

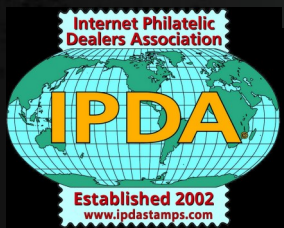
And as I waded through the \$5000 pile of 102 cards I stopped, got up and went for a walk. I let the dollar value that someone wrote on a card influence my retirement date without checking. Check the front, back, corners and then break out the catalogue to price it for sale.

To the Right, one more of my retirement smashers. I hope all sellers enjoy much success and many sales! Just don't let the dollar value that someone else wrote on a 102 card make your eyes turn to dollar signs like mine did. Remember, verify, inspect and accurately describe the stamps you have for sale—but if it's junk, it's J-U-N-K.



Scott# 36, damaged, USA - on card at USD \$350.

Good luck Lee



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Chairman's Chatter

The IPDA Blog: We are writing this on a frequent basis now, at least a few times a week. I hope you can make the time to read it and comment if you have a view. Anyone wishing to write a piece please send it to the Webmaster. Images can be included but remember this is a blog not a place for articles, those can go in the Newsletter.

The Confidential List: Obviously something I have responsibility for but having said that I do rely on contributions from members, as one source of information. Thanks to member Lee Coen who sent a very informative piece about, let's just say "shady dealings" on eBay. I am consolidating the information for the Confidential List - which is available only to members. Writing this material takes time because of the sensitivity of the dealings one is trying to understand while presenting a factual statement without emotion and hearsay.

The IPDA Facebook Page: It is pleasing to see we have the Facebook group page up and running again, thanks to our Webmaster and many members becoming active. It is an easy and friendly place to say hello.

Member Profiles: Since we opened the new website I am pleased to see many members have visited and updated their profiles. When you get time, if you have not already done so, perhaps you would like to visit the Members area and update your profile, especially if your website data is missing. We do have a few members with that data missing. I know we have visitors who look at our site specifically to find dealers so keeping your data current could help attract visitors to your selling channel.

Web Site traffic statistics: When Rod implemented the new website he included a package to track the number of visitors we get. Visitor data is going to help us understand where visitors come from and what they look at. This will eventually give us some traffic statistics which we hope will give us indicators we can use to decide on future enhancements for the site itself and where to promote the site. Rod put up some early data on the Facebook page and in future when we get more statistics we will share that with members.

APS StampShow 2018, Columbus Ohio August - August 9-12: In the July issue I made mention of the Autumn London exhibition I would be attending. Sadly I will not be attending this APS show but perhaps other members will be and perhaps someone would volunteer to send me a trip review for a future Newsletter?

This show will feature 100+ dealers, societies, live auctions, literature and philatelic exhibits, more than 100 meetings and seminars, and first-day-of-issue ceremonies for new stamps. The show is being held in conjunction with the American Topical Association and I expect will prove to be an excellent few days. The show is FREE and open to the public. I should add, one of our new members has Stand 509 at the show. He is one of Australia's largest dealers - Please look out for [Michael Eastick & Associates](#) from Melbourne and go and say hello.

That's it for this month. If you have snippets for me to use in future Chairman's Chatter please email me at [Alan Devine, Chairman and Confidential List Officer](#)

