



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter May 2019

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Stamp of the Month

How this seller can call themselves a stamp dealer when they list this stamp as "Fine Used with small tear" is something I cannot get my head around. The listing also fails to note the creases and shorter perfs which could be seen from the scan. And so, a less experienced collector has seen this and bid. I feel for the collector I really do. Actual sale price after 9 bids was £6.50. The seller was not an IPDA member..... and never will be!



An update from the General Secretary.

Hello and welcome to another Newsletter. I am sitting here thinking we have some interesting content in this issue but apart from that I am not sure I have much to tell you. Or do I?.

The Directors had a meeting this past month and we discussed various matters including how to position the IPDA as an Association of merit and credibility. This in light of recent changes to the Committee as you will no doubt have read and the fact we are not at this time getting our logo on members eBay listings, nor are we doing too much in the way of advertising the Association in the broader philatelic world.

In many ways the IPDA has been a circumspect Association over the years. Bringing about change can be challenging for sure.

Lets look at the position of the IPDA in the philatelic market from one very simple perspective. Our membership fee. It is USD \$20 per annum. Many would argue that is stupidly low. Another point of view is great value. Another view is, what do members get for USD \$20 anyway. All may be debatable but none of that chat gets us anywhere does it? If we are seen as being a cheap to join Association with little value to members.

So one item on the Directors agenda was the Membership fee. This will be increased. We will finalise it soon and hopefully it will signal we are an Association to be taken seriously. Ok we wont be charging the fees you see from some other organisations but we hope it will send a message to serious internet dealers that they should think about joining the IPDA.

As for the IPDA logo on eBay listings, we will not give up on that. As General Secretary I will be taking this up for you. In the meantime try this. When you load an image of a stamp add another image of the IPDA logo. Email me if you want the image. Why not? Ok I wait for someone to tell me why not. Always easier to say why not than to make a change isn't it? As I said at the start, we have been a circumspect Association for too long. Things have to change so you get more value as a Member. I welcome your ideas to make this happen.



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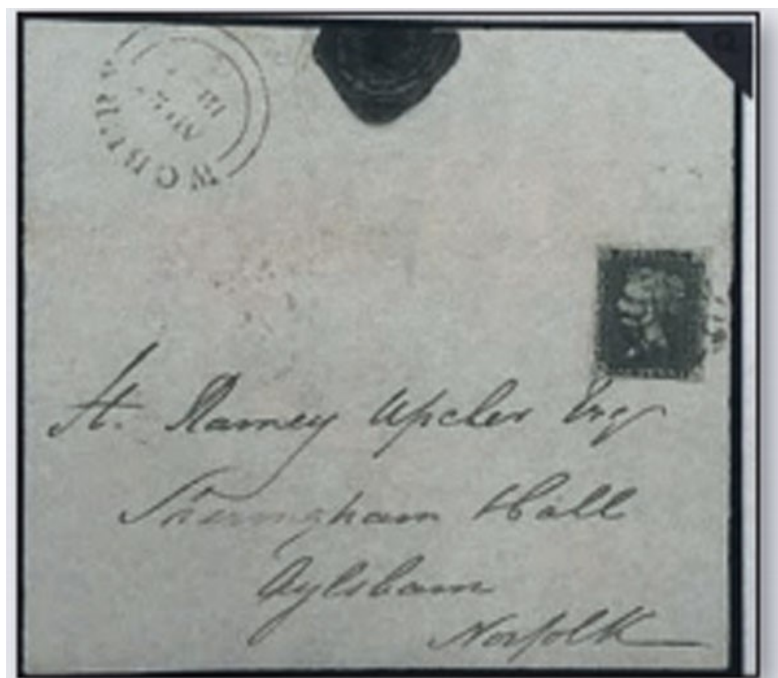
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Stamp Theft

The following is reproduced from the Philatelic Exporter for the information of Members who may not have seen the original.

Sometime during the second half of February 2019, a house in the Windsor, Berkshire area of the UK was burgled whilst the owner was away.



Included amongst the stolen items were three stamp albums. One was a navy blue Lighthouse album which contained plated Penny Blacks all four-margin (including a very fine Plate 11) and also plated Penny Blacks on cover, including a four margin Plate 11 (pictured).

Other examples were from all plates. The other two albums were also navy blue with padded covers and gilt-edged pages. The leaves were protected by plastic sleeves.

One contained additional Penny Blacks, including a horizontal pair and a block of three (ie block of four with one missing).

There were multiple covers from the Victorian era. This was mostly complete for all issues/watermarks except for the usual extremely rare examples eg Plate 77 Penny Red!

The third album contained the surface-printed Victorian stamps including all high values on white paper including exhibition quality £5 Orange with circular central Glasgow CDS, and superb SG 135, 135, 136. The SG 127 (Plate 4) – fine; SG 128 (10/-) fine; SG 129 – very nice looking frank etc, but reperfed on vertical edge(s).

Again just about complete for all issues. All key items are there – including (unmounted) mint £1 Green Edward VII, unmounted/very lightly (?) mounted, £1 Seahorse and very fine CDS used example; tête-bêche pair of 1½d Chestnut, etc.

There were some gaps in the KGV section, including in the low values. Total value of the stolen stamps is estimated at about £30,000.

Any information should be informed to the Police on 101 quoting crime reference 43190047389.



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Building your Stock

Many IPDA members are not full time dealers with enormous stocks in their portfolio. Many are part time dealers with perhaps just a reasonable stock holding. Perhaps you want to increase the breadth and depth of your stock so you can offer a more complete offering to your customers and potential customers.

I thought about this because one member sent me a link to an auction house he was impressed with. I have my own preference for auction house because of the brilliant service I have received from them for over 5 years now. I know a few of you also have your own preferences, as you have told me so over the years. So, for this piece I thought I would refer you to a few IPDA members who run auctions and let you think of them as sources for increasing your stock. And how good is it to know we have these people who are IPDA Members.





First, my favourite and one perhaps you all know about. UPA. Universal Philatelic Auctions, owned and managed by IPDA member, Andrew McGavin. You will no doubt have read about his auction site and auction model as his commitment to advertising shows how important advertising is. I do not need to say more although one thing, please do not bid on the lots I am bidding on! You can find Andrew and [his auctions here](#)

Universal Philatelic Auctions


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There are so many auction houses it would take pages and pages to write about them and impossible to even begin to be selective enough to comment on just a few. Of course we welcome feedback and recommendations that we can pass on to other members. I do apologise as I realise now I am writing this I may have missed others who are IPDA members. Anyway here are a few more.



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Building your Stockcont'd

This second one, Cherrystone, is presented because it was mentioned to me by an IPDA member and yes Cherrystone are also an IPDA member. Their next auction is May 7th / 8th and you can [find details here](#) or [here](#). This is a USA New York based auction house. Quick digression here. I got hooked when reading the airmail section. Just lost another hour of my life enjoying reading about the airmail lots and the interesting history associated with so many of the flight covers. I cannot begin to describe how comprehensive the Catalogue is. This is a summary from their website

U.S. and Worldwide — Lots 2001-2414, Tuesday, May 7, 2019 - 10:00 AM - United States - China - Colombia - France & Colonies **[OPEN]**

U.S. and Worldwide — Lots 2415-2813, Tuesday, May 7, 2019 - 1:00 PM - German Area - Great Britain and Commonwealth through Niger Coast **[OPEN]**

U.S. and Worldwide — Lots 2814-3194, Wednesday, May 8, 2019 - 10:00 AM - British Commonwealth from North Borneo - Italy and Colonies - Poland - Romania **[OPEN]**

U.S. and Worldwide — Lots 3195-3642, Wednesday, May 8, 2019 - 1:00 PM - Russia - Spain - Western Ukraine - Large Lots and Collections **[OPEN]**

◆ CHERRYSTONE ◆
PHILATELIC AUCTIONEERS
Established 1967

AUCTIONS CherrystoneLIVE CONSIGNMENT ABOUT

Cherrystone is one of the world's leading auctioneers of rare stamps and philatelic material.

Cherrystone Online Stamp Store
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Current Auction Prices Realized for the March 12-13 Sale

Another auction house worth noting is one I have written about before because of the magazine they issue. This is Kelleher Auctions and it is well worth looking at <https://db.kelleherauctions.com/php/home.php>

Few detail are available on their upcoming auctions but the following is from their web site and I suggest if you are interested then a regular check of their site would not be a waste of time.

- May 2019: Flagship sale of U.S., British and Worldwide (dates to be determined)
- June 2019: Collections, stocks and accumulations of the world (dates to be determined)
- June 2019: Flagship sale of U.S., British and Worldwide (dates to be determined)



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Building your Stockcont'd

Another IPDA member of extremely high reputation is Christoph Gartner. The auctions his organisation runs are again of the highest quality.

I had the pleasure to meet him in London at the last Autumn Stampex and have been an avid follower ever since.

To read more please visit their [excellent website here](#) Their next auction is the "44th auction June 24 - 28, 2019" and I again recommend you keep your eyes open for details in the coming month.



In the UK again we have County Philatelic Auctions, <https://www.stampauctions.co.uk/> managed by IPDA member Dr John Horsey. Apart from being a distinguished author, you may recall we did a piece on his book 'The £5 Orange' back in 2018, John works fulltime and keeps extremely busy having run this postal auction business for the past 25 years. His next auction Sale 262 - Friday, 17th May and is open for Bids. It has over £300,000 of material in 3100 lots with much high quality elusive Great Britain as well as a host of modestly priced World Lots.



And finally, not forgetting Australia, we have IPDA member David Wood who manages [Premier Postal Auctions](#) His last auction recently finished and I have not seen a date for the next one yet.



A few ideas for you perhaps. I welcome feedback and other recommendations. If you send me some details I will do a follow up piece for the next Newsletter. Perhaps this is and of benefit to members. And, if you want to write a piece



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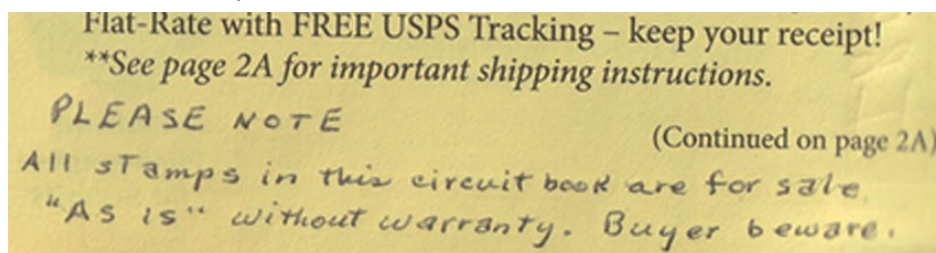
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Listing our stamps for sale

A light hearted piece from member Lee Coen who always has some interesting experiences to share and with a moral to every story.

After a crazy week at work I just had to write this up for you and share these images. As a seller of stamps I am driven by cost and profit of my items listed for sale. One source of material for me is often the APS circuit books. What struck me as odd was the first circuit book I opened today had the statement 'Buyer beware' written in pen on the inside front cover.



As a specialist of Persian stamps there are many fakes out there and I am aware of that. One problem, as a buyer, a note that warns me off the items you are offering for sale will cause me to walk right on past your 'book'! But hey, Ok, I'll give you another shot, you may have some-

thing I need. So I dug a little further into the circuit. You have to be kidding me. Really? This was one of the stamps for sale.

If quality sells and money pays the bills then why would a seller waste the time to offer this item?

The stamp offered is from the 1903/04 issue. It is the green 30kr value, Scott#362, (SG257) and is used with a partial postmark. From Dec of 1904. I have always liked this series of stamps due to the value in Mint never hinged and mint hinged. Here in the States they often sell for a solid \$25.00 and the better the centering the easier the sale. Have you seen the moustache? That is one grand specimen of a moustache.

Well sadly, this is a waste of time and money. As sellers, if we want customers and return customers, this is the type of stamp that should have never made an APS stamp circuit.

I guess I owe the seller of this circuit an apology. They are 100% correct - BUYER BEWARE!

Good stamps at good prices will get my attention not to mention my money - but please throw the junk away!

Good luck to all. Lee Coen





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Writing on the Back of Stamps

Here is a topic that some sellers may not have thought much about. Member Lee Coen sent this to me and I thought it would be useful to share with others and ask for other points of view. Write to me at ipdasecretary1@gmail.com and I will ensure we get feedback published in future Newsletters.



As a member of several stamp clubs and several stamp websites, this topic has come up many many times: writing on the back of stamps. Does this effect the value of a stamp? As a collector/seller for the last 25 years I have never written any notation on my stamps. I always use 102 cards. 102 cards are cheap by the box and they seldom turn a buyer away. Here is an example of a 1935 Persia stamp, it is Scott# C-55, mint hinged with overprint and well centered. As a small time dealer this stamp will not help me retire on Monday morning, but it's a nice stamp. It has a catalogue value of USD \$1

Yes I am asking 75% of catalogue, but I have had great success with these selling at \$1.00 many, many times over.

Here's how I see it, a cheap stamp that I am selling at 100% cat will take a serious nose dive if it has writing on the reverse of the stamp, as well as being hinged with hinge remainders, if it even sells.

In the second image I show a stamp with a hinge remainder and a bunch of pencil marks on the reverse of the stamp. I hope it sells. But I have less confidence because of the pencil marks.



pencil marking showing position 49, sold at auction for \$1.35M

In closing, pencil marks on the reverse of the stamp make it a harder sell in my view and especially when the stamp is just a few dollar stamp.

Do you write on the backs of your stamps for sale? If you do, I hope it's one out of a 100 stamps produced and it brings you \$1.35M (that is million) US dollars at auction. There is always an exception to the rule I guess!

Good luck to all Lee Coen



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Tweezers by Dr John Horsey - County Auctions, www.stampauctions.co.uk

I don't know how, but they are forever going missing. I suspect I am not alone in that. Maybe the armchair is full of tweezers? I use (and lose) the Showgard 902, 6 inch long, fine point ones. Over the years, I have found they are simply the best. I guess it's a matter of what you are used to, but I can't get on with spade ends and worst still those angled ones.

Due to this attrition, every so often, I order a pile of new ones from the wholesaler. Although nominally they are £4.39, they are also a legitimate business expense. Allowing for trade discount, saving of tax, reclaiming of VAT, etc., the real cost is rather less than £2. I figure that is cheaper than the cost of the time I could spend looking for a lost pair. Basically, it pays to keep a stock on hand. Strangely, it's almost better to lose them than sell them. While selling them might lead to a gross profit of just under £1.10, if you allow for VAT on the sale and the eventual tax on the profit, you end up with less than 60p. Add in your time and overheads to make the sale and you're probably into a loss!

Anyway, a while back, I went off on a buying trip to Australia. Remembering that these things are dangerous weapons and decidedly not for hand luggage, a pair was duly packed in each of my suitcases. Even if Qantas managed to lose one bag, I'd still have the other. While the loss of tweezers would be a minor fiscal irritation, I was reluctant to consign my best magnifying glass to the vagaries of airline luggage - it's the type the BPA uses for certificates and costs a small fortune. We checked in at Heathrow without problem and on to Singapore (hot and wet) - similarly from Singapore to Perth (cold and wet). Perth to Sydney (cold and wet) was a bit more of a problem.

My briefcase got pulled out from the X-ray thingy at Perth for a security check. They wanted me to open it. They thought it strange to have a high power, illuminated magnifying glass but, having explained I was a stamp dealer, they were happy with it. It had round edges, so was therefore not dangerous, although I imagine one could set fire to the plane by focussing the sun's rays!

With the glass now removed from the briefcase, they scanned it again - still a problem! They said the scanner showed something sharp near the hinges. I couldn't see anything to explain it. I did find a couple of sharp pencils - nope, they were OK, so was the pen, which could clearly draw a nasty line on someone. Eventually, I looked in the lid pockets - those leather slots for filing A4 papers. Lo and behold, buried at the bottom was one of my lost pairs of tweezers! I hadn't even seen them when emptying the briefcase of unwanted stuff whilst preparing for the trip. They'd probably been there for years.

They confiscated them and rescanned the briefcase to find it now passed. Security then went into a bit of a conference as to what to do with this weapon of mount destruction. They concluded that an impoverished stamp dealer, who'd only managed to scrape together just enough to go business class, probably needed them more than they did - and handed them back to me.

So much for security at Heathrow and Singapore, but well spotted Perth for saving the world from another dastardly plot!

Want to write an article for the Newsletter? Please send it to Michael at ipdasecretary1@gmail.com