



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter October 2019

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Stamp Selling Tip of the Month



Three stamps as currently presented for sale on a website near you..... derrgghh.....!!!

A quality image of the stamp or stamps you are selling will always attract a buyer to look. An image that is "derrgghh" will send the message to a potential customer that you as a seller do not care, you do not think much of the stamp or stamps and you certainly are not interested in accurately presenting your stamp or stamps to your customer.

Editorial

Hello again. I hope you find something interesting in this issue of your members Newsletter. I think there are some informative pieces as well as some interesting philatelic pieces. Hopefully something for everyone. I will admit I have trouble thinking what you want to read about Please tell me. This is a Newsletter for you. I will write it of you tell me what will be of value to you and your internet business.

One topic covered on the next page is advertising. We have started to get some good ideas from readers. Here is one. A theme we will be developing "Look for the Logo"



Have you got ideas? We will be advertising in the Stampex 2020 show magazine that will be available at Stampex and in the "Stamp Collector" magazine. Audience reach is expected to be in the many thousands, perhaps 10,000 collectors and dealers as well. **If you are advertising in the program please add the IPDA logo to your advert. Promote that you are an IPDA member.**

The IPDA logo is available from the Download menu choice on the Members Only page of the IPDA website, or just email me and I will send it to you, as either .jpg or .png file.

We are constantly seeking ideas and looking to develop action plans to get value to you as a member of the IPDA, If you have ideas, about what will give value to you, please write to us. This topic is explored some more on page 18. 😊

Michael IPDA General Secretary ipdasecretary1@gmail.com



Advertising the IPDA

Starting in November you may see some social media advertising that promotes the IPDA. I say may because I have no idea how much you see on various social media channels but we will be in Facebook and Twitter (more so than we already are) and on Instagram.

This advertising promotion for 6 months is done in conjunction with the APS (American Philatelic Society) of which we are an Affiliate member.

The aim is to get more exposure for the IPDA and therefore for IPDA members. Hopefully collectors will think about buying from IPDA members. Below are a couple of the images we have submitted. These, along with some others, will be displayed every week.

Thanks to our new Webmaster we have also included code to allow us to track the response rate, that is, hits to our website from each advert and from each social media channel. Using this data we may adjust the use of the adverts. Of course we will also be watching to see if we get new member applications. We hope so but in many ways you as members can do so much to help us get new members. And remember the incentive, one new member signed up with your recommendation and you get free membership renewal in 2020.

As I write, probably too often, anyone can sell stamps on the internet. Irrespective of whether they know anything about philately. Hopefully, a value to you, being a member of the IPDA, is that collectors who buy on the internet will one day think... IPDA member or not IPDA member. This is a dream of course, yes of course it is, but perhaps, just perhaps, some recognition will be there for us as IPDA members.

Any thoughts???? Email me at ipdasecretary1@gmail.com Thoughts on advertising copy or thoughts on advertising the IPDA in general. Perhaps you have graphic design skills and can do a better advert copy? Happy to get ideas.

 This advertisement features the IPDA logo at the top. Below it, the text reads: "Join the IPDA visit www.ipdastamps.com be part of an Association with members in over 20 countries. The Philatelic Association for Internet Dealers".

 This advertisement features the IPDA logo on the left. To its right, the text reads: "INTERNET Sellers you can trust", "DEALERS accredited by peers", "PHILATELIC knowledge to help you", and "ASSOCIATION with a global presence". On the far right is a red mailbox icon with a yellow envelope slot. Text on the mailbox says: "Join the IPDA today" and "No need to mail just fill in online application at www.ipdastamps.com".



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James Cook. The third Voyage with thanks to Director USA Ken Sanford for sending us this material



THIRD VOYAGE

NEW BOOK PUBLICATION

JAN-MAR 2020

1776 - 1780

Cook as he has
never been
seen before...

...through the lens of First
Day and Event covers

A strictly limited
print run. To
register your
interest, without
any commitment
to purchase, please
contact the author
at the below email
address. Final
number printed will
be based solely on
registered interests
received prior to 15
December 2019.

Daryl Kibble
kibbled@bigpond.com

This book illustrates
c. 1,000 covers, over
approximately 400
pages in full colour,
that highlight the
achievements of
Cook during his
Third Voyage. It
includes historical
information and
charts, artwork
on cover from
the voyage, and
new artwork
interpretations of
Cook on cover by
modern designers
and artists.





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Aeroplex 19 Adelaide

The Australian Airmail Society in conjunction with the South Australian Philatelic Council will host Aeroplex 2019 at the Torrens Parade Ground Drill Hall in Adelaide 6-8 December 2019.

This will be an all-classes national philatelic exhibition conducted under the auspices of the Australian Philatelic Exhibition. All exhibits will have a dedicated aviation theme and can be entered as competitive or non-competitive. The Australian Philatelic Federation will also draw on the countries with whom they have judging and exhibiting accords to attract some of the best airmail exhibits from around the world.

This will be a special event with many celebrating the epic flight from England to Australia made by Adelaide's own Ross and Keith Smith together with mechanics Wally Shiers and James Bennett.

Departing England in a Vickers Vimy bomber the crew arrived in Australia on 10 December 1919 after a trip taking 28 days. They also brought with them 364 letters from England and places en route, the first international air mail received in Australia.

Ken Sanford, one of our USA Directors, will be there and happy to meet up with anyone who is planning to attend. Here is some additional information from one of the organisers.

The guest speaker at the Air Mail Society Meeting on December 4th is the Ambassador of the Epic Flight Centenary Committee, Lainie Anderson. Lainie is a columnist with the Adelaide Sunday Mail and the author of the book about the 11919 flight "Long Flight Home" so you can see the value of her being associated with the Centenary committee. She has been a passionate advocate of rehousing the Vickers Vimy aircraft into the proposed new International Airport Terminal being planned for Adelaide



The Great Air Race from England to Australia and the First International Air Mail.



When Ross & Keith Smith, Wally Shiers and Jim Bennett left London on 12 November 1919 they carried with them many messages and letters to friends and dignitaries. After delivering and collecting more letters en route they arrived in Darwin on 10 December 1919 with the first mail to be carried from overseas by aeroplane.

Ross Smith asked the Prime Minister, Billy Hughes, to arrange for the letters carried on the Vickers Vimy to have a special stamp affixed to show they were a part of the first "Aerial Post". Only 364 letters received the special stamp making them some of the most sought after and valuable items in Australian philately.



EPIC FLIGHT CENTENARY
1919-2019

*Celebrating the first England-Australia flight by South Australia's
Smith brothers - inspiring a new generation*



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Aeroplex 19 Adelaidecont'd

Locally she has become affectionately known as the "crazy plane lady" but having worked with her on the centenary committee I can say she ain't no plain lady.

Having obtained a Churchill fellowship to research the flight she has put together a committee and an agenda to put the achievements of the Smith Brothers and the 1919 flight back into the history lessons at schools, get the Vickers Vimy into a more prominent display, celebrate the centenary and leave a lasting legacy.

Locally the committee has secured six million dollars of private and government funding to relocate the plane so they have some influence.

Lainie's book on the 1919 flight reads as if she was the flight crew mechanic Wally Shiers telling his story. Strictly, it is an "historic fiction" but having read the book I would say it is the known story with the unknown gaps filled in from her imagination. There are notes at the end of the book telling us what is real and what is made up.

She has also produced a one hour documentary on the flight which is due to be released on DVD after it is aired on Australian television. Unfortunately an embargo will exist on the DVD being shown and sold until after it has been on television but none of us know when that will be.

Ken, Please send us a trip report and pictures.



Aeroplex 19 will be an aviation themed philatelic exhibition held in conjunction with the centenary of the first flight from England to Australia and the carriage of the first international airmail to Australia. It is being organized by the Australian Airmail Society and the South Australian Philatelic Council.

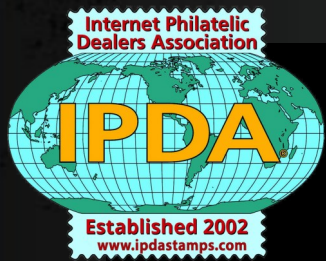


On show will be:-

- Messages carried by homing pigeons;
- Letters conveyed by manned and unmanned balloons;
- Letters carried by famous pilots on record-breaking flights;
- Mails carried on inaugural flights between cities and towns;
- Letters salvaged from airline disasters;
- Letters carried by rockets including some in to space.
- Propaganda and advertising leaflets dropped from planes in times of both war and peace;
- Aircraft and Airline souvenirs and mementoes;
- Labels and stickers promoting air mails and airline services;
- Aerogrammes and other special types of stationery designed for the air mail;
- Special stamps issued to pay air mail postage;
- Stamps, labels, postcards and other collectables depicting aeroplanes and famous pilots;
- Also available will be souvenirs, collectables, buying, selling and appraisal opportunities.



Torrens Parade Ground Drill Hall, Adelaide
Friday 6 December to Sunday 8 December 2019.



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From the Web Part I

Topical stamp collecting is very popular. I think we all know that. Judging by some of my sales, one theme that comes to mind is trains. I thought it might be interesting to share this site with readers <http://www.uqp.de/cjr/>

One other site I am sharing is this one which provides a very comprehensive philatelic resource about Honduras stamps issued before 1940. Very interesting reading and if you are selling this area perhaps worth learning more about. I will let you be the judge. This is the web address <http://www.hondurasstamps.com/>



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Philately around the World - A is for Aden

This idea, from one of our members, potentially created a minimum of 26 articles. That should keep a writer busy for a while! If members would like to submit an article on a country please send it to me at ipdasecretary1@gmail.com I chose Aden as the first country to write about partly because I think it provides a rich and interesting area of philately and partly because there is a very good web site at Stamp Domain - Aden Stamps and Aden Postal History, which has excellent material. The web site provides a wealth of information on so many countries I shall use it again for other countries. All credit goes to Stamp Domain and Jan Kosniowski for the following materials. Although the stamps images are some of mine and some cropped from various internet sources. For further information readers may also enjoy visiting [here](#) and [this site](#) which is excellence beyond a doubt, as have been my email discussions with the author Tom Cusick of KGVIStamps.com

Aden was captured and annexed to British India on 16 January 1839 by a combined military and naval force. A post office was opened under an Indian administrator in 1839 in what became known as the Crater District. Mail is known used from 15 June 1839. In 1839 the population was less than 1,000 and by 1901 it had grown to some 44,000. Sub post offices were opened at Sheikh Othman (1891); Krormaksar (1892); Dthali (1903-7); and Maalla (1924).

From 1 October 1854 till 31 March 1937 stamps of India were used in Aden. The Post Office was placed under the Bombay Postal Circle and stocks of the 1854 ½a and 1a were placed on sale from October 1854. Supplies of the 2a and 4a values did not arrive until December.

Most Indian issues from the 1854 lithographs up to the 1935 Silver Jubilee set can be found with Aden postmarks. These can be recognized by the word ADEN appearing in the postmark or from the numerals 124, 125 or B-22 which were used on their own or in a duplex with an ADEN datestamp.

During January 1858 a further Post Office, the Aden Steamer Point, was opened in the harbor area. The original Crater District office was renamed Cantonment and later renamed as Aden Camp.

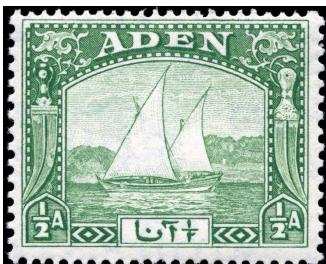


India QV Used in Aden with Cantonment cancel

Stamps from Ceylon, Mauritius, New South Wales, British East Africa, Ethiopia, Zanzibar, Egypt, Seychelles and others countries are known with Aden postmarks. They exist because Aden was one of the main junctions of shipping lines. Letters posted directly aboard vessels were cancelled in Aden to correct the omission of the cancellation at their points of origin.

Stamps of Great Britain cancelled in Aden come from another source. They represent telegrams sent from Great Britain to the Suez, which was the terminus of the telegram service until 1870. Before then, the telegrams for points further east were sent by sea mail from Suez with British adhesives attached for postage and cancelled in Aden or Suez.

Philately around the World - A is for Aden cont'd

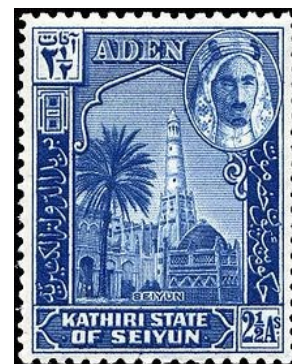


Dhow Issue

In 1937, the Settlement was detached from India and became the Colony of Aden, a British Crown Colony. The new colony received a series of twelve definitive stamps depicting a dhow.



In 1939, a new definitive series was issued showing King George VI. The sultans of the two major states in the Hadhramaut (part of the Aden Protectorate) objected to this since they were sovereigns in their own right and were not subjects of the King of the United Kingdom. Therefore the British government issued separate stamps in 1942, with the additional inscriptions Kathiri State of Seiyun and Qu'aiti State of Shihr and Mukalla (later Qu'aiti State in Hadhramaut), with portraits of the respective sultans replacing the George VI.



All of these types were valid in Aden and in the Aden Protectorate.

In 1951, the definitive issue of 1939 was overprinted with shilling denominations when the British East African shilling replaced the Indian rupee as the legal currency of Aden.



Stamps inscribed Aden were used until 31 March 1965 when all were withdrawn.

Stamps of the Federation of South Arabia, formed from Adeb Colony and Aden Protectorate, were issued from 1963 to 1966.



The final part of the history of this region: The Federation of South was an organization of states under British protection in what became South Yemen. It was formed on 4 April 1962 from the 15 protected states of the Federation of Arab Emirates of the South. On 18 January 1963 it was merged with the Crown colony of Aden. In June 1964, the Upper Aulaqi Sultanate was added for a total of 17 states. The Federation was abolished when it gained independence along with the Protectorate of South Arabia as the People's Republic of Southern Yemen on 30 November 1967.



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The Punk Philatelist

The recent news from Iceland Post has been written about in many forums. One I particularly like is The Punk Philatelist. We have republished their writings before and from a recent discussion with them they have very kindly given permission for us to republish this piece. Some interesting points are made. As the Punk Philatelist so succinctly puts it, "recent News out of Iceland has shocked the placid world of stamp collecting and made this puffin sad"



Customers of Iceland's philatelic service received a distressing email from Vilhjalmur Sigurdsson, the head of philately for Iceland Post. Here's an excerpt.

Dear Friends, Iceland Post, Stamp and Philatelic Department (Postphil) will be abolished at the end of this year after about 90 years in operation.

We still have two stamp issues left this year, on September 12th. and October 31st, but when they are done the department will be closed down for good and will stop serving stamp collectors, domestic and foreign, altogether.

The fact that the number of our philatelic customers have constantly been decreasing year after year has lead to years of deficit for Postphil.

Iceland Post has got a new CEO Mr. Birgir Jonsson, who is cutting down everything that is not profitable in this company, including Postphil, and that is due to the fact that Iceland Post currently has severe operating difficulties.

To-day, August 20 Iceland Post is laying off about 50 people throughout the company.

This is obviously terrible news for the employees of Postphil, and my heart goes out to them. Iceland's stamps are vibrant and fascinating, and Postphil runs a particularly good website in no fewer than five languages.

Like many postal administrations worldwide, Iceland post is in deep financial trouble. It falls to Jónsson to fix it. In the wake of this news, stamp industry commentators have pored over his CV and commenced personal attacks in the apparent belief that someone cannot possibly be a former heavy metal drummer AND possess the basic ability to read a balance sheet.

But that is missing the point. Rowland Hill himself would struggle to steer a post office away from disaster in this age, when the only things dying faster than the letter business are stamp collectors themselves. Jónsson has the unenviable task of keeping Iceland Post afloat in a nation that's only barely hauling itself up from the mat after a crushing recession, with a population of not even half a million people. He speaks a little more for himself in the [Iceland Review](#):

"Iceland Post has run an ambitious operation and postage stamp publication for decades," said CEO Birgir Jónsson.



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The Punk Philatelist cont'd

"Now, the outlook for the company's operational environment means that we cannot continue the publication. We've lost tens of millions each year on this operation. This is part of the rationalization measures which we're in the middle of. Regrettably, we have to cut down there as we do in other departments."

The publication of new postage stamps is prepared years in advance. The publication will be continued through next year, and maybe a little bit into 2021, to finish prior plans. According to Birgir, the publication will cease then and Iceland Post will rely on its sizable postage stamp stock. *"We have a stock of stamps which will last for many years, and maybe until the last letter will be sent."* Birgir says that if the stamp stock finishes before the last letters and postcards will be sent, it is possible to re-print stamps.



A stock of stamps that will last until the last letter is sent? He may have been exaggerating, but it's an insight into the future faced by postal authorities worldwide. Someone does need to tell him that stamps can go on parcels too.

Still, it's suprising to hear a postal boss talk like this. In recent years, philatelic departments have been seen not as financial burdens, but as cash cows to be milked as letter volumes diminish. They've propped up postal finances by churning out thousands of unnecessary stamps and associated "collectible" products every year. Authorities rely on collectors who are hypnotised by the completist spell: we must have One Of Everything! For everybody else, pop culture gimmicks and tacky nationalism are pumped out to lure us through the door.

Well, that only works while a sizeable collector market exists for new issues. This week's announcement sends a stark warning that philatelic services will only be around as long as they earn their place. It's natural that smaller countries will feel the pinch first.

The irony is that stamp chat boards are full of collectors lamenting that they've been forced to give up collecting new issues due to the number of products issued by profit-hungry post offices. If you can't afford One Of Everything, what's the point in buying anything? Some have given up altogether; many have chosen a favourite nation or two and let the others go. Friends in the lifelong habit of swapping their respective nations' new releases are deciding that this is a luxury that neither can afford any more.

But if 'fewer stamp issues' is the answer, be careful what you wish for. Iceland Post's Jónsson has his sights set on more than just the philatelic department. He'd rather not issue stamps at all. From Vilhjalmur Sigurdsson's email:

"The current management of Iceland Post Ltd. prefers if possible to stop issuing new stamps altogether, but on the basis of current law, Iceland Post cannot unilaterally decide to do so"



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The Punk Philatelist cont'd

"However, there is some uncertainty as to how these matters will be handled in the future and the company is waiting for answers from its owner, the Icelandic state. If the company must keep on issuing new stamps in 2020 and onward the number of new stamps will be very few each year and there will be no service for stamp collectors"

According to CEO Mr. Birgir Jonsson this task of producing and issuing new stamps could be given to outside contractors. Jónsson has pulled back the curtain to reveal the stark truth that few have dared to speak: stamps are, quite simply, a financial encumbrance to modern postal administrations. Why pay for the constant design and printing of new stamps when counter-printed receipts or DIY adhesive labels do the same job for much less? It's anathema to even suggest such a thing in collecting circles. But spend any time in a post office watching zombie customers unquestioningly accept whatever they're given by the counter clerk, and you'll realise that if stamps were withdrawn tomorrow, the vast majority of mail-senders wouldn't even notice.

Communications department accountants worldwide will be watching this move with excitement. [This blog warned you about them four years ago.](#) If Iceland's Mr Jónsson can dispense with stamps with minimal outrage, a crack will have formed in the dam wall, and those accountants, those soldiers for the forces of Boring, will work their pencils furiously into that crack to widen the gap and end the days of the stamp forever.

There are, of course, many arguments in favour of retaining the humble stamp, not least the inestimable economic value of the 'brand' they present on outgoing mail, the convenience of prepaid adhesive postage (there's still a market for that product – why not make it attractive?), and the social benefits of simply cheering people up on the rare occasion they actually get a letter with a stamp on it.

But if those arguments fail to be heard, then the end of Iceland's stamps need not mean the end of *collecting* Iceland's stamps. Philatelic 'dead countries' have one big attraction: completeness. You can collect from start to finish, knowing that there is an end-point, and you won't find yourself bent over a barrel at the mercy of voluminous new issues. Even an austere limit on new issues will make Iceland's stamps more affordable to the One Of Everything crowd, and may help to preserve collector interest.

In case you're wondering, for all my realism, I am pro-stamp. I hope this dry economic irrationalism inspires Icelanders take to the streets, shrieking like Björk, ideally led by actual Björk. I hope Iceland is not so skint that it can't at least issue a stamp *occasionally*. I hope philatelic bureaus elsewhere successfully pursue profit margins without pushing away collectors. But most of all: next time you're at the post office, half-asleep from the queues and the Muzak, and you finally reach the counter to post off that eBay lot or Etsy purchase, I hope YOU remember to refuse that dreary machine sticker for your 21st-century package. Fight the boring. **Demand a stamp.**

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I only paid a Dollar

With thanks to member Lee Coen for this piece

As a very advanced collector/seller of Persia/Iran stamps I keep a keen eye on many websites that sell Persian/Iran stamps. The thrill of the hunt is always there for me. I enjoy searching through listing after listing to stumble across the fake stamp that is being offered for sale at full price.

On one website that I visit daily, I found these two stamps. Persia/Iran Scott# 0-15 and 0-16, used, 1903 year with handstamp. I have always liked this series of stamps. (Anyone that can grow a moustache as seen on these stamps earns my vote.)



Scott# 0-15 and #0-16, both fake applied handstamps.

The first thing that can confuse most collectors, as well as sellers, is a postmark. Remember handstamps can be applied to a postally used stamp with the intent to gain your hard-earned money.

Now the handstamp, the fake one, can also take your hard-earned money as well as your time. So, what's the secret? Very simple: the 'bar' across the top of the word SERVICE in black. Referring to M. Sadri's, ICPR, found at www.persi.com, you will find the easiest way to spot a fake handstamp on these stamps. As seen above you will notice our two fake hand stamped stamps.

Remember, the genuine handstamp needs to have two breaks and the correct shaped end. Well I hope this helps, and as always, if you need help with Persia please send me a picture, and I will be glad to help.

Lee Coen leejcoen@gmail.com



Cropped from page 88, M. Sadri, ICPR cat.

Or alternatively why not use the "Identify this Stamp" feature on the IPDA website. Just Log into the members area and the last menu choice on the **Members Only** menu is "Identify this Stamp" When you submit an image keep it to about 200MB.



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My missing stamp

I have always wanted to see this stamp as well as own a copy. I know where one is currently available at auction (at one of our members auctions, isn't that right Andrew!). The SG sale price of this one shown right reflects "a fine large part OG", but still, a nice addition to a collection.

Andrew's copy at the [UPA Auction on October 8th](#) is priced to reflect...."a very fine used stunning deep original prussian blue colour, well-centred, perfectly positioned clear of profile contemporary 24 JY (19) 35 WESTME(AD) (CA)RSHALTON SURREY CDS, clear original 1945 BPA Expert Committee photo-certificate" Please don't outbid me ...



Benefiting from being an IPDA Member

The Back Page sets out some ideas and thoughts for your consideration, some questions about what the IPDA can deliver for you to add value to you as a member and add business to you as a dealer.

One idea that we are starting to think about, to both help grow membership and to grow business value for members is that of giving members access to an IPDA Affiliate program. We all want monetary rewards when we sell our stamps and an Affiliate Marketing capability has the potential to help build additional revenue streams.

We are exploring if and how an IPDA Affiliate program will provide an additional incentive for dealers to join the IPDA and for IPDA member who wish to participate in an Affiliate program to drive additional sales revenue.

We have the capability installed for free on our IPDA website and we can give each Member an IPDA Affiliate capability at no cost to the Member. Each member could use it, or not, if they wanted to.

By taking up Affiliate status as a Member there is the potential to earn commission on your own stamp sales as well as other seller's items for any buyer using what are termed link codes, both you linking to others and others linking to your sales.

At this stage we are thinking this idea through but we thought we would let you know of this as one initiative we are working on



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Pierre Béquet (1932-2012)

Reprinted with the kind permission of the author, Adrian Keppel. Adrian writes for Stamp Magazine and is widely recognized for his knowledge and expertise on the subject of Stamp Engravers. We have been fortunate to publish Adrian's writing before and I think this piece again makes very enjoyable reading. Adrian can be found at Stamp Engravers. He currently has another excellent article in the October issue of the www.stampmagazine.co.uk on the engraver Alan Dow.

Pierre Béquet was born in Versailles, France, on 27 October 1932. He grew up in that beautiful place, close to the palace, where he, like all other local kids, used to play in the gardens, among the beautiful old buildings and fountains. These relics from the past made such an impression on the young boy that he felt the urge to try and put it down on paper.

Béquet's love of art was soon further developed through his visits to the studio of Paul Pierre Lemagny, teacher at the School of Fine Arts. At the time, he was only 12 years old. Lemagny taught Béquet how to evolve his drawing to the art of engraving. Béquet soon fell for it, enjoying the rigorous technique involved. In 1948, Béquet went to the Ecole Estienne, where René Cottet taught him the art of engraving. Four years later he received his diploma. After that, in 1953, he entered the National School of Fine Arts in Paris, where he joined the studio of Robert Cami.

He soon decided to try and obtain that coveted Prix de Rome. In 1960, he succeeded and winning the Prix de Rome opened up the doors to a philatelic career. It was a very easy step to make. His teachers introduced him to the French Post. After having engraved a test piece, a portrait of the characteristic Grand Condé, he was accepted and, as was usual in those days, started to work on stamps for the French territories.

In 1961, Béquet engraved his first stamps, for the postage due issue of Congo. Soon after, he would become the principal engraver of the stamps of the recently founded French Southern and Antarctic Territories (FSAT). His first stamp assignment, that of the combating elephant-seals, issued in 1962, was the start of a close relationships with the territory and its stamps. He was given complete artistic freedom for each and every stamp, which he, as an artist, naturally enjoyed very much. And his talent was recognised three times, with the Grand Prix de l'Art Philatélique, for his 1965 'Discovery of Adélie Land' stamp, his 1972 'Discovery of Crozet Islands and Kerguelen' issue (above) and his 1976 'Cook's Passage to Kerguelen' stamp.

France's guidelines for stamp design were so much stricter than Béquet was used to for the FSAT. All corrections demanded by the French Post had to be implemented or else the job would go to someone else. It is therefore no wonder that his favourite French stamp was the 1972 issue to mark the bicentenary of the discovery of the Crozet Islands and Kerguelen.



Above: France, marking the Bicentenary of the Discovery of the Crozet Islands and Kerguelen, which Bequet's favourite engraving



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Pierre Béquet (1932-2012) cont'd

His essay was accepted and when he was asked how he would like to proceed, Béquet answered: by having my artwork accepted without any changes to the design and/or colours. This request was granted, and the stamp was eventually issued exactly how Béquet had envisaged it.

While working on that long-running series of French stamps promoting tourism, Béquet again got the chance to model a number of stamps after his own ideas, creating a little mini series within the series. The stamps in question are those depicting the Saint-Jean in Lyon and the Notre Dame in Louviers (both 1981) and Ripaille Castle (1982). Béquet engraved those three buildings in exactly the way one would see them when standing in front of them. Printed in monochrome against a white background, they really are like classic engravings and work both in that way, showing off the engraving quality, and in the way that they stand out from more usual depictions of buildings. For the Ripaille Castle stamp, Béquet received his fourth Grand Prix de l'Art Philatélique.

For all the hundreds of stamps Pierre Béquet designed and engraved, his name will remain forever synonymous with his Marianne stamp of 1971. Based on his wife Gisèle, the profile, which Béquet initially had wanted to leave blank, portrays Marianne as a woman sharing all our pain and pleasure. The extra-curricular engraving for the philatelic document shows that initial portrait design against the map of France. The iconic design would remain in use until 1977, when it was replaced by a design by Gandon.



The Marianne de Bequet was the design for French Definitive stamps from 1971-77

But Béquet made more than just the one Marianne. In 1974, he submitted a design for his own successor, again loosely based on his wife's portrait. An even more stylistic Marianne, rigid in shadow, yet subtle in light, as he himself explained. The design went all the way to the proof making stage, but was eventually not adopted. It would not be lost, however, for it featured on a French stamp of 1990 marking the 50th anniversary of De Gaulle's Call to Resist. In the late 1980s, another Marianne essay was submitted by Béquet. It got shortlisted but did not evolve beyond that stage. Pierre Béquet passed away on 21 December 2012.



Left: 1972 Bicentenary of the discovery of the Crozet Island and Kerguelen

Left: 1976 issue commemorating the Bicentenary of Captain Cook's Passage to Kerguelen.





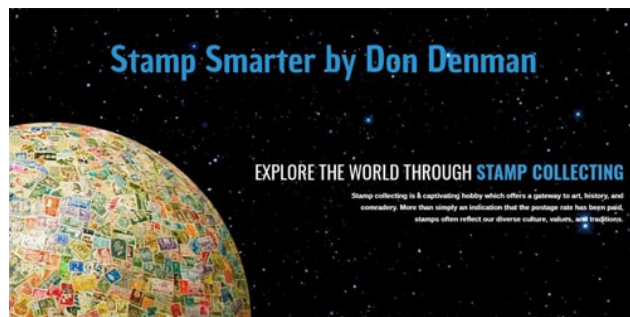
INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter October 2019

News Flashes - more from the Web Part II

As dealers it is not all about just selling stamps, is it? I hope not. Education and learning and helping collectors, especially new collectors, learn about philately is something we should all be interested in and support. To this end are you aware of <http://www.stampsmarter.com/> This is one amazing site. Have a look and make your own judgements. And FYI, The IPDA is there on the [Links page](#) search by keyword IPDA. Cool eh!!!!



Remember the piece on Smokey Bear in the September issue? We how about this as a follow up — are you aware of this web site <https://www.efocc.org/> you might find this one interesting. It is the Errors, Freaks and Oddities Collectors club. That is as in stamps, not people or anything else!!

The internet is THE source of philatelic articles. There are now more new philatelic sources than one can count.

One that comes to mind is the recently launched All ABOUT STAMPS from the Stamp Collector magazine people in the UK. Have a look <https://www.allaboutstamps.co.uk/>



From the current issue of The EFO Collector!

Errors, Freaks & Oddities Collectors' Club

WELCOME!

We hope you like stamp errors as much as we do!
If so, why don't you [join us](#) as a member and participate in the fun!



EFOCC ★ 40 YEARS
1978 ★ 2018



Everything you need to know about buying and selling stamps

BUY & SELL FIND A DEALER STAMP GUIDES NEWS & VIEWS START COLLECTING EVENTS MAGAZINE SOCIETIES

There are IPDA members here but not as far as I can see promoting they are IPDA Members. An opportunity missed?

Finally, in the September issue we did a piece on the New Hebrides. For those interested here is a brilliant website to read “all you ever wanted to know” about the [stamps and postal history of the area](#). Learn more about your stock before you list it perhaps?





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New Member Introduction

This month we welcome John Sheffield who owns and runs [John Sheffield Philatelist Ltd](#) as our newest member. John is from London Ontario in Canada. Welcome John and thank you for taking the time to introduce yourself to us.

He tell us "I first became interested in this hobby as a young boy. Not unlike other kids, I had a daily paper route. In addition to delivering newspapers each day, another requirement was to collect what was due from the customers each week. After the collecting was done and the papers paid for, what was left represented my pay for the week. It would be at this point my father would take me to our local stamp store. Each week I would purchase something new to add to my collection. When a stamp cost more than my weeks earnings, dad would "float me a loan" until my next weeks pay. It wasn't long after those beginnings, I became a part-time dealer, and finally a full-time dealer in 1988. We are a "mom and pop" business. All our children over the years have helped (albeit grudgingly!) in one capacity or another with the business.

Previously I attended most major stamp shows held in Canada, conducted regular public stamp auctions, and produced regular price lists and special offers. Our auction catalogues, price lists, and special offers lists were mailed to our clients around the world. Now the business has migrated to being 100% virtual. Our auction sales are on-line as are our retail list. All our business is now conducted via our web site.

I am a member, Past-President, and currently Executive Director of the [Canadian Stamp Dealers' Association](#). I also hold memberships in the Royal Philatelic Society of Canada, the American Philatelic Society, the Postal History Society of Canada, the British North America Philatelic Society, and the Canadian Philatelic Society of Great Britain.

John Sheffield Philatelist Ltd.

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John offers, through his on-line auctions plus direct on-line retail, an interesting array of stamps, covers and intact collections from around the world . He attempts to include something of interest regardless of your collecting level, be it beginner, intermediate, or advanced. All items you see at his site are priced in Canadian dollars. Fluctuating world currencies means collectors from other countries may find lots of bargains at this web site!

His On- Line Auctions usually cover the world and always feature large lots, collections, postal history, better singles as well as sets from various Worldwide and British Commonwealth countries. You can click on Current Auction or OnLine Auctions any where in our site to see the current sale. The stamps and Postal History of the British Commonwealth, British North America, and Canada are his particular areas of interest on the retail side. All items are offered in Canadian dollars with all items having a full colour scan. You can click on Price Lists any where on their site to see the current retail offerings.

Welcome to the IPDA John.



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The Back Page - Thinking out Loud

Have you tried to get a new member to join? I remember reading a write up in the September Newsletter **“As an incentive, a small one I know, if you recruit a new member, get that member to write your name as a referral and you will get free membership for 2020”** — Actually quite hard isn't it. I had a productive and interesting dialogue these past few weeks with someone I thought would be a new member. Not interested. Nothing to do with the IPDA. Just not interested in joining an Association. Perhaps we need to think how we promote the value the IPDA can give or will be giving to new members?

On that theme, what is that value? What could that value be? Let us start with a few reminders. We have done the following over the past year.

- we had a Member survey asking what members wanted and have actioned as many of the ideas tabled as we feasibly could.
- we have established an affiliation with VP Verband philatelistischer Prüfer e. V. the German association of philatelic experts for members to get expertising advice,
- we have written in the Newsletter about which catalogues members might find useful for certain countries,
- we have written about where members might buy stock,
- we have shown two ways to get the IPDA logo on members eBay listings. \
- we started an “identify this stamp” page on the website for members to get other members advice and thoughts for free.
- we have promoted the IPDA in various social media channels, a few philatelic websites like StampCommunity.org and hard copy magazines like the Philatelic Traders Society
- we have plans in progress to further promote the IPDA brand name and presence into the philatelic community.

What else could we do that will be of value to members. Recognising that what might be of value to one member may not be of value to another member we should aim to have many ideas so everyone can get some value. Please write to help us know where to devote effort and, if needed, funding: here are some ideas for you to respond to or build on:

- do you want more on selling tips, inventory management, or tips on stamp image creation and image placement,
- do you need guidance or advice on web site hosting, web site development, SEO (search engine optimizations for your web-site), ecommerce options, or philatelic portals versus your own website,
- would you benefit from a better understanding about logo placement, logo design, affiliate programs,
- are you looking to be more cost effective in running your website or philatelic store, do you need cheap postage supplies or an effective cost / revenue tracking model,
- Could you make your internet selling model more effective, for example what is best wording to described your listings
- would you benefit from a more active chat forum where members can dialogue ideas and events and issues,
- are you in need of guidance on internet skills and competencies, increasing computer literacy perhaps regarding specific software programs. How about an “ask the webmaster” forum, a page on the website for any computer or web or hints and tips type questions suited to the webmaster ?

And finally, while we appreciate that everyone is extremely busy running their philatelic business, keeping their web site current, listing more stock, packing all those orders and generally living their day to day lives, is there any time you can give to the IPDA? Even writing an article for ther Newsletter on one of the value propositions above would be a brilliant first step. The IPDA Committee looks forward to hearing from you. Thank you Michael IPDA General Secretary

Want to write an article for the Newsletter? send to ipdasecretary1@gmail.com