



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter January 2019

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Welcome to 2019



Welcome to 2019 and the January issue of the IPDA Newsletter. Something a bit different this year in that each month one of the Directors will be responsible for this editorial page.

I am very happy to have the first month. But what to write about?

Well I would like to start by wishing all members a very happy, healthy and successful year in 2019. I am amazed at how fast 2018 went by and I guess we will be saying the same in 12 months time.

I think we all know how successful 2018 was so I won't dwell on that, rather I would like to look forward 12 months.

Always good to have a goal don't you think? What about an IPDA with 300 members? What about an IPDA where the initials are recognised far more in the philatelic community than they are today? And, what about a web site where we have even more functionality for us as members?

I think all are achievable and worthwhile goals. What other goals should we have?

Well to give you a forum to answer that – and with anonymity unless you wish to find a way to include who you are - there is a Survey which is being sent to all members with this Newsletter. Please take the 5 minutes it could take to respond. It might take a few minutes longer if you wish to write more. We hope you do write more. This is your chance to tell the Committee what you think and what you want from the IPDA so we can take actions to deliver for you.

That leads me mention the Committee – the Directors. We need support, to be very open about it. For example we really need a Newsletter Editor. It is very challenging pulling the Newsletter together without an Editor. Is this something one of our members could volunteer for? We do hope so.

.....cont'd

Stamps of the Month



I could not decide which to show, so showing both. Two contrasts in design. 2019 is the year of the pig, yes again! Happy New Year everyone.



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Editorial cont'd

I am a member of a number of Associations as I know many of you are, and there is one common theme I suspect we all read in every Newsletter, and that is the lack of member support.

I know we all have extremely busy lives but perhaps you will find it rewarding to give a few hours a month to the IPDA. In March we will be holding our Annual General Meeting and will have Director positions and Admin roles up for nomination. If you want to help in anyway please email me at ipdasecretary1@gmail.com Even if just a question about how you might help I will share with other Committee members and lets see what we can all do.

I mentioned more functionality on the website. That also means more services for you as members. As one example, we now have a new Service for members. Under the Members Only drop down – available to you as members when you log into the website – you will find a new service - **Identify this Stamp**. I think it is self explanatory. We mostly know a little about a lot but none of us really knows a lot about a lot, so if you find a stamp you need advice with here is a chance to tap into the depth of accumulated knowledge of the your fellow members. It is easy to use and there are two examples already listed.

Now let me mention the idea of having 300 members by the end of 2019. This is so easily achieved. How? Well just by two examples: The first: If each of us recruits just one new member over the coming months, that is about 140 new members based on our membership as I write - so we would get to about 280 members. EASY! OK so only 50% of us do something to get new members. 2 new members from us. Still EASY!

Lets take a second thought and I generalise, yes, I know, for this idea. Look at the number of dealers / sellers there are on any given auction / sales portal, for example let's just take the Hipstamp portal were there are just over 900 "stores". Using Hipstamp just for a hypothetical example; if we got 10% of Hipstamp store owners as new members in the next few months that would be another 90 new members. You see how easy is might be to get the numbers?

The final point of this, as you will have read before but I think worth repeating: the more dealers we have the more we can promote the IPDA brand and the more we can expect buyers to feel a sense of confidence buying from an IPDA member. And, before someone jumps at me with the argument there are respected dealers and sellers as members of the ASDA, the APS, the CSDA etc etc etc and all these Associations have values and ethics very similar to ours, let me add we are Internet dealers and todays world is very much an Internet world and we want to promote ourselves as Internet dealers on a global basis, NOT just dealers by country or with a regional focus. There is a place for country and regional groups of course there is, but the buying community are looking at sellers on a global store basis and not a country or regional one.

So, welcome to 2019. We can achieve a lot, of that I am sure, and in doing so we can add value to the philatelic community, get ourselves a business reward and personal satisfaction from our contribution.

I look forward to you joining me on this exciting journey

Michael Dodd IPDA General Secretary



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From the Blog world

The following is from IPDA Member Alfonso Molina Mainieri's blog. He has some excellent philatelic writings on Costa Rica stamps but for this page I decided to show something else he has written about because it seems very practical and perhaps worth looking into. You can read him to learn so much about Costa Rica stamps at estampillascr or contact him at molinamainieri@gmail.com

Something I like about stamps is taking my time to look for varieties and errors. Those small details that have escaped other people during either a little or a lot of time. For this, I have always needed a scanner to magnify and archive the images... not anymore! I'm saying goodbye to my good old friend and bringing in a new pal: This macro lens for smartphone .



This [macro lens for smartphone magnifies](#) up to 12x which is more than enough for studying stamps and errors. To adjust it to the smartphone, all you need to do is use the clip. It will hold the lens steady and won't damage your smartphone. This will help you have a digital magnifier wherever you go. Have a look at the link and decide for yourself. Relatively cheap at USD \$40 and with very high customer satisfaction feedback.

Unlike to other lenses, the high quality German glass used for the Xenova lens provides crystal clear images from edge to edge with no dark corners. Also, say goodbye to blurry and confusing photos. With this lens you won't miss any detail on your stamps.

What makes this lens so great is that you can preview the pics on your cell phone right after taking them. No need to be at home to see magnified stamps.

But what happens if you're in an environment with low light? Well, this lens comes with a GlowClip LED light that clips ANYWHERE on your phone to instantly illuminate your subject and surroundings with warm continuous light. The warm and natural LED light is superior to your smartphone's built in flash—which can be blinding and unnatural - especially in darker settings and venues. Features 3 brightness settings : Low, Medium and High. Say goodbye to frustrating photo "retakes" and hello to brilliant photos the first time.

It comes with a carrying case, perfect for taking your lens kit and LED light with you on the fly. The DuraCase stores and protects all lens kit components snugly and safely while the quick-release lanyard is the perfect way to carry your lenses on your next outing. Just drape the lanyard and lens around your neck. The quick-release head makes it a cinch to detach your lens and clip it to your phone in a flash so you never miss another photo moment.

Goodbye scanner, hello macro lens for smartphone!



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Unlimited Images on eBay provide by Roger West, Director UK & Europe

One of the big problems with selling on eBay, is the limitation of 12 images per lot. This is fine for single items or even small collections but absolutely useless for selling larger collections and bulky lots.

Some years ago when I was involved in selling big collections, we used a picture hosting facility and this enabled us to feature anything upto 250 pictures per lot. It had its draw-backs however - it was pricey, quite complicated, slow in uploading and all our pictures had to be re-sized. In addition, it wouldn't function on my Apple-Mac so I had to buy a PC specifically to do eBay.

I recently took delivery of a 200 volume collection that needed to be broken down into handy sized lots and sold through auction on eBay. I agonized over going back to the old system when I came across what appears to be the ideal solution. It came by way of www.jpegbay.com and is simple and quick to use.

All you need do is upload your jpeg images which are converted to HTML then you paste the HTML into your eBay description - job done! There doesn't seem to be any limit to the number of images you can use, they don't need resizing, its very quick, it works on the Mac and its FREE!

For 'professional sellers' there's an advanced version with bells and whistles but this is only \$2 per month.

Americover 2019



Foster E. Miller III of Maryland will chair [Americover 2019](#), the American First Day Cover Society's annual show, convention and celebration of first day covers. Miller previously handled scheduling for the Americover shows.

Americover 2019 will be held July 26-28 at the [Renaissance Saint Louis Airport Hotel](#). The official Americover room rate is \$104, and the show will again feature exhibits, dealers, cachetmakers, auctions, meetings, seminars and social functions.

The appointment was announced by AFDCS President Lloyd A. de Vries, who also appointed Phil Sager, also of Maryland, as bourse promoter for Americover 2019 and as a member of the AFDCS Convention Planning Committee. Chris Lazaroff, who chaired Americovers 2015 through 2018, will remain on the committee. Other members are Pete McClure of Iowa, who handles registration, and AFDCS executive secretary Doug Kelsey. De Vries is an *ex officio* member of the committee.

Miller is also a member of the AFDCS board of directors and serves on the executive committee as Membership Chair. He has attended every Americover since the shows began in 1993, and every AFDCS convention dating back to 1986.



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8 Things to Look For When Selecting an Online Stamp Dealer

The following was found on the ASDA website. This is not a criticism I should add. Also, it is not presented because it has much value. Rather it is presented to show you the sort of material that collectors might find and perhaps be influenced by. For that reason alone perhaps we should recognize how important it is to promote the IPDA name in the philatelic community. There was no author and no publication date, perhaps rather dated? It is unabridged. And published with the kind permission of the ASDA.

In the past, it was a pretty simple procedure to find a trustworthy stamp dealer who could supply a collector with one's exact needs. It was usually just a matter of answering an ad in a stamp publication - for after all, those magazines and newspapers "screen" their advertisers. At the same time, many a good dealer could be found at the various stamp shows.

In today's Internet world - with literally thousands of dealers offering websites which are listed on search engines like Google, Bing and Yahoo - how does one make an educated decision in choosing a dealer? Which dealer(s) will be fair, honest and prompt in their relations with you, the customer? Here are 8 handy tips to help you find them:

#1 • Obvious References - By "obvious" we mean: is the dealer a member of the various major philatelic collector and dealer organizations (i.e., American Stamp Dealers Association, Philatelic Traders Society, American Philatelic Society, etc.)? Like the ASDA, such organizations have stringent codes of ethics that dealers must observe. Not all stamp dealers belong to such organizations, but when they do, it generally is a very good sign about their integrity.

#2 • Listing On Yahoo or Google (Important) - These search engines don't just automatically list a website. Individual members of their staffs actually check a site owner's references and validate a site after they've checked to see if everything looks right to them. If a stamp dealer's site is listed at Yahoo or Google, it means it has passed their review. More than 86% of all searches on the "Net" are done on Yahoo and Google.

#3 • Does Dealer Advertise Elsewhere? - The most serious of the stamp dealers with websites are those who also use traditional methods of advertising such as the various stamp magazines and newspapers. Those publications always check the integrity and reliability of their advertisers.

#4 • Are Transactions Secure? - vital factor. Credit card purchases on the dealer's site should be managed with a secure (encrypted) system that is safe and reliable. This should be clearly stated on the site.

#5 • Privacy Statement - look for a "Privacy Statement" that gives the site owner's clear policy on what he does with personal information (i.e., credit cards) customers provide to him. All sites should have this on view.

#6 • Is A Guarantee Offered? - It has been a tradition (extending back to the 19th century) in the stamp business that a guarantee is offered to the buyer on all purchases. We think that one of the best ways an online dealer can help form a positive bond with the customer is to offer a money-back guarantee if the customer is, for any reason, not satisfied.

cont'd



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8 Things to Look For When Selecting an Online Stamp Dealer cont'd

#7 • Quality and the Use of Images - The Web is a visual medium - the perfect place to display excellent color images of philatelic material, whether it be stamps or covers. Well-conceived websites will offer lots of images of the material for sale. The dealer who does this is obviously proud to show off his outstanding stock. But there's something more important than just seeing many colorful images. You can examine them and determine the kind of quality being offered - from checking the centering and perforations on stamps, to seeing how clear a postmark is on a 19th century cover. Thus, the quality of the images is as important as the *quantity*.

#8 • Quality of the Website's Appearance - Just like the positive impression you get when you meet a well-dressed person, a well-designed and attractive website (which is easy to navigate) sends a clear message that the owner truly cares about his clientele.

It's Just a Cover by Lee Coen

So it's Sunday and I am scanning and going through my stamps, I thought here's a nice item. I blacked out the 'to' and 'from' to protect all parties. Just another one of many covers that we collectors/sellers run into. This one made me stop and look a bit harder. Wow a mixture. How cool, they had to make up the current postal rate for an envelope going to the United States. And it's registered, so what? I am not into covers, but I know one thing: many stamps on one cover most of the time means money. I broke out the Scott Catalogue and went hunting:

Scott# 2944x3, #2931x2, 2943x1 and 2953x1 with a total CV value of USD \$13.0. Heck! I thought it was just a buck



cover. While not into selling covers, I think this one might fetch in the \$4.99 range plus shipping to the right collector. It does have a bunch of Farsi, the language spoken in Teheran and I don't have a clue what it indicates. So where am I going with this story? Here I thought it was a \$1.00 cover. After a bit of research, I think it's a money maker. Not just one of the million covers out there, but with some value, \$13.00 of cat value to be

exact. Registered to the USA, 7 stamps and blue post marks. I am sure someone collects these. I guess this goes to say, check all covers even if you're not into covers. Now, off to find the right buyer. Good luck Lee



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Let's get rid of those pesky dealers! by Peter Mosiondz, Jr.

While reading the ASDA website your General Secretary also found this - a second piece that caught his eye. Again no criticism of the ASDA is intended or rudeness towards the author because it is rather dated in many respects - in fact on the contrary, the ASDA have a professional and informative website. Rather it is again presented to show you the sort of material that collectors might find and perhaps be influenced by. Surely not I hear you say. What with the Hipstamp portal alone showing 907 sellers..... perhaps we should again recognize how important it is to promote the IPDA name and your IPDA Membership in the philatelic community. The author was a gentlemen by the name of Peter Mosiondz, Jr. My research found he was seriously ill around 2005 and I suspect this article may precede that date. I have been unable to get in touch with him and I hope he is healthy now. The author has notable writing credits to his name including the philatelic book Successful Stamp Dealing published in 2003. This is an unabridged text from the ASDA website with thanks to the ASDA and Peter Mosiondz, Jr.

A letter published recently in one of our philatelic publications provides the fodder for this month's lineament.

The writer stated that the hobby needs more collectors selling stamps and bypassing traditional dealers. His conjecture is that more dollars will flow into the hobby, thus speeding up cash flow. The orator further states that this would result in more competition for an increased variety of material in the marketplace and that the quality of available stamps will actually increase. The missive concludes with, "We should embrace change and make dealers out of all collectors and watch the hobby grow."

Only an uninformed individual could make such statements. One also wonders why such drivel would even be considered for publication.

The simple facts of life are that, if one were to remove the professionals from our hobby, stamp collecting will join the ranks of other pursuits such as collecting seashells or matchbook covers. Without an established dealer base to buy and sell philatelic material there can be no viable market. Without an established and ethical trade to support philatelic values, the selling of stamps would be just as easy as selling those matchbook covers. Without any value base what would be the incentive for anyone to spend any money on a stamp?

Remove the dealer advertisements and every commercial philatelic publication would close. It is the professional dealer who subsidizes our publications by advertising. It is also the professional who, without much recognition, helps to finance most of our major stamp exhibitions and shows. This is done through booth rentals, advertising in the program, donations to the awards committee and several other areas as well.

More importantly it is the professional dealer who risks capital in buying stamp collections when they are offered for sale and for which there is no immediate buyer. The collection is then broken down and the stamps properly identified. The stamps are then placed into stock without any assurances that any will readily sell. It may take years until a collector desires one of those stamps.

It is this ready willingness to buy that places philately on a sound financial footing.



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Let's get rid of those pesky dealers! cont'd

The aforementioned letter writer also says that, "The general public does not perceive the potential investment value of stamps". Stamp collecting is not an investment. It is a hobby that is designed to provide pleasure and relaxation. If one wishes to invest, there are stocks, bonds, mutual funds and many other avenues in which to channel funds.

Unlike spending a couple hundred of dollars for a pair of concert tickets that have absolutely no secondary value, and the show all but forgotten about months later, stamps not only provide incalculable pleasure while in our possession. The added bonus is that there is always some recouping of cost. What we may expect to receive depends to the greatest extent on what we have bought over the years. The astute collector who relishes quality over quantity and who chooses the early stamps of which supply is limited and demand great, will reap many rewards especially if there is a keen eye toward the stamp's quality. Established professionals will compete very strongly for a collection of this caliber.

Those who purchase off-centered stamps or those with flaws should not expect to derive a retirement income when the time comes to sell.

It is our belief that this letter writer and many others are frustrated over the fact that some collectors write in to complain about some low percentage of the Scott Catalogue value that was offered for their collection. We wonder if those same individuals ever take into consideration the fact that the Scott Catalogue values each stamp in the grade of very fine and without any flaws. We are still awaiting the collector who will offer us a collection in which every stamp is sound and grades very fine at a minimum.

The Scott United States Specialized Valuing Supplement is a great tool for ascertaining the approximate retail values of stamps in grades from average through superb. For example, a fine stamp may retail at 30 percent of the very fine example. The stamp dealer is not unlike any other merchant. There are expenses to consider such as rent, utilities, taxes, salary, insurance and a host of other expenses. Other hobbies, from antique firearms and coins, to toys and teddy bears, have dealers operating businesses in much the same way.

Perhaps that dealer offering 20 percent of the very fine catalog value for a particular collection was doing so because that was all it was worth in order to obtain a reasonable profit.

Dealers and collectors must live together in harmony and with mutual respect if our outstanding hobby is to grow and prosper.

General Secretaries' Footnote: I suspect this was written about 15 years ago. Times have changed but some perceptions may not have changed. Take this thought "the hobby needs more collectors selling stamps and bypassing traditional dealers". This has happened but in some circles, some may argue that quality of the sellers has not kept up to the general standards previously seen and still seen with full time professional dealers. What, as Members of the IPDA, are we doing about this? How can we all work to promote the name and value of IPDA Membership.? The IPDA Committee welcome ideas and feedback. Write to any of us please.



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The Future of Philately as seen in 2018 by the W4 Think Tank

In the December Newsletter we presented a piece on the *The Future of Philately - Philatelic Low Hanging Fruit* - by the US based GPTT (Think Tank). This was picking up on the question, where is the hobby going? is it in decline? Two previous, albeit somewhat dated articles, in this current issue, address similar aspects of philately. This piece is intended to bring the discussion up to date with a 2018 perspective. It is taken from a much longer paper published by the UK based W4 Think Tank and is presented with their very kind permission. You can read the [complete paper here](#). W4 (Woking, Walton, Weybridge and Waterloo) is a small Surrey-based think-tank, established in September 2012 to discuss all matters relating to Philately and Postal History. It was founded by the late Professor Derek Diamond and Gavin Fryer, and consists of approximately 10 members. Membership is by invitation. The paper has resulted from a suggestion by the late Dr. David Stotter (a former member) that the group should make a positive contribution to the world of philately. The paper represents the current view of the group. All current and former members of the group are or were Fellows or Members of the Royal Philatelic Society London.

We welcome IPDA Members views and in particular ideas and thoughts for how the IPDA can add value to Members in this day and age where philatelic buying and selling is so very much an internet based activity. Please send material to any of the Committee or the [General Secretary](#)

To analyse the question “why is the future of philately in doubt?” this paper considers the current situation using the conventional business method of SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis.

Strengths

Collectors There is a well-established collector base worldwide, with diverse interests, and most countries have a national philatelic organisation. In some countries philately is still actively supported by the Postal Authority (or local equivalent)

Dealers: There is an established network of dealers at many levels. These range from the specialist Auction Houses through internationally known dealers and fulltime dealers that support major stamp fairs down to local full and part-time dealers that support local fairs. While few stamp shops remain in the UK, they still exist in mainland Europe

International: Philately has an international scope, with an international body overseeing the competitive aspects of philately (FIP) and Continental bodies at a lower level. Most countries have an organization that (at least notionally) controls competitive aspects of philately. In the UK this is ABPS, but it has limited authority.

Information Sources: There is a wealth of philatelic information on the internet, including online catalogues, historic exhibits and many philatelic articles. Many runs of newspapers are available online, providing background information on dates of rate changes and historic events that may affect postal services.

Catalogues: There is a huge diversity of published catalogues that identify what is available to collect. In the UK we are familiar with the range of Gibbons catalogues, but there are many other producers with more detailed information for certain countries as well as world-wide coverage. These include: Scott, Michel and many others, as well as one-country catalogues such as Brusden-White (Australia) and Campbell Paterson (New Zealand) and specialized subject catalogues such as Murray Payne for GVI.



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The Future of Philately as seen in 2018 cont'd

Discussion forums: Internet discussion forums provide access to a whole world of expertise on almost any subject. These range from International (such as Stampboards) through to local Society (such as the Tasmanian Philatelic Society)

Material Sources: Collectible material is readily available through the internet (EBAY, Delcampe and others) and public auctions at all levels from international to local. Philatelically active countries also have a wide range of Fairs, from International, such as Prague or Sindelfingen to National, such as Stampex, down to local or regional level. Local fairs may include both Postcards and Cigarette Cards as well as Stamps and Postal History.

Weaknesses

Ageing of Collectors: The ageing of collectors is both a weakness and a threat. The future of philately is threatened by the lack of new members joining the organized part of philately. This has resulted in a dearth of young blood coming into the collecting market; some of whom would also grow into philatelists by, for example, engaging in local stamp clubs, starting to exhibit, research, furthering the intellectual content of philately.

Lack of Infrastructure: There is no permanent infrastructure in many towns and cities to support the new collector. The disappearance and/or closure of many clubs and societies has exacerbated this problem and it is leading to lack of sustainability.

“Hidden” Collectors: It is known that many collect without being members of official clubs. (Example: Paul McCartney apparently collects, as do Warren Buffett, Ronnie Wood, Nicholas Sarkozy.). It is assumed that this may be true worldwide. Informal conversations with members of the Philatelic Trade (Andrew McGavin, Chris Rainey) indicates that there are probably ten times more collectors than there are those who are part of organized philately.

Underfunding: In many countries, philately suffers from a shortage of funding. Many clubs and societies are run on a shoestring, with low annual subscriptions and tight budgets. In the UK, many annual subscriptions are in the £5 to £15 range. Compare this with clubs in Scandinavia where the subscription is around £100. In many countries where the Postal Authority has been privatized, there is no longer real active support for philately. Rather, the privatized company is only interested in selling more stamps to the ‘collector’, as distinct from supporting the ‘philatelist’.

Diminishing Society Membership: The membership of many local Societies has diminished substantially over the last ten years. The problem is often that members cannot be found to continue the running of the Society. Whether this is a result of too many members not appreciating that there is work involved in producing a Society Programme, or of work pressures reducing the time available for hobbies is not clear. As an example, the Harwell Society, despite having nearly 40 members, were unable to find anyone willing to fill the officer posts, and the society was wound up. Member activity to support the Society, as well as attendance at meetings, is important for sustainability.

Shortage of new collectors: Lack of new collectors of all ages and genders – Tends to be measured by Club membership but Club membership is not the same as collectors, who may now have better things to do. cont'd



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The Future of Philately as seen in 2018 cont'd

There is a falling number of children collecting stamps. In the early 1990's there were estimated to be 100,000 in the UK. Kidstamps now has under 1000 members.

Perception of Stamp Collecting: The perception of Stamp Clubs among the public is not positive. They are viewed as boring and peopled by boring experts. This is a far cry from the sociable gatherings that most of us experience, where members are happy to welcome newcomers and share their knowledge and expertise. Philately also attracts its own share of eccentrics.

Lack of retail outlets: There has been an almost complete disappearance of high street stamp shops in the UK. It is understood that the same is true in Germany. This makes it difficult for collectors who do not have internet access to obtain accessories such as leaves, page protectors, albums, mounts and hinges. This is true of many countries, but certainly the UK. However, the existence of stamp fairs virtually every weekend should counterbalance this. There are usually more dealers than a couple of traders in a shop. Added to this there has been a fall in the number of dealers. In the USA the number has fallen from 1000 in 1975 to 490 in 2018

Opportunities

New sources of collectors: Traditionally, much effort has been expended in trying to attract child collectors. This has led to a very small return. It is suggested that steps should be taken to attract the early retiree and recently retired, who may well have a comfortable income and a lot of time to fill. Presentations/talks to groups such as Probus, U3A, the Freemasons and Rotary may well lead to a better understanding of how Philately in the broadest sense can give 'Richness in Retirement'.

New types of collection: The relatively recent growth of Thematic Philately and its evolution into Open Philately (and the re-classification of "Social Philately" as Postal History Class 2C) as well as the introduction of the Postcard Class widen the scope of what can be collected and displayed or exhibited.

Further expansion: The new experimental Ephemera class at Spring Stampex 2018 may provide further opportunities. It is felt that more philatelic classifications, such as: Modern Philately (Traditional, Postal History, Postal Stationery and Revenues post 1950); Subject Philately (simpler than Thematic Philately); Astrophilately (widely adopted in the USA) and First Day Covers offer greater opportunities.

Refocus resources: The efforts to attract children to philately could be refocused to target organisations such as Scouts and Guides, though we understand that the interest is lacking, where the prospect of acquiring a badge could be used as an entry point to sow the seeds of a possible longer-term interest. Apart from the security clearance this avoids the difficulties of teachers who are under pressure already inherent in an approach to schools, but there are reports of shortages of adults to supervise such groups.

Promotions: Active steps to promote philately and improve the image of societies could be taken by publicizing local



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The Future of Philately as seen in 2018 cont'd

events and fairs through local radio as well as the traditional local papers (this has been done successfully in Kent). Reports of club-related events such as Anniversary dinners should be offered to local media, together with photos.

Synergy: Collaboration with other organisations, such as Local/Family history societies could lead to joint projects that would be enhanced by the inclusion of, for example, Postal History items and Postcards (neither of which needs to be expensive) to broaden the appeal of a story.

Market changes: Changes in the market (see Section 7 below) have meant that there are many new types of material to study and collect. These include, for example, items relating to Postal Mechanisation in all its aspect, the rise of licensed imprints, the emergence of local post services. In particular, the emergence of a catalogue (someone has to do the work), gives an indication of what can be collected.

Online Auctions: The rise of eBay, Delcampe and similar websites has made the purchase of a wide range of Philatelic material easy. Although there are virtually no stamps and associated materials, albums, hinges et cetera, available in high street retail shops, thus reducing the eye-catching features which started off and maintained the interest of so many young collectors, large county fairs and national events do have these. Purchase of these items online is easier than ever.

The Internet: The increasing scope and use of the internet, both in researching material and providing a window to the philatelic world market has led to ease of buying and selling stamps from the comfort and safety of one's own home.

Collecting fashions: Underlying all the changes in the market are changing fashions in collecting. In some cases, a collecting area will lose favour as it has been 'done to death' and leaves little opportunity for the new collector of the area to make further discoveries. Certain well-studied areas seem to be immune from this (e.g. GB Penny Blacks; Brazilian bullseyes; Cape Triangulars; Norway First Issue; Australian KGV 1d heads; Western Australia Swans; NZ Penny Universal.) However, the kudos associated with collecting classic stamps also requires deep pockets.

New types of collector events: We understand that Scandinavia has seen the emergence of a new type of event that is a fair combined with a swapmeet, where local collectors meet to swap and /or sell their own material, possibly joined by dealers.

Threats

Perception: In the eyes of much of the public, philately has a very poor image, perhaps because it is viewed as a "trivial pursuit" rather than an intellectually challenging exercise. It is seen as being peopled by eccentric and geeky old men, who have a very narrow but deep knowledge base.

Political infighting: The apparently secure infrastructure of world philately is currently threatened by political



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political infighting at the highest level. There have been many reported disagreements over the competency of the judges at major international fairs, with published letters proposing a major schism between east and west (Ref: Linn's Stamp News August 2016, Article by Kees Adema)(See also the Friends of FIP Website)

Lack of support: In many countries the Postal Authority no longer provides active support to philately. Cynically, one might say that they are more interested in finding more ways to exploit collectors.

Electronic communication: The rise of Email, Instagram and Snapchat has led to the volume of letter and postcard mail continuing to drop, notably personal mail, rather than 'junk' mail used for advertising purposes. However, the rise of online retail has seen an increase in parcel and packet mail, only some of which produces collectable material.

Sources of material: The closure of retail shops and approval services makes the acquisition of new material difficult. The decline in the number of societies has also led to a decline in the number of circulation packets, which to some extent replaced approval services. This problem is compounded by the number of packet book suppliers who have either retired or passed away.

Decline in mail: The lack of 'real' mail (actual written letters, greetings cards and postcards) (see Appendix 2) has led to great difficulty in finding modern mail with stamps correctly used close to their period of issue. This is also an opportunity for the avid collector to try to find correct usages within period. While using stamps on personal mail, the group often use stamps issued up to 40 years ago. Conversely, the volume of parcel mail is growing, but this seldom uses prepayment by postage stamps.

Investment schemes: There are schemes that promote philatelic material as an investment. In most cases this is inappropriate, and, as has happened in the past, many will get their fingers burned, usually with negative press publicity. The recent collapse of the Gibbons scheme reinforces this problem.

Fraud: Fraud scandals in Europe have damaged the image of philately (<http://www.tradersnarrative.com/a-sad-end-for-the-afinsa-fraud-saga-3625.html>)

Lack of dealers: The continuing drop in the number of full-time dealers threatens the viability of local and national fairs and the supply of material. (Evidence is only circumstantial and UK only: less dealers at Stampex, less tables at local fairs.) There is, however, evidence of a rise in local auctions.

Misrepresentation: The sale of fraudulently misrepresented items via the internet affects the image of philately. While redress may be gained through Paypal protection, or Section 75 claims (Credit Cards), the purchaser will remain disillusioned. The bywords remain "let the buyer beware".

Licensed mail: The huge increase of licensed mail with 'Paid' imprints could give rise to a new collecting area, but there is very often little variety to make an interesting (visually) display.



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Death: The threat posed by lack of new collectors has been exacerbated by the dying-off of senior and knowledgeable philatelists and associated dealers. There is nothing new in this phenomenon. However, senior and knowledgeable philatelists may have fixed views as to what is 'acceptable' in a collection, and new collectors may challenge the classic view,

Forgery: The large trade via the Internet appears to have increased the incidences of forged stamps and cancellations reaching the unwary dealing in the market.

Mail Centres: The concentration of cancellation, sorting and distribution in heavily mechanized Mail Centres covering a wide geographic area has led to a steep decline in the variety of Postal Markings applied to mail. This is evident in the UK, France, Germany, Australia and South Africa and no doubt many other countries.

Lack of Dates: Most modern licensed mail has no datestamp applied. This is a fundamental deficiency when considering collecting such material as Postal History.

International bodies: The perceived integrity of international bodies, and their apparent lack of concern at the highest level for the ongoing development of philately.

Letters to the Editor

A short letter to the General Secretary from member Lee Coen (#251) that I thought worth sharing.

Lee writes: I recommended 100j and the website. I sent in a scan of a stamp and waited for info. I have yet to here from them, 100j, on any submissions. I even entered a few grading contests. I signed up for email's also. Question: is this a valid site? Do they actually have a newsletter? I have promoted them and have heard zero from them. I would hate to recommend a site that is lacking

General Secretary replies: I have had email exchanges from the people at 100J. They seem very professional to me. I suggest writing to ray@100j-gradingnewsletter.com Also we have a new member in December, Caj Brejtfus who might be able to help as he is with Grading Matters at caj@gradingmatters.com.

POSITION VACANT - Newsletter Editor

What a great way to start 2019, a dream job - contribute to the IPDA - take over the writing of this Newsletter. Surely there is someone with the flair and talent and technical skills to do it? The role is pretty much self-explanatory by the title but is described [here](#) You need the capability to create a Newsletter along the lines of the current format although within reason we could see changes where they improve the layout and readability. The current logos will be maintained but the content will be largely up to the Editor. Send me an email - [ipdasecretary1@gmail](mailto:ipdasecretary1@gmail.com) - if you have questions or would like to be considered for the role. Interviews will be held in Sydney, Manila, London, Hong Kong and New York during late January and early February..... ok that was the dream part but seriously, the opportunity to contribute to the IPDA is real.





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Stamp lift fluid, my first time

Member Lee Coen has provided an insight to using a fluid to remove stamps from their envelope. An interesting perspective. Personally I have a very capable CEO who loves to do this using a bowl of warm water, and she is very good!

After 20+ years I thought I should try that stuff. I really hate soaking and drying and waiting on a stamp to dry. And we all know about postage due stamps, get them wet and the colors can bleed and fade. After a bite to eat and a nap my phone made that familiar eBay sound of 'your package was delivered'. I got dressed in a hurry and off to the post office I went to get my magic fluid! I bought the stamp lift fluid on eBay delivered to my PO Box for \$8.00. Not bad I thought.



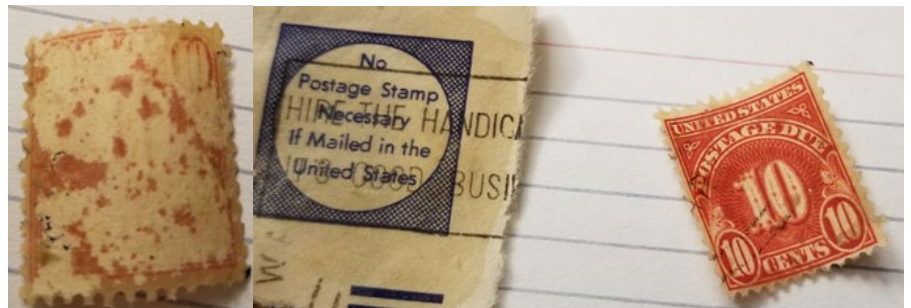
The stamp I 'experimented' on was a Scott# J-74, USA postage due, 0.10 cents. CV\$ 2.00, on a good day. As seen below it was stuck to a 1949 New Jersey cover I picked up somewhere.

Following the instructions, I brushed some of the fluid with zero noticeable odor by the way, on the inside of the envelope. Within minutes I was able to use my tongs and easily slide the stamp off the envelope. I probably should have waited a little longer to let the fluid soak in, but I had to know if this stuff really works or not. It works!

I quickly flip the stamp over to see the results of my 'lifting' a stamp from an envelope - It's not dry? After letting the glue dry, I quickly placed the stamp in between two 3x5 cards and place my cell on the top for minor pressure. I checked the web for instruction again and did notice that it indicated will retain the gum AFTER being lifted. Pretty cool, but we all know a postmarked stamp with gum on the reverse brings about that dreaded word, C.T.O.

What I like most about this product is,

1. Never tried it before but immediately easy to use.
2. Zero noticeable odor
3. The stamp dries quite quickly.
4. Gum-it stays with the stamp.-
5. It removes hinges.



With no odor and quick drying time, I can see some older envelopes with sellable/collectable stamps that could be removed and placed into inventory, in a quarter of the time as compared to soaking. There are no bowls of hot water to mess with or paper towels everywhere with every book in the house stacked on top of them. Less space and less time is what I see. And all that fun for \$8.00 USD. Good luck to all! Lee





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Chairman's Chatter

A few months ago I wrote about exhibitions and stamp shows. I would like to update that list and pose a question to Members. The question is, should we be advertising the IPDA at shows and philatelic exhibitions?

Perhaps it is necessary to say why I pose that question. We might get some applications for membership by doing so but more importantly we might get the name of the IPDA more out there in the philatelic community. Promoting the IPDA seems to me the thing to do. Why? well so we can attract members of course, but also so we can get the message into the philatelic community that collectors who are buyers should be looking to see if a dealer is a member of the IPDA.

Other associations, eg the Canadian Stamp Dealers Association, the American Stamp Dealers Association, the Australasian Philatelic Traders' Association and the American Philatelic Society to name just 4, advertise with words along the lines, "look for dealers displaying our logo". I know many members proudly display the IPDA logo. But for that logo to mean something it needs to be recognised in the philatelic community. So my question to members: Should we be advertising the IPDA at shows and exhibitions? Please write to me at alan.devine@devalri.com I look forward to hearing from you and I will share with the other Committee members. Interestingly I see some of our Members advertising themselves at these shows and one I even saw as a sponsor of a show. If I have left out a show you think is worth a mention please let me know.

Feb 2019	UK - ABPS Spring Stampex 2019 February 13-16, 2019 Venue: The Business Design Centre Islington London.
Mar 2019	Munich — Internationale Briefmarken-Börse München Int. Stamp Exchange Munich 2019: 28 Feb - 2nd March
Mar 2019	ASDA Chicago - Midwest Postage Stamp Show 2019 March 22-24, Venue: Holiday Inn Chicago
Mar 2019	Australia - Perth Stamp & Coin Show a three day event at the South Perth Community Centre, South Perth
May 2019	Winnipeg Philatelic Society Stampshow 2019 May 3rd - 5th Venue Sunova Centre, North Winnipeg
Jun 2019	Sweden - Stockholmia 2019 May 29 to June 2, 2019 Venue: Waterfront Congress Centre, Stockholm
Jun 2019	ASDA New York - Spring Postage Stamp Show 2019 May 31—June 2nd, Venue: The Watson Hotel New York.
Jun 2019	NAPEX Washington DC - National Philatelic Exhibitions: June 7—9th. Venue: Hilton McLean Tysons Corner
Jul 2019	USA - AMERICOVER 2019 Americover will be held at the Renaissance St. Louis Airport Hotel July 26-28
Aug 2019	Singapore - SINGPEX 2019 31 Jul to 4th August, 36th Asian International Stamp Exhibition, Suntec Centre
Aug 2019	APS Stampshow 2019 August 1-4, 2019 - Venue: CHI Health Center Omaha
Aug 2019	BALPEX 2019 August 30-31 to September 1, Venue: Delta Baltimore Hunt Valley Inn
Dec 2019	Aeropex 6 - 8th December 2019 - Drill Hall, Adelaide - Specialised National Philatelic Exhibition
May 2020	London 2020 Specialised World Stamp Championship Exhibition: 2 - 9th May, The Business Design Centre London

On behalf of the IPDA Committee I wish you a very successful 2019 with your philatelic sales and activities. If you can make time to help us grow and see the IPDA better recognised in the philatelic community in 2019 please contact me or one of the Committee. Alan Devine Chairman and Confidential List Officer alan.devine@devalri.com