



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2019

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Stamp Selling Tip of the Month



Never offer for sale something that could undermine your credibility as a stamp seller. Especially when there are so many better examples of the same stamp for sale

Editorial

Hello, who can believe it! November already. It only seems a few weeks ago I was writing the January issue of our Newsletter and now here we are looking at the year end and planning ahead for 2020.

But don't let me jump ahead of myself. This issue has been compiled in three days due to the fact I had to return to the UK for a family matter. So please be considerate to me as I feel it has been put together in a rush. Having said that and now thinking about 2020 I really am not going to have a lot of time next year to do this Newsletter. Too many other exciting things planned and many involving overseas travel. So on page 18 of this issue you will see Position Vacant. Please, do we have a member who can take on the Newsletter from January 2020? Or do you know someone who would love to do this. Non member collector maybe?

All groups and clubs, and Associations like the IPDA, rely on volunteers to manage and run the day to day activities. We have some very active Board members but we need more support if we are to grow and add value to members and the philatelic community. THE internet is THE selling medium of choice for stamp dealers now. It is also the selling channel for anyone with a computer and some stamps to sell and that alone should make us want to promote the IPDA!

One change I am pleased to report is the appointment of Peter de Jong as Director Europe, Middle East and Africa. Peter is a role model in my view for active participation. He was with us in 2018 and helped us develop a presence in Europe and he is now back for 2020 to help the IPDA again. Great to have you back Peter.

Finally, we welcome ideas for articles, Yes I always say this, and yes there are a few members who I enjoy seeing write to me, and yes I try to accommodate your ideas into these Newsletter. But more material would be very much appreciated, Please.

I am in Sydney Australia in a few weeks so that means I am going to be challenged to write the December issue if I do not get articles, content you think is of value to others. Thanks in advance.

Michael IPDA General Secretary ipdasecretary1@gmail.com





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An Update on New Catalogues for 2020

Readers may remember we did a piece on catalogues from around the world back in February this year. Perhaps the following is useful. Time to update yours, if you have not already done so.

Yvert & Tellier - France 2020

This French catalogue is the stamp lexicon for French stamps, and with an additional 150 pages compared to the previous version, you are in for a treat.

Stanley Gibbons 2020 - Commonwealth & British Empire (1840-1970)

If you collect stamps from the British Empire and the Commonwealth, this is the most useful tool you will get. The catalogue covers issues between 1840 and 1970. And it is heavy! And if you have a copy look at page GB4!

FACIT - Nordic countries 2020

The FACIT catalogue covers all the Nordic countries, and for all stamps issued after 1950, this works as a specialized catalogue, so it is a very helpful tool for any collector with a Nordic collection.

FACIT - Nordic countries 2020 - Specialized classics

If your Nordic collection mainly consists of issues prior to 1951, this is the catalogue for you! This specialized catalogue covers all Nordic issues up until 1951, and in combination with the above catalogue, you are completely covered.

NVPH - Netherlands and colonies, Specialized 2020

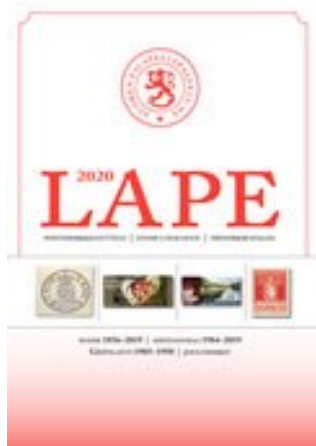
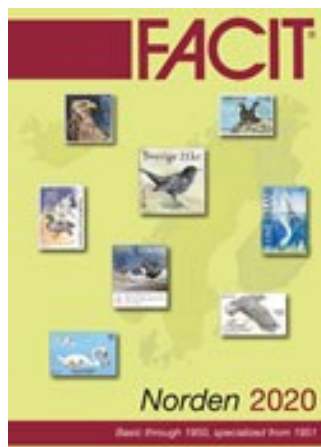
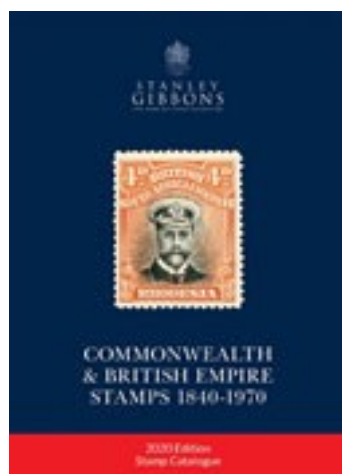
This catalogue covers both the Netherlands and all the Dutch overseas territories, with specialized information for all issues. The catalogue has a hard cover and carries quite a weight with more than 900 pages.

EDIFIL - Spain and colonies 2020

This Spanish catalogue contains all issues from Spain and all the dependencies and colonies. For the collector of Spanish stamps, this is the best tool to choose.

LAPE - Finland 2020

This catalogue is the most popular when it comes to Finnish stamps, as it covers all issues from Finland, along with Åland, and for the first time also Greenlandic issues from 1905 to 1950.





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Welcome back Peter de Jong

Sometimes friends leave for personal reasons and then they come back home. Sounds a bit sentimental but perhaps also true. Peter De Jong from the Netherlands has rejoined the IPDA as Director Europe Middle East and Africa. A wide area that we have not adequately covered over the past year and one we think Peter will be able to develop our membership presence in. Please join me in welcoming Peter.

Peter added the following message as many members will not know him.

He can be contacted on peterca.dejong@gmail.com



Standing still helps to continue

"It has been some time since I regrettably had to cancel my IPDA membership. Out of dissatisfaction with various subjects. However, I have remained in contact with the organization, in particular with Michael. For me personally (and perhaps also for the IPDA board) it helped - as the subject of this email indicates - to stand still for a while and then continue.... One should have the courage to shrug off ones fits. That shows more strength than weakness for everyone

In my contacts with Michael, it has become clear to me that a number of fundamental changes have been made within the organization, and there are still many initiatives planned. The legal element regarding the sale of illegal stamp has been tightened. The IPDA has become (even more) mature.

Some people are (fortunately) no longer members. Unfortunately, some people have not renewed their membership for 2019 . Maybe as a new member with the necessary experience, I can persuade these people to become members again .

I can promise you that I will contribute to the success of the IPDA"

*Kind regards,
Peter C.A. de Jong, Netherlands*



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Christoph Gärtner Auction House

The Headquarters in Bietigheim – an international centre for philately and numismatics



Hitting the road running, so to speak, Peter met with IPDA member Christoph Gärtner in Mid October. He attended the international auction of Christoph Gärtner Auction House near Stuttgart, Germany, <https://www.auktionen-gaertner.de/> Nationalities from all over the world attended the live auction, with various buyers attending by telephone.

Peter writes, "I knew that Christoph Gärtner Auction House is the largest philatelic auction house in Europe and the second largest in the world. The C.G. Group has been playing in the big league for years.

Nevertheless, I was very surprised at what I saw there.

I had never seen a "live" stamp auction, not even online. A large number of lots were offered during one full week, which represented an enormous amount in total. I was also shocked at the resale value of some individual lot. It is a coming and going of traders and collectors. There was something to buy for everyone's taste. Many, many goods were traded, paid for, and sent or taken away immediately. You could smell "philately" in the various buildings. Goods were studied also extensively "live", if they had not been viewed online before. Experiences and invitations were exchanged during lunch. New relationships were built, or old relationships were tightened again.

On Thursday evening there was a dinner where 20-30 special customers were spoiled by Mr. Gärtner. I was allowed to be there too. Various nationalities were present. A large group of Russian attendees toast with vodka at the successful auction for them. Of course everyone was allowed to toast with them. I also did 😊

In this way I also got to know Mr. Gärtner's organization better. He also has a Trading House, with which he sells items online. The difference between the traditional online sales sites like Delcampe or eBay is the fact that Christoph Gärtner Trading House only sells goods they already own.

Dear members, certainly other auction houses being an IPDA member are also very dear to me. The above is not a specific advertisement for Christoph Gärtner, but rather a report on how I experienced such an auction.

Of course, if our dealers want to use an auction house, they can choose the auction house that suits them best. I wish you all success with this.





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Letters to the Editor

This from member Roger Young from Boston, Massachusetts. An interesting circumstance that other members may be experiencing or have responses or advice about. You can write to ipdasecretary1@gmail.com and I will pass on to Roger, or you can write to him directly at rogerwyoung@yahoo.com

We have one response to the topic and that is shown below although more commentary is welcomed.

"I have more than 200 items to relist on eBay and they are not letting me relist until I put in 4 item specifics using dropdown files. This morning I called them and it looks like there is no way around this, These item specifics are not what my buyers are looking for as most of these are dollar topical stamps where the buyer is looking for topical relevance rather than quality, certification, region or grade. This is extremely time consuming and when I factor in any kind of personal labor costs I am losing money.

This makes me wonder if what another member said to me once is so true that eBay does not really want philatelic dealers unless they can sell big ticket items. It seems like eBay has no clue what philately is and is a kind of one size fits all, robotic corporation more set up to sell televisions and cell phones than anything less common and lower priced.

Do you know any way around this new rule or do you know anyone who might be able to help me?"

Regards, Roger Young

A response :

I understand Item Specifics is being rolled out in the USA on some philatelic categories.

He's correct in saying there is no way around it, especially if you have to choose from set values in drop-down lists.

It's not a specific vendetta against philatelists, but all their buyers.

The real purpose is to more align with google search engine requirements, eBay items do not necessarily show up without these when using a google shopping apparently.

I use the website www.ecommercebytes.com to get the latest news on eBay, plus you can post questions there and get really helpful answers.



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Philately around the world - B British Honduras / Belize

Belize was formerly known as British Honduras. It is an independent and sovereign country located on the north eastern coast of Central America. Belize is bordered on the northwest by Mexico, on the east by the Caribbean Sea, and on the south and west by Guatemala. With a population of around 400,000 it has the lowest population density in Central America.

European colonization campaigns began in 1502 when Christopher Columbus sailed along the Gulf of Honduras. European settlement was begun by English settlers in 1638. This period was also marked by Spain and Britain both laying claim to the land until Britain defeated the Spanish in the Battle of St. George's Caye in 1798. It became a British colony in 1840, then known as British Honduras, and a Crown colony in 1862 subordinate to Jamaica. Independence was achieved from the United Kingdom in 1981.

Belize's abundance of terrestrial and marine species and its diversity of ecosystems give it a key place in the globally significant Mesoamerican Biological Corridor. It is considered a Central American and Caribbean nation with strong ties to both the American and Caribbean regions. It is a member of the Caribbean Community (CARICOM), the Community of Latin American and Caribbean States (CELAC), and the Central American Integration System (SICA), the only country to hold full membership in all three regional organisations. Belize is a Commonwealth realm, with Queen Elizabeth II as its monarch and head of state.



SG 4 no wmk 1865

It has a rich history as both British Honduras and Belize which is reflected in its stamps especially the issues since independence in 1973. British Honduras stamp issues are from the first issues of December 1865 through to the 1973 Festival of Belize issue.

The first local post office was established in 1809 but regular packet services did not commence until 1829. A branch of the British post office was set up in 1857 and used stamps of Great Britain for overseas mail were available from 1858 and used with the obliteration "A06". Control of the post office passed to the colony on 1st April 1856 and hand stamps were again used from 1860 until the first stamps were used

from December 1865. The images shown are from the authors limited stock.



SG 12 perf 14
wmk CC 1872

Letters were sent via Jamaica, and are known from 1786. A handstamp reading "Belize" is seen on foreign mail from about 1800, and the first local post office dates from 31 October 1809.

In 1866 the colony introduced its own stamps. The design was a profile of Queen Victoria typical of British stamps of the time, with an oval band reading "BRITISH HONDURAS" and the denomination, which in the first issue consisted of 1d, 6d, and 1sh values. The design continued in use until the Key Plate issue of 1891, with periodic changes of watermark and perforation.

Philately around the World - B British Honduras / Belize cont'd

May 1891

*Typographed by De La Rue and Co.
Surcharged in London. Further surcharged locally
Wmk, Crown CA. Perf.14*



The currency changed from pounds to cents and dollars in 1888, which necessitated the surcharging of the stamp stock with values ranging from 2c to 50c.

The Key Plate issue of 1891 ended the need for surcharges; initially consisting of 6 values, 5c and 10c values were added in 1895, and a 25c value in 1898.

Oct. 1900-1901

*Typographed by De La Rue and Co.
Wmk, Crown CA. Perf.14*



1899 saw a modified key plate design inscribed "POSTAGE & REVENUE" (as shown on the 5c stamp).

Existing stamps were also overprinted "REVENUE" for use as fiscals. The design was retained, but with a new monarchical portrait in 1902, for Edward VII, while George V's accession resulted in a new design issued from 1913 onwards.

1913-1921

*Typographed by De La Rue and Co.
Wmk, Multiple Crown CA. Perf.14*



10 Oct. 1902-1904

*Typographed by De La Rue and Co.
Wmk, Crown CA. Perf.14*



Philately around the World - B Belize cont'd



British Honduras first commemorative stamp was a 2c carmine Peace issue appearing in 1921. The following year the same design was reissued as a 4c stamp in grey, but with the words "Peace" removed from the design. (see laurel bands above King's head in the images to the left)



As with many of the British colonies, British Honduras issued its first pictorial stamps in 1938, a series consisting of 12 stamps with values from 1c to \$5. The two-colour designs included Mayan figures, agricultural industries, and local scenes. The 15c stamp (shown left) is, in the authors view, a rather nice stamp especially for an aviation collection and one frequently missed by thematic collectors given how tiny the image of the aircraft is. Anyone know what aircraft is being represented?

The 150th anniversary of the battle of St George's Cay was commemorated with six stamps in 1949, three depicting the cay, and three depicting HMS Merlin.



HMS Merlin was one of the two original Merlin-class sloops that served the Royal Navy during the French Revolutionary wars. She was launched in 1796 and was broken up in 1803.

Her greatest accomplishment was her role as the leading vessel in a flotilla of local vessels that defeated a Spanish attack on the British colonists at the Battle of St George's Cave



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Philately around the World - B British Honduras / Belize cont'd



British Honduras was granted self-government on 1 January 1964 and issued its last issue as British Honduras at the beginning of 1973, celebrating the festivals of Belize.

On 1 June 1973 British Honduras was renamed Belize and the first issue in 1973 used stamps of the former British Honduras opted with **BELIZE** and two stars.

The first issue without overprinting followed in 1973 with a Royal Wedding issue of two stamps.

Belize was granted independence on 21 September 1981.



SG 256 1968 Wildlife issue



SG 347 1973 OPT BELIZE and stars



Issues since 1973 have included many stamps for the thematic collector, including butterflies, birds, Disney themes, fish and other marine life, flowers, royalty, sports, wildlife and even US Presidents.

Some of the earlier issues have a relatively high catalogue value, especially some of the Miniature Sheets which were issued with most issues.

Personally my favourites are the 1990 50th Anniversary of the Battle of Britain issue and this stamp showing a Wellington Bomber. I shiver every time I see this plane, having stood next to one while it started its engines and taxied out for a majestic flight at an airshow in the UK.





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September 2020 - The Mayflower Anniversary

IPDA Member John Chapman will be involved in the 2020 celebrations for the 400 year anniversary of the sailing of the Mayflower from Plymouth UK to Plymouth Massachusetts. John and I have been in touch on a number of occasions because he has an extremely interesting activity — as a speaker on cruise ships. Philately themes are included and prove very successful I am told. John writes to me as follows:

“I was connected to IPDA member Chris McFetridge of Brixton Chrome. He was extremely helpful. Given that he is based from Canada, he was able to supply a good quality and quantity of USA stamps to help celebrate the 50th Anniversary of the Moon Landings. We raised just over \$100 for The Orphanage charity following his help with the 10c Apollo Stamps, I’m still selling the Covers, Double Dated and sailed on a Ship, cancelled 50 years to the day of the Apollo Landings. (Editors Comment: Any member wanting one can contact John at chapdjman@gmail.com and be assured the money will be added to the charity fund raising which will be presented in Madeira Portugal in early 2020.)

Since then I receive his regular notifications. Which have proven very useful for me to assist some of my customers in areas that are not in my zone. This is another advantage of IPDA membership.



As someone who is semi retired, I continue to trade. I am currently seeking to source Mayflower Stamps GB ones in particular include the 26p value, SG 2085 (Scott 1852) from the 1999 Millennium Series (Settlers Tale) and the 47p value, SG 2395 (Scott 2151) from the 2003 Pub Signs Issue. The Worcestershire Masonic Charities Festival Funds have asked me via the Chairman of our international Club to help them in their task to produce a cover to commemorate the 400th Anniversary of the Mayflower sailing using some of the British and American

Stamps (see illustrations). The Mayflower had special links with Worcester.



For some reason Royal Mail have chosen to ignore issuing a 400th commemorative stamp so there is a need for previously issued stamps commemorating the Mayflower.”

John asks “ Any members, or other contacts who may have USA or GB stock they could source for me I would be grateful. Every penny raised goes direct to the charity.”



John tells me he is negotiating with Royal Mail (UK) to have a Smilers Sheet produced. He welcomes emails, identification of other Mayflower / Pilgrim Father issues (there are a few USA issues of course) stamps or even ideas from members. He is at chapdjman@gmail.com.



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September 2020 - The Mayflower Anniversary cont'd



In July 1620, the Mayflower ship took on board 65 passengers from its London homeport of Rotherhithe on the River Thames. Rumour has it that Captain Christopher Jones cunningly moored there to avoid paying taxes further down the river. The Mayflower journeyed onwards to Southampton for supplies and to rendezvous with the Speedwell but after many delays, false starts and a devastating leak, the Speedwell's journey with The Mayflower was abandoned.

On 6th September, 1620, Captain Jones, along with 102 passengers and approximately 30 crew members, set sail from Plymouth on what William Bradford described as "a prosperous wind".

After sighting land on 11th November, 1620, strong winter seas forced the Rotherhithe captain to anchor at Cape Cod, much further North than the original destination of Virginia. To establish legal order in their new homeland the settlers agreed, whilst on-board, to write and sign "The Mayflower Compact"; the first written framework of government in what is now the United States.

Captain Jones later returned to London on the Mayflower, arriving at the home port of Rotherhithe on 6th May 1621. He died less than a year later and was buried at St. Mary's church in Rotherhithe, close to the mooring point of the Mayflower where she lay to rest in the Thames, no longer useful as a ship. A commemorative plaque to the voyage of the Mayflower now adorns the side of St Mary's church and a memorial statue, dedicated to the memory of Captain Christopher Jones, sits in the churchyard.

On the previous page we saw some stamps from Great Britain. The above are three from the USA. They are the 1920 Pilgrim Tercentenary issue, Scott #548-550, issued to commemorate the 300th Anniversary of the Mayflower and the Pilgrim Fathers. They show the Mayflower, the landing at Plymouth Rock, and the signing of the Mayflower Compact. They also represent the first time in US postal history that the words "United States", or "US Postage" failed to appear on a stamp. However nothing is as simple as it looks to be! There is a question mark as I understand it about the landing. It is widely argued that it was not at Plymouth Rock but, as I mentioned earlier, at Cape Code. To learn more on this theme you will enjoy reading [this piece](#)!

This subject consumes so many pages of absorbing reading. Perhaps [this piece](#) is worth a look - a shortish piece but extremely interesting in my view. There are so many others and I am sure you have some you know of. Finally, I know one of our members is involved in tracing their family back to the Pilgrim Fathers. Maybe there are others who will be participating in events in the UK or the USA. Anything philatelic going on please share with us for future issues.



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Knowledge is Power

Thanks as always to member Lee Coen from Arizona, USA for his insights and thoughts.

Recently I signed up for Delcampe. I have found that the stamps you can buy overseas tend to be those hard to find stamps you can never find here in the USA. I sell Persia and have run into more fake and fraudulent stamps than most can count. If you don't know your material it can cost you hard earned money. As seen below, I know my material:

Keep an eye on that yellow arrow. I purchased this entire lot for \$11.00US. 10 stamps in this group equates to just over a buck a stamp. As a seller that works a full time job and hard for his money, I really like a good deal. Back to the yellow arrow. I noticed a Scott# 538, 2ch in BLACK on 5ch stamp.



These were the 1915 Revalued stamps. A valid used stamp, Scott#538 has a value of \$40.00US. The stamp needs to be perforated in 11.5 x11.0 and not a reprint stamp. The attraction for me with these stamps, in particular Scott# 538, is they only revalued 5000 of these stamps. It's very similar to a treasure hunt for me. I do plan on having this inspected/certified by M. Sadri to guarantee my investment. Any investment that brings you 40 times your money has to be a good one. Knowledge is power Lee Coen



Blue collar stamps?

As I was listing some stamps a thought hit me. I have a store, bluecollarwrench on the Hipstamp portal and I am also in the process of building a web site with the same name. This got me to thinking. Of all the stamps I have listed for sale, I have to have a few stamps with a blue-collar design or image on them.



Just two examples I found of blue collar worker stamps.

While I am not a worldwide stamp collector, it sure is nice to know that no matter what country you collect or sell, there are blue-collar stamps everywhere. What ever career you are in, there has to be a stamp that represents your career choice. Have you found it? Good luck to all and many sales. Lee Coen



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Great American Stamp Show

Yes, that is the new name for the new APS (American Philatelic Society) show and as announced by the APS Executive Director Scott English: "A new era brings a new name. We're looking forward to bringing together the American Philatelic Society, American Topical Association, and American First Day Cover Society under the Great American Stamp Show umbrella.

The real question in my mind is how can the IPDA, an APS Affiliate I might add, get a presence at the show and what do members think we should be doing to promote the IPDA at the show?

This has to be a very big opportunity to get IPDA dealers a promotional plug, so to speak, and at the same time get the IPDA name into the minds of collectors, so they will think about buying from IPDA dealers.

I say this having just read an email which quite frankly shocked me. A buyer was buying rubbish at seriously inflated prices. From IPDA members? Of course not. I know we have members selling the same material in much better condition, more correctly described and at the same or better prices. Something is seriously wrong when we have not promoted our name to the millions of stamp collectors around the world, whether it be in the USA or anywhere else for that matter. Your Committee welcome your member and ideas.

The Great American Stamp Show 2020, will be in Hartford, Connecticut



And lets not ever forget a certain Mr Michael Jagger who summed it up so well in Texas, in 1972 - A few miles from Hartford!!!
<https://youtu.be/XCMrXC8D05Q> - just skip the Advert click skip ad if it shows, if in doubt hold CNTL and click the link.



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The Plates of the Eagles 1864-1866

*Feedback from this years member survey suggested some more material on stamps from other countries and research material on philatelic topics might be of interest to some members. Perhaps this fits the bill. The full article can be read from the [Academia.edu website](https://independent.academia.edu/FarleyKatz) All material is credited to the papers author **Farley P Katz** and this link is recommended reading <https://independent.academia.edu/FarleyKatz>*

During Maximilian's Empire in Mexico (1864-1866), the government issued line-engraved postage stamps known as the "Eagles," depicting the country's arms, an eagle standing on a cactus, killing a snake. The stamps were initially issued in five values, Half-Real, One Real, Two Reales, Four Reales and Eight Reales. Later a 3 centavos value was added for transport within Mexico City.

Although philatelists have studied the stamps intensively over the years, little work has been done and there has been no agreement on the number and nature of the metal plates used to print the stamps. The plates are analyzed here using a variety of evidence, but primarily using the highly irregular setting or layout of the stamps on each plate. That layout is so irregular and unique to each plate that it can be used as a "fingerprint" to identify the number of plates of each denomination and which blocks come from a specific plate.

In 1996 John Kordich observed that "The Eagle Issue of 1864-1866 has been studied extensively over the years by many of the most accomplished philatelists our Mexico specialty has known" and "much has been written about postal districts, sub offices, consignment(s), sub consignments and cancellations" but one area remains to be explored where the surface has only been scratched – plating and plate varieties.

The fact little research has been done on the plates themselves is indeed surprising given the intense worldwide interest from the late 19th century to World War II in the plating of classic stamps and the great amount of information available on the stamps.

This article begins with a review of the prior writings on the plates. Evidence is then analyzed to determine the number of plates used for each value, their individual and unique layouts, the material of the plates and the methods used to manufacture them. Finally some unsolved mysteries of the Eagle are discussed.



Fig. 1 Half real lilac



Fig. 2 Half real red purple



Fig. 3 One real dark blue



Fig. 4 One real azure



Fig. 5 One real gray azure



Fig. 6 Two reales yellow orange



Fig. 7 Four reales green



Fig. 8 Eight reales vermillion



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One view on the Philatelic Market Place

The following is an extract from the British newspaper, the Guardian. A rather dated piece, or is it? First published as far as I can tell in April 2013. I read it and thought how true is this, how have things changed?

Then I saw the Hipstamp portal now has 1021 sellers so I looked for the "1902 five shilling King Edward VII, currently valued by Stanley Gibbons at £175" actually it is now valued at £220 and the latest Scott Volume 3A Great Britain for 2020 has it valued at \$225. On Hipstamp there are 62 copies for sale when searching under the SG reference, or 70 when searching by Scott (after removing one wrongly catalogued stamp). So lets say, for arguments sake, 100 copies available just on one philatelic portal. Prices for used range from \$6.75 for my favourite copy (see image. Yep!!! for real..... I kid you not) to \$150 for a lovely stained yellowed copy. Generally a copy will fetch \$25 to \$50 but quality doesn't seem to be a factor judging by what I saw listed! except in a few cases where the listings are by respected dealers!



So what is the state of the philatelic market place. We welcome your commentary. Perhaps we can share views in the December issue. Please send your experiences to ipdasecretary1@gmail.com The following re printed here with full acknowledgement and thanks to the Guardian Newspaper and the author Patrick Collison that ownership of the writing is theirs and we reproduced for information purposes only.



A King Edward VII stamp: catalogue prices are for pristine examples of the stamp in question, not what it is 'worth' should you wish to sell it, according to Stanley Gibbons. Photograph: Guardian

In the 1960s, airline pilot Paul Sanderson regularly visited the stamp dealers that then lined The Strand in London, and even popped along to a few auctions to bid for items, as he amassed a sizeable collection of mint or near-perfect British stamps. He tucked them away imagining that one day they could be worth a bob or two, or at the very least form a prize collection to be passed on to his heirs.

Sadly, both hopes have been dashed. His grandchildren have shown no interest – "why would they, when they have their iPods and iPads," he says – so he decided to put his collection up for sale instead. He checked the values placed on his stamps by the Stanley Gibbons catalogue, still the trade's bible, and put them up on eBay. But his heart sank when he began to realise just how little stamps now fetch on the open market.



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One view on the Philatelic Market Place cont'd

His used 1902 five shilling King Edward VII, currently valued by Stanley Gibbons at £175, achieved a price of just £6; a stamp commemorating King George VI's Silver Wedding in 1948, priced at £40 in the catalogue, sold for just £9; while a mint set of King Edward VI stamps from 1951 went for £22 compared with £100 in the catalogue.

"We are told that postage stamps are a good investment, and this may well be true for very old rare stamps," Sanderson says. "However, when it comes to less rare stamps we should treat Stanley Gibbons' catalogue values with a large pinch of salt, as in many cases they appear to be absurdly high. I have been selling some of my stamps and the prices raised have been a fraction of their catalogue values."

So what has happened to British stamp collecting? Is it a hobby in terminal decline with a generation of youngsters brought up on email and texting disinterested in what once seemed like every schoolboy's pastime?

One thing is certain – we're no longer licking stamps and sticking them on envelopes. The Royal Mail says the number of traditional addressed envelopes fell at a rate of 4%-7% a year between 2008 to 2011, but plummeted at an even faster pace after the steep increase in the price of first-class stamps to 60p last year. *Editors Note: It would interesting to see more recent 2018 / 2019 data)*



SG 494 / SC 269 — About 100 available on Hipstamp, this quote "sound and clean" end quote copy up for \$25.49, only because the seller has given a 15% discount to their listing price.

John Baron, chair of the Association of British Philatelic Societies (ABPS), says: "I was 12 when I started collecting, and it was one of those things that everyone seemed to do. I joined my first stamp club in my school 50 years ago. But now we are not getting enough young people interested. Younger people have very different lifestyles to the way we were. My life was football and stamp collecting; now it's the internet and Twitter."

He advises collectors to regard the Gibbons catalogue as a guide to what is available rather than the real market price. "I had a text just this morning from a major collector. He says he takes the Stanley Gibbons price and divides it by between three and 10 so he knows what to expect. It's only if you go over £1,000 or so that the prices become more reliable."

A spokeswoman for Stanley Gibbons says: "The catalogue is a guide to values at the higher end of the market. What your stamps fetch is all about the quality of the items – whether they're mint, the quality of the colour, the perforations, the condition of the gum, to how clearly and centrally a postmark has been stamped.

Editors Note: I would add that the price maybe a reflection of who is trying to sell it!



INTERNET PHILATELIC DEALERS ASSOCIATION

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One view on the Philatelic Market Place cont'd

"It is a common fallacy that the prices in our catalogues show what a stamp is 'worth' should you wish to sell it. They are, instead, the price at which Stanley Gibbons will sell a fine example of the stamp in question."

Many collectors blame the Royal Mail for over-doing commemoratives and first day covers. "There have been too many," Baron says. "The Post Office makes a lot of money from people who want to maintain a complete set of British stamps. A lot of collectors have standing orders to buy everything issued. That can cost £50-£60 an issue, and there can be a dozen issues a year."

Currently, the Royal Mail is selling Doctor Who stamps, with all 11 Doctors getting their own 60p first-class stamp, with the Daleks on second class. But Baron warns: "I'd buy a sheet of Doctor Who stamps for use as stamps, just that. My feeling is that you would not get 60p for them [when you come to sell], but probably more like 25p a stamp. You can sometimes buy an old man's collection and find sheets of unmounted, unused first-class stamps that are cheaper than buying new at the Post Office."

So what should you collect as an investment? One of the oddities of philately in the UK is that the major dealers – Stanley Gibbons apart – have a very British gentlemanly agreement to sell only to collectors, not investors.

Paul Dauwalder, who runs Dauwalders of Salisbury, offers to buy and sell stamps, but says: "We are members of the Philatelic Traders Society, and we abide not to sell stamps for investment. It is just not the correct thing to do. People collect for the pleasure of collecting, and their collections then also have a residual value."



A bargain in waiting - at time of writing this is available at auction with a starting bid- no bidder at time of writing - of £0.99 (USD \$1.25)

But he reckons reports of the death of stamp collecting are much exaggerated. "Yes, of course it has been in decline, and I've seen that in the 40 years I have been in the business. The average age of a collector is now 60-plus. You could argue that once they die off then that is going to be the end of stamp collecting. But what is interesting is that every year we see a new crop of 60-somethings starting to collect. They get to their senior years, want a sedentary type of leisure project, and stamp collecting is just perfect."



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The Back Page - Thinking out Loud

For those of you with really good memories you will recall this from the January 2019 issue. Well it is time to say again.....

POSITION VACANT

IPDA Newsletter Editor What a great way to start 2020, 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 (Publisher for example) to do it? Or you know someone who would love a part time volunteer job!

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, content and readability. The current logos will be maintained but the content will be largely up to the Editor.

Send an email to 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 December. ok that was the dream part but seriously, the opportunity to contribute to the IPDA is real. Please can we have a volunteer?

VOLUNTEER(s) Wanted

We are trying to grow the IPDA so we have a larger number of quality dealer members who we can promote to the philatelic community. We need volunteers to take on social media promotional writing and advertising, for example on Facebook philatelic groups (where allowed of course) or other ideas for promoting the IPDA throughout the philatelic world?

The internet is **THE** selling place now. Being an accredited dealer member of the IPDA should have benefits and we want to provide more value to your membership but we need more support from members to achieve this. Please contact the General Secretary at ipdasecretary1@gmail.com if you have the time to support your Association.



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