



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Editorial

Inside this Issue

Editorial.....	1
New Member welcomes.....	2
Hipstamp Investments.....	3
London to London Flight 1927.....	4
Letters to the Editor.....	5
Philately around the World C - Cuba	6
A reason to Support the IPDA.....	9
Christmas Stamps 2019.....	10
UPU & pricing for foreign mail.....	11
Knowledge is Power Part II.....	12
You drove how far for one stamp.....	13
Try Another Country.....	13
The Way Philately Used to be.....	14
Around The News.....	16
Successful Selling 101.....	17
The Back Page.....	18

Stamp Selling Tip of the Month



Above is an exact complete listing image. If you want to attract a buyer provide a quality scan of both front and reverse of the stamp for sale, especially when it has a higher catalogue value.

Welcome to the last issue for 2019. I hope you have enjoyed some of the content we published during the year. The Newsletter has averaged 14 pages an issue during the year. This has only been possible thanks to contributions from you our members.

As we close the year I note we are starting to see new applications for membership. This is reassuring and bodes well for 2020, which after all is going to be a very big philatelic year. London 2020 comes to mind, so do big shows in Brazil, the USA and Canada and of course Europe.

I wrote in the November issue, how could the IPDA get involved and get a presence at the newly formed Great American Stamp Show in August 2020? No responses yet from any member but surely there are some ideas out there, especially with our 47 USA members.

Argentina	1
Australia	22
Belgium	1
Brazil	1
Bulgaria	1
Canada	10
Costa Rica	1
Croatia	2
France	3
Germany	4
Hong Kong	1
Hungary	1
India	1
Italy	1
Mexico	1
Netherlands	6
New Zealand	1
Philippines	2
Russia	2
South Africa	3
Spain	3
UK	22
USA	47

Thinking ideas, how about this for a recap of where we are on the membership front: 137, as at November 11th, across 23 countries.

And, many of you are also members of our Facebook group were we try to promote the IPDA to a broader philatelic audience.

Finally let me introduce Dave Sheridan who is our Director in Australia as the Newsletter Editor for 2020. Dave has volunteered to take over the reigns for a while because I have a very busy travel schedule next year, meaning I will be away from my computer for months at a time and unable to produce this Newsletter. Dave has a reputation for his blog writings and I am sure he will deliver a brilliant Newsletter for us.

Thanks for your support in 2019 and all the best for the festive season to you and your families.

Michael IPDA General Secretary ipdasecretary1@gmail.com





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019



New Member Welcome

We welcome a few new members this month. First is Jon Griffiths from Thehillac, a small village in north western France who owns and runs Stanley Griffiths Stamp Company.

His philatelic story is a continuation of a family tradition. He writes, "After the second world war my father was demobbed and opened a stamp shop in 1947 on the Edgware Road in London, Stanley Griffiths Stamp Co. I used to help out in the shop after school and weekends from age 12. I enjoyed looking at stamps from all over the world it was fascinating.

Unfortunately, in 2016 my father passed away. By this time I was living in France so we closed the shop and moved all the stock. Over the years I slowly picked up the knowledge of philately, you can never know it all even today at age 61 I still learn new things about the trade. If you dig deep enough every stamp has a history and story to tell, this is what makes philately so interesting for me.

I am pleased to say we still sell stamps, these days via the internet around the globe and are looking forward to the opening of our new website in 2020" Welcome Jon.



Another new member in November is Gennaro Todisco from Naples Italy who owns Partenophil. Welcome Gennaro. It is a pleasure to have a dealer of your standing join the IPDA.

Partenophil is a company of philatelic professionals which was started twenty years ago. They are focused in the sale of antique and modern stamps from around the world, coins and paper money. As can be seen from their excellent [web site](#) they are always present at the most important national and international philatelic shows and exhibitions. "Thanks to our careful research and the offers of suppliers around the world, we are able to provide the greatest philatelic rarities at the best market prices"

We also welcome Shahani Duleep of [Alphamegaphilately](#) from India, and from the USA Leonard Nadybal of [Kosovostamps](#) and also [Bhutan Stamps](#) and finally Richard Pederson also from the USA who owns [PedersonStamps](#)

Welcome everyone we look forward to your participation in the IPDA



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

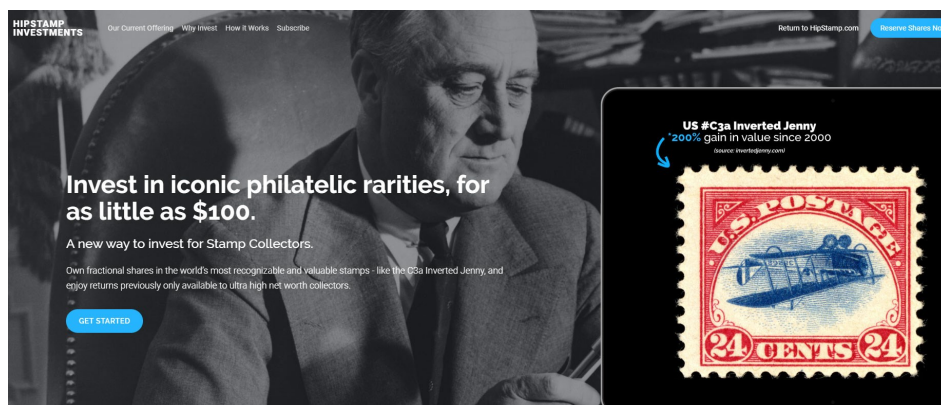
Newsletter December 2019

Hipstamp Investments

A few weeks old now but you may not have seen this. Views?

"I have some very exciting news I would like to share with you!

We're ready to make a big announcement at HipStamp, but before we do, as one of our top buyers, I wanted to provide you with exclusive early access to a new and exciting opportunity that we're offering.



Introducing: HipStamp Investments - a new way to invest for Stamp Collectors! With HipStamp Investments, you can own SEC-qualified fractional shares in the world's most recognizable and valuable stamps, starting with our first offering of a beautiful and exceptional US #C3a Inverted Jenny (position 27) for \$100 a share.

Why did I start HipStamp Investments, and how does it work?

I've spent the past few decades working in the philatelic world, including my time as an executive at Stanley Gibbons, and there's one thing I have always thought about, but never had an answer to.

In the last 10 years, Mint stamps priced \$25-50 have decreased in value by 6% on average, whereas Mint stamps priced \$50K-\$100K increased 45% in value during the same period; and when you look at rarities over \$100K, such as the Inverted Jenny, the returns are even more significant. However, there has never been a way for stamp collectors, except for the ultra-wealthy, to participate in this market, and see these types of returns on their investments. That is until now.

Recent changes to SEC regulations have made it possible to offer SEC-qualified fractional shares in tangible assets, which has allowed us to launch HipStamp Investments - the very first company, ever, to offer fractional shares in collectible stamps. To learn more, and to take advantage of your early access to reserve shares, while they're still available, visit HipStamp Investments now.

Any questions? Let me know! Mark Rosenberg CEO HipStamp | Hip eCommerce

Editors Note: One wise comment I read, in my humble opinion, posted in response to this was "I am concerned that the marketing might be attractive to those without a lot of experience in this kind of investment. If anyone is thinking about this make sure that you first read the fine print very carefully. If you still like what you see then turn it over to a financial legal beagle or trusted fund manager to analyze the details and provide feedback"



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

London to London flight 1927

While Many aerophilatelists are gathering and enjoying Aeropex in Adelaide (celebrating the first UK to Australia air race and the first international airmail in 1919) this interesting piece was sent to me by new member Jon Griffiths. I hope you enjoy seeing it and reading about the flights. It also reminds me of the anniversary this year of the 1919 first non stop flight across the Atlantic by Alcock and Brown, the British aviators. So many aviation firsts! Oh and before you tell me the first non stop flight across the Atlantic was Lindberg, check it out. Alcock and Browns flight was also the result of a prize being offered (actually as far back as 1913) for the first aviator to complete the journey, by the British Newspaper The Daily Mail. Too many firsts, a few prizes offered back then, sometime it gets confusing who did what and when!

In 1927, Carling Breweries offered a \$25,000 prize to the first Canadian or British Pilot to fly from London Ontario to London England. A Stinson SM-1 Detroit (a six-seat monoplane) was christened Sir John Carling and attempted the flight starting August 29th, 1927. It was flown by Terrance Tully and navigator James Medcalf.

Postal Authorities approved the printing of a special label to be applied to the envelopes which were carried on the flight. Only 100 labels were printed and approximately 87 were affixed to envelopes.

The flight had difficulties with fog and returned. It was restarted on September 1st and made a landing in Maine then later in Harbour Grace, Newfoundland. On September 7th the flight set off across the Atlantic never to be seen again. No covers on that flight survived.



A copy of an original black and white photograph of the ill fated airplane the Sir John Carling with pilot, Terrance Tully and navigator, James V. Medcalf posing with unidentified boys. Part of the words: "London to London" can be seen on the front of the plane and towards the rear can be made out parts of: "Stinson Detroit" and "Sir John Carling."

Image left - The special label (catalogued by Unitrade as Canada #CLP6 1927 LONDON to LONDON FLIGHT 25 cents green and yellow semi official Airmail) which was officially approved, features portraits of Tully and Medcalf. Image courtesy Sparks Auction catalogue February 2013



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Letters to the Editor

Dear IPDA Newsletter reader,

At the beginning of November, the IPDA board was honored to congratulate our South African IPDA fellow members on the World Rugby Championships won by South Africa. A great achievement, all the more so because not everyone had expected this. However, I believe that out of 7 times, South Africa has won 3 times the world championship. So it's not just a coincidence is it.

I myself was a fanatic FIFA football collector, and never really looked at rugby stamps. Until now, and it surprised me how many in number and how many beautiful rugby stamps exist, and are offered. It also surprised me how quickly items referring to the results achieved by South Africa were made by various countries, and put up for sale by various traders at various online auction sites. Also by South African traders enough items are put on the market that the real collectors can be very happy with.

I would like to congratulate the IPDA members from South Africa once again with the result achieved by their rugby team, but also with the beautiful rugby items made by their country over the years.

Greetings, Peter



Dear IPDA colleague,

Allow me through this edition to those who in December celebrate Christmas and the turn of the year, a pleasant time and a comfortable time with the ones you love. Of course there are also those who celebrate being together with the family at different times and in different ways. Of course I wish you and yours all the best.

Because of my travels in the past year, I have met many well-known and new collectors and dealers at various exhibitions and auction houses around the world. It is always dear to me to meet colleagues, and to have opportunities to do business with each other. I look back on

these trips with gratitude.

Christoph Gaertner Auction House will be known as a large international auction house, not only for philately, but also for coins and banknotes as well as for interesting curiosities such as recent offers of whiskey, guitars, irons, flippos, postcards, music, basic designs of German stamps, etc. etc. etc.

We have grown from a personally passionate collector to an internationally mature organization with many like-minded friends.

Besides the auction house we also offer a Trading House. Maybe interesting for you! We buy attractive items and offer this via our Online Trading House via internet internationally. We do not have a "buyer, seller and online system" approach, but we buy ourselves where our expert group and myself, together with you, determine the purchase value. An attractive and reliable cooperation.

Enough about us! Again, I hope you have a pleasant and safe day with your love ones in the coming months, and with great pleasure I will see you again next year at one of my exhibitions or auctions.

I hope that I can offer something beautiful for you . With warm regards, Christoph.



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Philately around the world - C Cuba

This has been a very interesting country to research and the research made easier because of the excellent material available on Wikipedia. The majority of the following is sourced from Wikipedia and StampWorldHistory archives. If this whets your appetite you will enjoy the excellent material also available from the Smithsonian National Postal Museum "The Pichs Collection" found [here](#). Also to note these stamps have been the subject of sale sanctions / embargos. We are aware of one dealer who was forced to remove all Cuban stamps from any selling place that offered Paypal as a payment option. Dealers are advised to check current sanction situation. There is no shortage of material to read including [this one](#)

Cuba is an island country in the Caribbean Sea. The nation of Cuba consists of the main island of Cuba, the Isla de la Juventud, and several archipelagos. Havana is the largest city in Cuba and the country's capital.

The first stamps of Cuba were issues for the Spanish West Indies, for use in both Cuba and Puerto Rico, issued in April, 1855. These stamps are referred to as the "Antilles". At first, Isabella II had her portrait on all regular issues until her abdication in 1868.

These were superseded by issues specifically for Cuba in 1873. Until 1877, the issues for Cuba are inscribed 'Ultramar' probably because, until 1879, the issues were also used in Fernando Poo, a Spanish overseas possession in Africa. The stamps issued for Cuba during the colonial period are of designs common for the Spanish colonies.

Foreign offices operated on Cuba until 1877 – these handled foreign mail until Cuba joined the UPU in 1877. France operated an office in Santiago de Cuba from 1862 and in Havana from 1865. The British operated an office in Santiago de Cuba from 1858 and in Havana from 1867.



An 1898 stamp depicting King Alfonso XIII

Cuba had separate stamps from 1873. Postage stamps continued to be labeled only "ULTRAMAR" (overseas) until the word CUBA appeared for the first time in 1877. The portrait of Alfonso XII adorned the stamps from 1876 until 1890, some three years after his posthumously born successor, Alfonso XIII, assumed the throne under Regency status, and had his portrait instead. This depicted a baby whose hairline was considerably receded and thus earned the irreverent nickname of *el pelón* (baldie). Finally, in 1898, a youth with tousled hair appears.

Postal cards for Cuba were printed in Spain and sent to their colonies in 1878. With the war of independence for Cuba, the United States intervened from 1898 to 1902. At that time, stamped envelopes and newspaper wrappers became available to the residents of Cuba.



An 1873 stamp depicting King Amadeo I



An 1878 stamp depicting King Alfonso XII



An 1891 stamp depicting King Alfonso XIII as a baby.



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Philately around the World - C Cuba cont'd

The United States intervened in Cuba in 1898. One of the interesting and rare series of stamps occurred as a result. This was the provisional issues known as Puerto Príncipe (now Camagüey) named after the town where they were printed.

The supplies of stamps in the town included stamps imprinted with the likeness of Alfonso XIII of Spain, but the United States in December, 1898, was now in control. A peace protocol had been entered into between U.S. and Spain on August 12, 1898, and the Treaty of Paris of December 10, 1898, ceded control to the United States. On December 19, 1898 the U.S. supplied stamps were still a month away from delivery.

The local authorities solved that problem by obtaining permission from the provisional U.S. military government to contract a local printer to surcharge existing supplies of Spanish Cuban stamps with a surcharge of initially four different denominations. Eventually a total of five different printings were made that resulted in a total of five different denominations.

These surcharged issues are scarce. As a result, forgeries are numerous. A Puerto Príncipe stamp should be authenticated to have maximum value to a collector. By using vertical verification lines, one can get a good idea of whether or not a surcharge is original or forged.

In December 1898, Major Estes Rathbone was appointed Director General of Posts for Cuba and on January 1, 1899 the U.S. established a Cuban Civilian Postal Administration. The new Postal Administration was to operate using the same post offices that existed during the Spanish Administration but using its new postage stamps and canceling devices. Since January 1 was a Sunday, the recently received U.S. Stamps overprinted for use in Cuba did not go on sale in Havana until Monday, January 2. Outlying areas received the overprinted stamps later.

The provisional stamp overprints on U.S. stamps initially consisted of a 1 centavo on a 1¢ Franklin, 2½c on a 2¢ Washington, 3c on a 3¢ Jackson, 5c on a 5¢ Grant, 10c on a 10¢ Webster and a 10c overprint on a U.S. special delivery stamp. It turned out that the 2½c stamp was in error as the postage rates had recently changed. They continued to use the 2½c stamps anyway and sold them for and valued them at 2c so as not to waste the large printing. Later a 2c overprint appeared.



1899 – United States military administration



1898 provisional "Puerto Príncipe" overprint.



Provisional overprints for Cuba, 1899.



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Philately around the World - C Cuba cont'd

Later in 1899, the United States printed a series of six stamps for Cuba (shown below) They are known as the "Alegorías Cubana" or Cuban allegory stamps. Regular postage rates of 1¢, 2¢, 3¢, 5¢ and 10¢ and a special delivery 10¢ stamp comprised this series.



As with the adhesive stamps, the first provisional stamped envelopes were also overprints on U.S. stock. There were eight different U.S. envelopes that were overprinted "CUBA." and "1c. (or 2c.) DE PESO." By the late summer of 1899, the U.S. had furnished Cuba with its own Columbus design to replace the overprints. Likewise the first (and only) postal cards of the U.S. administration were a 1¢ U.S. Jefferson card overprinted with "CUBA.-1c. de Peso." and a 2¢ U.S. Liberty card overprinted with "CUBA.-2c. de Peso." U.S. rule of Cuba ended on May 20, 1902 when Cuba became an independent Republic.

The Cuban government of the República de Cuba issued stamps from its inception in 1902 until Fidel Castro assumed control on January 1, 1959. The first issue was on September 30, 1902. There were no stamps yet printed by Cuba, but they had many of the little used 3¢ allegory stamps of 1899. They choose to overprint these stamps to meet the 1¢ postal rate demand by overprinting a large numeral "1" on each stamp with the legend "UN CENTAVO" "HABILITADO" and "OCTUBRE 1902".

Cubans continued to use the allegory stamps of 1899. In 1905, four of the five regular rate allegory stamps were reprinted for Cuba in the United States, but this time the printer made minute changes in each of the stamps before the reprint so as to make them distinguishable.



A 1910 stamp of Cuba

The last stamps of the Republic before the revolution were the Christmas 2¢ and 4¢ issues of December 16, 1958. Judging by the Scott catalog numbers, the Republic had issued 380 different regular postage stamps, 194 airmail, 27 special delivery, 34 postal tax, and 10 postage due stamps.

With the coming of the Castro era, the stamps of Cuba proliferated in number. Topical stamps abound, as do postal cards. About thirty aerograms have been produced. The postal stationery Mother's Day cards have been produced in numbers of 20 or more per year and now number in the hundreds.

Further material on Cuban stamps can be found at the [International Cuban Philatelic Society \(ICPS\)](#) and at the [Cuban Philatelic Society of America](#)



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

A reason to support the IPDA ?

Sometimes, just sometimes, don't you just want to throw in the towel. Enough is enough. I am reminded of the brilliant Network film with Peter Finch and the many times repeated "[I am not going to take this any more](#)" Sadly of course I / we all will!

Time and time again I see this sort of rubbish listed for sale (image right). Surely collectors know it is garbage. Surely they never buy it. Surely they think, what sort of person is listing this? You think I am exaggerating? Well how about this description and I quote "Nice, No Tears or Thins Satisfaction guaranteed. Returns must be made within 10 days of receipt. Shipping to usa addresses \$1.50 for 1st item & \$0.25 for each additional item shipped together. Shipping to international addresses \$2.00 or 1st item and \$0.25 for each additional item shipped together." This is a US seller, and apart from listing a damaged stamp and falsely stating the condition they are openly not complying with international USPS mailing regulations (Sure they are paying the full postage rate themselves and not charging the customer on this and every other listing they have!!!! And you wonder why we need the IPDA and why we should be out there doing everything we can to help stamp collectors.



Ok, so I am exaggerating you say. Well how about this? Image left - I throw these in the garbage. They do not even make it to my charity give-aways for children. No way should we be encouraging children into the hobby with garbage like this. Described, by the seller - a different seller from the one above - as "Picture is exact stamps you will receive - satisfaction guaranteed" Honest, I am not making this up.



One more, image right, British Guiana. Again a different seller, found at random in minutes - just randomly typing a country and a Scott number: this is the full listing details "Please see scans for details, perfs, etc. I try to describe any known faults to the best of my ability. Returns accepted if not as described" Wow! there is no description. Seriously, the internet is brilliant for philately, but also brilliant for encouraging and supporting the likes of these people who sell this garbage. Shouldn't the IPDA be a voice to correct this, at least in the eyes of the collectors, even if we cannot change the behaviour of the people who are listing this garbage. These people are not even collectors selling their duplicates, surely not?

And finally, again a random find, Hong Kong. Honest, you could go for hours finding junk like this. My favourite description though. "upper left corner damaged - barely noticeable" yes, honest, that was the description. Look carefully!



Christmas stamps 2019

As we probably don't get to see each others Christmas stamps I thought I would show some Christmas stamps from different countries around the world. Apology to anyone whose country I missed. If you think your country stamps are worth showing then send an image to ipdasecretary1@gmail.com and we will show in the January issue.





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

UPU endorses compromise to let United States set prices for incoming foreign mail

Do members understand this? A simple and maybe naïve question. Probably there are more complex aspects to ask and get clarification on, and even more complex answers. Are any US based members able to write for us so we can better understand any ramifications that might be coming in 2020. The following is abbreviated for this article. And the full text can be found [here](#).

The day after the Universal Postal Union rejected a Trump administration plan for dealing with a flood of mostly Chinese packages, it overwhelmingly endorsed a compromise plan that will allow the United States — not the UPU — to set the prices for incoming foreign mail.

“This is a big deal,” declared Peter Navarro, who led President Trump’s assault on the current international mail system.

Navarro serves as trade specialist in the White House and is director of the Office of Trade and Manufacturing Policy. The UPU is the United Nations specialized agency that facilitates the exchange of mail between countries worldwide.

“It’s a total victory for the UPU and the United States,” Navarro said at a Sept. 25 news conference after the second vote.

What the so-called “victory” plan will do is allow the United States as early as next summer to establish a new — and presumably more costly — price schedule for letters and packages from overseas. Other nations can follow, setting their own prices over the next five years.

Countries that have inbound letter-post volumes in excess of 75,000 metric tons based on 2018 data will be able to self-declare rates starting July 1, 2020, the UPU said.

Angered over a flood of Chinese packages, Trump had threatened last October to end U.S. participation in the 145-year-old UPU and let the United States establish its own rates for foreign mail. The president was especially furious about Chinese merchants who were mailing small parcels, often filled with illicit drugs, into the United States. Trump said they were doing so at prices cheaper than domestic mailers must pay. Trump’s threat for the United States to exit the UPU could create what Bishar Hussein, secretary-general of the UPU, called “really a nightmare scenario” of undelivered mail, piles of undelivered packages and rejected letters with U.S. stamps in all the UPU member countries.

Without the United States, the UPU could collapse, Hussein warned. Postal administrations around the world openly feared that the UPU would collapse in chaos as its 192 member countries attempted to negotiate postal rates with each other.





Knowledge is Power Part II

Thanks as always to member Lee Coen from Arizona, USA for his insights and thoughts. In this piece Lee shows us how important it is to know your stamps and have a good catalogue so as to correctly describe material as a seller and therefore maintain your credibility with buyers.

This morning with a nice warm cup of coffee I was searching the web. Heck it's the weekend, I'm off work why not. I jump over to a very well-respected site and find the following listing offered for sale.

On page 100 of the Iran Classic Philatelic Reference, M. Sadri, 2007, it clearly shows the two types of the surcharge:

PersiPhilla

Iran Classic Philatelic Reference

1906 The "SERVICE INTÉRIEUR" issue

۱۲۸۵ خورشیدی. تمپره‌های یکفران و دوفران با مهر نوشتجات داخله یکشاهی



Type 1 - Surcharge with long letter "C"



Type 2 - Surcharge with round letter "C"

Surcharge on 2kr green # 184

371	1ch violet handstamp	\$30.	\$30.
371A	1ch blue handstamp	\$30.	\$30.
371B	1ch black handstamp	\$30.	\$30.

1 CHAHI SERVICE INTÉRIEUR surcharge on one Kran red (#183 & #224) and two Kran green (#184 & #225) stamps were apparently applied for official correspondences. Two distinct varieties of this surcharge exist. Type-1, which is considered to be the original, shows an oblong letter "C" of the word "CHAHI". Type-2 with round letter "C" is usually found on the reprints. No complete covers have yet been found.

Well, there you go. A seller lists two stamps together, unaware one was a reprint, and provided me with an excellent example for the article. A 'oblong' letter 'C' is where your money is at. I want to thank the seller for making this write up very easy for me. Good luck to all Lee Coen



Not listed in Scott PersiPhilla # 371B, black surcharge on 2kr green

You will notice I wrote the word 'fake' next to the type two surcharge. I did this to save my self and all collectors money. If a stamp is a reprint, any stamp, the value goes down considerably from an investment view. I prefer to collect valid stamps and shy away from anything that is a reprint. In this case and terminology a reprint is illegally produced for profit and not a genuine stamp issued by postal authority.





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

You drove how far for one stamp

A couple more vignettes from Lee Coen. Thanks Lee for sharing these.

For most collectors/sellers we look forward to stamp shows and/or stamp club meetings. It's where you get to 'mingle' with other stampers; you get to talk stamp stuff. This weekend the annual stamp show, Sescal 2019 was in town. Well for me, 'town' was 4 hours away. I live in Arizona and Sescal is in Ontario, California. As a Persian stamp collector/seller I am always on the hunt for that hard to find stamp. I found one such stamp. Only 5000 of these stamps were produced. As shown, Scott# 538, issued 1915, mint NEVER hinged, and more importantly, it is certified.



If you take a quick look in the 2020 Scott Catalogue, this stamp is \$200.00. Minus a few short perfs this is one hard stamp to find that has good value. After an \$8.00 parking fee and some inquiring eyes from the security guard through my stamp album, the wife and I were in. I had made arrangements with the owner of this stamp from New York, to bring this stamp for me to buy. A quick stop at the APS booth to say hi to Gary Leow, expert division director and I made my way over to the table of Mehrdad Sadri, Persia/Iran expert to get my stamp. It was there! All the way from New York to me. Well, now for the 4-hour drive back home. Good luck and much success to all Lee Coen.

Try another country

The wife has a good point: try another country. If you look at the news it seems that Persia/Iran really isn't playing nice with the rest of the world. I might want to 'lay' low and jump countries for a bit in the world of stamps. I pulled out some Australian stamps that I have and figured I would list a few. What would be fair market value of the stamp I have to list?



My stamp, SC #25 cat \$2.50 issued 1923: a clean stamp with a postmark that doesn't obscure the image of the stamp, one very minor missing perf. It's just about hidden by the postmark. A clean stamp like this should have no problem driving traffic to my store, and hopefully the buyer will buy other stamps as well. Now to the



pricing game - what should I charge to stay competitive? Checking my 'competitors' prices I am a bit a shocked.

I think my stamp will sell if I list it correctly and ask a fair price.

Remember, just because it's old doesn't mean its worth money in the stamp world.

Listed at \$0.70

\$1.75 with one more like it

Asking \$0.20

Good luck and much success to all Lee Coen.



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

The Way Philately USED To Be

A lovely piece, in my view, it brings back some brilliant memories for me, and I hope to you. Thanks to Dave Sheridan, our Director in Australia.

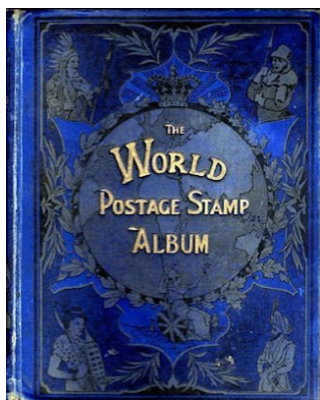
I'm a sad traditionalist and far too sentimental. I embrace change (see me blogging?), but I yearn for the past and what I perceive to be the better and less hectic life it offered. Of course, anyone who lived through the "better" times knows that they actually weren't better, but it's how sentimental people like me like to think.

So much has changed in our hobby, especially in the internet era, that it might be fun to time travel back to a more genteel time for our hobby.

It was a time when there used to be strange places called Stamp Shops, where collectors could see the wares in albums, windows and wall displays, and were served by men in suits.

Shops like this one. The premises of W.S. Lincoln of Oxford Street, London. The picture was found in an old Lincoln album. It was captioned "The Largest Stamp Shop in the World". That's the kind of advertising that wouldn't be allowed today without proof!

The inside of the shop was a veritable Aladdin's cave.



What collector wouldn't want to while away time in these premises. It's painful to imagine what might have been in here.

It was a time when albums looked exotic, serious, intriguing and capable of whisking the collector away to the faraway places that they could only ever dream of visiting.



W S Lincoln (right), stamp dealer and postcard publisher, 2 Holles Street, off Oxford Street, London, looking towards Cavendish Square. Date: circa 1908





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

The Way Philately USED To Be..... cont'd

It was a time when catalogues were issued by virtually every major dealer. This one was issued by Bright & Sons, a member of the stamp district that then flourished in the Strand. Please note the price of the catalogue. Three shillings, or 3/6d post free. So, that would be 6d postage then? That advertising wouldn't be approved today either!

It was a time when magazines carried adverts like this one, from 1937, and when simply writing a name and city on the envelope would still ensure delivery - Harry Boies, Hudson, Michigan.

It was a time when the items we covet today were new, and the future was a long way away. This is an advert from 1933, which is sure to break the heart of today's Zeppelin collectors. Despite \$1 being the equivalent of approximately \$10 today, these prices are excellent. If any enthusiasts see this, I would love to know the value of some of these items today!

It was a time when roles were clearly defined, as this advert from one of the major stamp companies confirms. Again, a style of advert that has (rightly) disappeared from our world.

For a good many years there has been a shortage of staff in the stamp trade, which employs some thousands of people of both sexes. Girls and young ladies are particularly fitted to handle stamps, as they are more used to delicate work of all kinds.

The same company, only a few years earlier, advertised for staff, with the proviso that they "NOT be stamp collectors". Clearly, some misappropriation must have taken place!

Maybe some more in future issues the next time I feel melancholy for the past! Dave.

U CIVIL WAR REVENUE BARGAINS S

Get These Fine Old Stamps While Prices Are Low!

10 Different ....	.15	40 Different ...	1.50
15 Different ....	.25	45 Different ...	2.25
20 Different ....	.40	50 Different ...	3.00
25 Different ....	.70	55 Different ...	4.50
30 Different ....	.85	60 Different ...	5.50
35 Different	1.25	75 Different ...	12.00

Have a fine stock including paper varieties, cancellations, pairs, strips, blocks, etc. Want lists solicited. No price list.

HARRY BOIES
U. S. Revenue Specialist
HUDSON, Michigan.

THIRTEENTH EDITION.

BRIGHT & SON'S "ABC"

Descriptive Priced Catalogue OF THE

Stamps OF THE CONTINENT OF EUROPE AND ITS COLONIES

Price: THREE SHILLINGS

net.
Post 3/6 Free.

164, STRAND, LONDON, W.C.
TELEPHONE 6304 CENTRAL.

SPECIAL OFFERS ON "LIGHTER THAN AIR" COVERS

"VIA Z R-3"

	Net Price
Friedrichshafen-Lakehurst, October 12, 1924.....Post Card	\$2.25
Friedrichshafen-Lakehurst, October 12, 1924.....Cover	3.00

"VIA LOS ANGELES"

New York-Bermuda, April 15, 1925.....Cover	.50
New York-San Juan, P. R., April 27, 1925.....Cover	1.20

"VIA GRAP ZEPPELIN"

Friedrichshafen-Lakehurst, October 12, 1928.....Post Card	4.50
Friedrichshafen-Lakehurst, October 12, 1928.....Cover	6.50
Lakehurst-Friedrichshafen, October 29, 1928.....Post Card	1.50
Lakehurst-Friedrichshafen, October 29, 1928.....Cover	2.50
Friedrichshafen-Seville, April 22, 1929.....Cover	3.25



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Around the News

Romania: Feeling Lucky, seen in a recent issue of Stamp Magazine (great Britain), with acknowledgement to them for this piece on a new issue from Romania and to the WOPA website for additional technical details, and also the piece on a recent Canada issue.

Suffers from triskaidekaphobia should look away now. A new issue from Romania glorifies what is widely regarded as an unlucky number. Its stamp marking the 113th anniversary of the state lottery was issued on Friday September 13th and one of the two lottery balls shows the number 13.

Visible only under UV light, the text “The Romanian Lottery, 113 years of luck” can be found along the image of a clover, a symbol found in the logo of the celebrated institution.



Leonard Cohen: Canada issued a set of stamps in September honouring the world-reknown musician and songwriter Leonard Cohen, on what would have been his 85th birthday.

Born in Montreal, Cohen started as a poet and novelist. As a self taught guitarist he did not turn his hand to music until his mid thirties, exploring the ups and downs of human experience. The three stamp designs highlight distinct periods in his career his emergence in the 1960s, the resurgence in his popularity in the 1980s and a final burst of creativity in the 2000s. Each design is available as a Permanent domestic rate stamp (see image) and as a higher value for USA letters, oversized letters and international letter rates. The stamp designs are in black and white given the posthumous nature of the series. Cohen died in Los Angeles in October 2016 shortly after the release of his final album.



Japan: I was asked once to do something on other countries stamps. I hope the idea of an article each month by letter of the alphabet A, B, C etc is useful and informative. J for Japan is a long way off but I came across this web site and thought I would share with you. Japanese-stamps.com. Sadly a bit dated I might add but nicely put together. Japan produces some beautiful stamps in my view and I have had the pleasure of buying some while there. A service culture, for me as a collector, that was so impressive I recall. Apart from eBay it seems to be very hard to find new issues and for anything post 2017. Perhaps members know more and will send me details to share with others.





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Successful selling 101

As respected sellers we all know the basics, don't we? Here are some of the "selling on the internet" tips we should all make sure we follow. How easy is it to forget, or maybe the people listing as part of your business are not as strict as you? Just a thought. Lets all take time to reflect and make sure we are not accidentally falling into bad ways.

Good quality images of the front and the back of the stamp. This is just basic good manners, Surely? Yet how often do we see stamps with a poor image and then of just the front, when the potential value of the stamp justifies an image of the reverse, if for no other reason to support the quality description that is given in the listing.

Accurate descriptions of the stamp. There is surely nothing more frustrating to a collector than to receive a stamp that is not as described, be it wrong perforations, minor thins on the reverse, not the same colour / shade as shown on the listing (yes some sellers do actually adjust the image colour). Mint no gum is actually no gum no cancel. There is no such thing as Mint no gum — how can there be. Think about it: you can never know if a stamp was actually on an envelope and went through the mail just not cancelled. Lets not deceive the buyer with this or other misleading quality descriptions.

Correct catalogue reference. Many buyers read and believe what they read when it comes to the stamp catalogue and later realise things were not as they seemed. Sometimes we can list a stamp but make an unintended error. Scott and SG catalogues do not easily align all the time, so a misunderstanding can easily take place, especially regarding colours / shades and even perforations. As sellers we must make doubly sure we are correctly as well as accurately describing stamps and consistently describing them when we use multiple catalogue references.

Correctly and honestly stating any defects or damage to the stamp. This is often a subjective assessment statement. It can range from bends, creases, missing perfs or just dirty, heavy and damaging postal cancels or even parcel cancels, to name a few. To one seller a missing perf is no big deal yet to a professional seller of a higher catalogued stamp it can mean a lot in the grading and therefore pricing of a stamp. A less than experienced seller will miss the detail in the grading and then miss that the pricing should be adjusted accordingly, and a less than experienced collector may buy a stamp under a false allusion as to the correct quality of that stamp.

Being realistic and honest with your pricing. Stamp for sale at \$0.10. Cat value of the stamps say \$2 Shipping \$5 stamp. Forget the actual postage and packing and seller fees and Paypal fees etc, are you the seller also charging \$0.50c for each extra stamp being sold. So a buyer of 5 additional stamps, for random example, is paying \$7.50 just in shipping alone. Con Artist at work!!! Danger Will Robinson. Credibility of the philatelic "dealer" community? is going down hill fast in the eyes of the collectors.

Mailing the order. Is it acceptable to tell your customers you only mail orders on a Friday, and if the order is not received by whatever time on a Thursday they missed the boat? Maybe it is. But is that providing customer service? Or is that telling the potential customer, you don't care about them, you are more important. Treat your customer with the utmost respect and think of them first at all times.

..... cont'd



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter December 2019

Successful selling 101..... cont'd

Packing the order: Include an invoice, a business card, a thank you for being a customer. Include something that says who you are as a dealer. Pack in sealed plastic so no water (rain) damaged can occur in transit. Pack with card stiffener so stamp(s) cannot be bent or the envelope folded. How hard is that. Include a return address on the envelope, Include something that says who you are. There are so many sellers who, if you bought from them you would have absolutely no idea who you were buying from. J329ydf who is that! And you get the order and still cannot tell because there is no invoice, no thank you. Well you get the point don't you. And No! this is not an exaggeration it is based on actual fact!

Acknowledge the customer order: This sounds so obvious I am feeling silly to even suggest it, as I am confident every IPDA dealer does this. But from anecdotal evidence I know this does not happen in the wider selling community. Hard to believe you are thinking? Sadly not. But then such sellers are not IPDA members are they!

And finally, provide feedback. On average 40% to maybe at the very high end 70% of customers provide feedback. Why? I have no idea. Anyone have a theory? Dealers should be providing 100%. Respect your customer; you may start to see the feedback % increase.

The Back Page - What is left of it!

This received from Member Lee Coen. I thought it is a nice way to sign off this last edition for 2019. Merry Christmas to everyone. Lets all make it a successful 2020 for our businesses and the IPDA. Michael [General Secretary](#).

As a stamp collector and seller for the last 25 years I have always wondered about self-adhesive stamps that are produced year after year. We all need postage for those Christmas cards we are about to send out by the bag full, I hope. One such stamp that has always caught my eye has been this US self adhesive stamp, Scott# 1550, from 1974 .



A week ago, I received a bag of stamps from my mother. You know, 'collectable stamps.' One stamp from the bag that caught my eye can be seen above. In all my years of stamp collecting, I have never run across one with the label still attached. The 'do not moisten' label kills me. I mean really? I know I'm just a stamp collector/seller, but a self-adhesive stamp is just a 'peel and stick' right? I wish all of you much success in the coming year with many sales. Please, if you use any self-adhesive stamps, whatever year, on your Christmas cards, whatever you do- DO NOT MOISTEN! Good Luck in 2020 Lee Coen.

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