



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter February 2020

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Stamp Selling Tip of the Month

We have to increase our advertising and self-promotion to encourage collectors to buy from an IPDA or other Philatelic organisation accredited member. The seller of this item is a disgrace to the philatelic community. They sell curios (their language not mine) and include stamps because somehow they have some. Listed at SG 183, probably because they can't tell the shade, and 183a pale ultramarine is beyond their simplified catalogue, and listed at 2½% of CV. Even for a high value stamp this is appalling. Anyone prepared to do more to advertise the IPDA more prominently in 2020 should benefit. While buyers are buying this garbage, they're not buying from serious deal-



Editorial

Apparently, the IPDA is a “meaningless, do-nothing Association”.

The IPDA was called this recently, incredibly by a member, despite the huge volume of work that the volunteer Board is doing behind the scenes. Obviously, this work is done in addition to running their own businesses, at some cost, and I found the comment objectionable.

Like any organization, we're only as good as our people, and I prefer to think that positive, go-ahead, members are in the majority.

Personally, I'm quite delighted by the company we keep. Many of our members run world-renowned and hugely successful businesses, known throughout the industry, others are involved in major organizations, while others have developed very successful niche businesses. Would these people be involved a “meaningless, do-nothing Association”?

I don't think so.

We're creating a brand new, progressive, go-ahead, IPDA, and I believe we're on the cusp of growth that will make us the go-to Association for anyone that is dealing online.

I understand that not every member can actively participate on a daily basis. I do, however, wonder why being a member of any organization is of any value unless you participate! See “The Last Word” on page 16 for more info.

Note—this is a favourite soap-box issue of mine, so don't be shocked if you see it again!



Cheers
Dave Sheridan

ipdaeditor@gmail.com



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Annual General Meeting 2020 5pm Eastern Standard USA Time 26 March

Formal notice of the AGM has been sent to all members, and the Board look forward to your participation, either in person or by proxy. This is your opportunity to express your opinion and directly influence the IPDA. Seven Directors are standing for re-election, so this is your chance to influence the future direction of your Association.

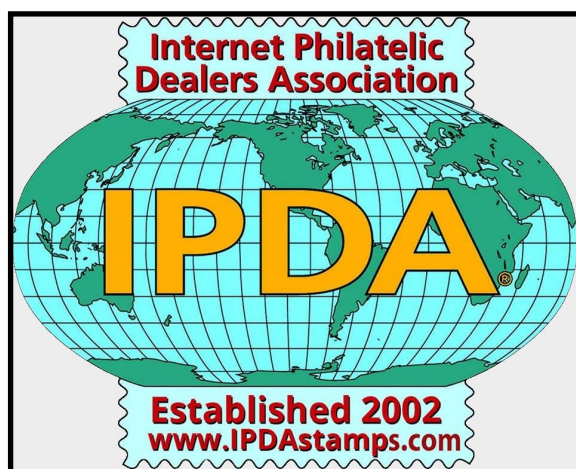
The AGM will be held in the IPDA Members Chatroom. Please go to the IPDA website, Log in as a Member and under the Members Only drop down menu click the Members Chat Room and you will automatically join the meeting. You will see the names of other attendees in the menu panel to the right of the chat screen.

Our Chairman, Alan Devine, stated in this year's Chairman's Report:

"Membership did drop as you may know to approximately 70 members in the early months of 2019, but since then has recovered to nearly 150 members. We can grow this as we see a recognition among dealers that selling on the internet is the selling medium in this day and age, yet with more and more sellers appearing on various philatelic portals the quality of their presentation as sellers is not acceptable in our view. So, the importance and relevance of the IPDA and you as members is key to our growth and success and ultimately of course in the best interest of philately and its stamp collectors."

As Alan makes clear (I've underlined the very relevant point above) the IPDA is taking an active stance to improve the quality of online selling, thereby improving customer security and satisfaction.

The future progress of the IPDA depends on it's members, so we look forward to your participation on 26 March.





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Christopher McFetridge and Brixton-Chrome Leading the Way in Automation

As a subscriber to member Christopher McFetridge's excellent Brixton-Chrome website, I received this email this week. I thought I would share it.

"Our listing template for all known booklets of Canada is now complete and ready to be used to create listings on the website. Consisting of over 33,000 individual item variations, this template will take all of the known, listed booklets of Canada mentioned in Unitrade, McCann and Peter Harris catalogues, and will organize them into approximately 3,500 or so listings on the website that will appear as the items are entered into the template.

This will revolutionize the retail experience for all collectors, because for the first time it will be possible to view a listing for a booklet and to select the more specialized varieties from drop-down menus located within the basic listing itself. It will no longer be necessary to scroll through endless random listings online to find what you are looking for. Your shopping experience will be streamlined and efficient. Of course, what all this means is that you will be able to spend more of your valuable hobby time enjoying your stamps and learning about them, and less time trying to find them.

Not only that, you will be able to view, at a glance, all the existing varieties that are known of a booklet, whether or not we have them in stock. As long as we have at least one variant of a particular booklet in stock, the complete listing will appear. Listings will begin to appear in the coming weeks, after a brief period spent testing the uploads, and working out any kinks, which are to be expected, and will continue until all of our booklet stock has been listed. We will then continue to develop our templates for mint singles, used singles, plate blocks and first day covers. Listings for those items will begin to appear as those templates are completed.

We are particularly proud and excited to now be on the very cutting edge of modern stamp dealing, and to soon bring you this unique experience."

Chris added, *"The biggest challenge an online dealer faces now isn't rent, but a shortage of labour. If you think about it, we waste a tremendous amount of time on repetitive tasks that yield little to no long term benefit. Say you list an item on e-Bay, for example, once that listing sells, all that work is gone. But what if, instead of listing one item at a time, you were to take your knowledge of an area and create a master database of all listings you could think of that you could potentially sell and harness the power of excel to create them all in advance. "*

This is what Chris has done. It's easy to see how this could benefit all of us. Visit [Brixton-Chrome](#) and keep up to date with progress on this innovative approach to giving us more time and bang for our buck.





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Interesting Facts About Stamp Collecting Today

Many of us would agree that it is actually a part of human nature to desire "collecting" things. The Penny Black was the first stamp in the world and was issued in May 1840. Not long after the introduction of stamps, the first stamp collecting people came along. By the year 1860, there were actually thousands of stamp collectors already, and "stamp dealers" started catering to them.

John Edward Gray, a British zoologist, has been described as the first stamp-collector in the world. With the intention of saving them, he bought many Penny Black stamps on the day they were first issued to the public. What he did made him the world's first stamp collector. He also published one of the first philatelic books in 1862.



Even if the whole world becomes more and more reliant on technology, and modern devices that can send email and text messages at the touch of a button have replaced most of the methods of communication, there has actually been a "reincarnation" in the interest of stamp collecting that emerged again around the year 2005.



There are many possible reasons for the re-emergence of the hobby today.

Just like the notion that technology was once "very interesting", the idea of engaging in "non-technology" activities just like stamp collecting is now getting serious attention, and even younger people are taking up stamp collecting as their new pastime, as a fun way to stimulate their curiosity and keep them interested when they get tired of playing video games or have lost interest in instant messaging via their cell phones and tablets.

Nowadays, people who are currently coming of age perceive the old things as "nostalgic" or "retro" (something cool) rather than simply "outdated", "primitive", or "old-fashioned".





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Interesting Facts About Stamp Collecting Today (cont'd)



Many stamp collectors belong to the Baby Boomer generation (a person born between 1946 and 1964) who in the past have considered and even called their stamp collections "something I have in a box in the attic", have now turned into "empty nesters" and they are scouring through their collection of stamps with renewed interest in getting back and continuing the hobby

Even though technology continues to evolve, we are seeing a rebirth in the popularity of actual and real letter writing, one that is done by hand. In spite of what many people thought, the Internet has helped, due in part to the pen pal websites that are growing in substantial numbers today, and postcard exchange websites have made it easily possible for people all over the world to connect and send each other handwritten mail.

Advancements in technology have helped tremendously in bringing the world much closer together. There has been an explosive rise in the popularity of stamp collecting in countries like the Republic of China and India. The increasing demand for stamps and stamp collecting-related supplies from these new developing economies is also helping to spark an interest in people from other parts of the world to try out stamp collecting.

Stamp collecting in the modern age is slightly different from collecting in the past, but the same fundamental rules apply. Obviously, modern stamps will look a bit different from the ones issued in the early days.

Of course, there are still many people around the world who are comfortable doing stamp collecting the "traditional" way: pick a country and collect one of each stamp issued in that country. In the past, the release of new stamps meant that you would be expecting yet another version of a portrait of the currently reigning king, queen, or leader. That is not what is happening right now.



Interesting Facts About Stamp Collecting Today (cont'd)

Modern printing techniques make it possible to print a wide variety of designs. Many of them are very colorful, especially those that feature flowers, butterflies, fish, etc. This has largely led to a growing interest in topical or thematic collecting in the twenty first century. Instead of the traditional way of choosing a country, you can choose a specific TOPIC or THEME that would become the main focal point of your collection, such as space exploration, birds, cartoon characters and so on. As the majority of stamps with colourful designs have been issued since the 1950s, building up a collection with a theme or topic can be fairly inexpensive, and one can still continue on thematic stamp collecting because new issues are still relatively affordable.



Thanks to the help of the Internet, getting access to stamps has become easier than ever. Of course, most collections start by collecting stamps from private and office letters; however, thanks to Online Marketplaces like StampWorld, eBay, Delcampe, and recently IPDA Stamp Shops, people can now buy and/or sell stamps in the comfort of their own home, and they can get just about any new stamps from anywhere in the world! How cool is that?

Stamp collecting today is absolutely a hobby that everyone can be involved in. While in the early days it was a pastime dominated by men, stamp collecting today can be enjoyed by everyone from 5 to 105 and beyond!

Kind regards, Peter C.A. de Jong
Source: StampWorld

Philately around the world - E Ethiopia

Ethiopia, also known in the past by the name Abyssinia, has always been an independent nation, apart from a brief period from 1936 to 1942 when it was part of Italian East Africa. In the 19th century it was the only African country to resist a European colonial power and retain its sovereignty.



SG3 from the 1894 issue, showing
Emperor Menelik II 1844-1913



SG5 from the 1894 issue, showing
the Lion of the Tribe of Judah

The British established a field post office at Massawa (then a port of Ethiopia) in November 1867, using stamps of British India. The territory of Harar was taken by Egypt in 1875, and in the following year a post office was established; letters from there used Egyptian stamps cancelled with a Maltese cross.

Ethiopia first issued postage stamps on 24 November 1894. These stamps were valid only for local mail and mail to Djibouti. The very famous Arthur Maury, the Paris stamp dealer, helped produce the issue and the 1896 postage dues and then sold the remainders at a discount in 1900.

Prior to the admission of Ethiopia to the UPU in 1908, international mail from Ethiopia had to be additionally franked with stamps of UPU members. The mail was generally sent via Djibouti in French Somaliland. Postal Stationery post-cards were first issued in September 1896. This printing lasted till 1906 including overprinting in 1901, 1903 and 1905.

French Post Offices operated in Ethiopia, in Addis Ababa, Harar and Dire Dawas, from 1906 and these were closed when Ethiopia joined the UPU on 1 November 1908.



Ethiopia was annexed by Italy on 9 May 1936, and issued seven colonial stamps inscribed "ETIOPIA" and depicting Victor Emmanuel (image left).

Ethiopia was then incorporated in Italian East Africa with Eritrea and Italian Somaliland until the territory was liberated by British forces in 1941.



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Philately around the World - E Ethiopia cont'd



SG324 1942 Independence
Restored issue—Centimes



SG324 1942 Independence
Restored 2nd issue—CENTIMES



In 1952 Eritrea was federated with Ethiopia. A set of 9 stamps was issued to celebrate the Federation. This is the high value, \$3.

A coup d'état on 12 September 1974 deposed Emperor Haile Selassie; the military took over the country and proclaimed a republic. This stamp showing Emperor Haile Selassie was from one of the last issues of his rule.



[Ethiopian Philatelic Society](#)

The Ethiopian Philatelic Society (EPS) is a non-profit club with its membership open to anyone interested in collecting postage stamps, covers, and related material of Ethiopia. The major service to members is their medal-winning, 30-page or more quarterly bulletin titled Menelik's Journal.

[Ethiopia – Its Postage Stamps, Post Office, Postal Service and Postal Museum](#)

By Peter Jennings FRPSL, FRGS

The vibrant Ethiopia of today is completely unlike the dramatic images of the country depicted by Bob Geldof and Live Aid in 1985, as GSM correspondent Peter Jennings FRPSL, FRGS, found when he visited the capital Addis Ababa and the headquarters of the Ethiopia Postal Service during January 2012

[Ethiopian Stamps & Postal History](#)

by Daryl Reiber, Postage stamps, Air Mail, Cinderella, Express Mail and Metered Mail are covered on this website.



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How NOT to Sell Stamps Online!

Selling online is what we do, and it eventually becomes second nature to scan, describe and list stamps accurately. Unfortunately, it's not second nature to everyone.

Here's a couple of examples of how NOT to do it!

Example 1. Blurred scan, wrong country and an unintelligible description. Listed for 4+ years and won't sell



MDA-BK24-024 MDB MDP MINT ✕ AUSTRALIA 1972-1973 4w in serie + 2w FREE ✕ BIRDS FLOWERS FISH ANIMALS

Example 2. I have nothing to say about this one.....



Needless to say, these sellers are not members of the IPDA. If they were to apply for membership, they wouldn't be approved. We do it better!!

Cheers
Dave Sheridan



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Blue Collar Stamps

As a power plant mechanic and stamp collector and seller, any stamp that has an industrial look to it will get my attention. I like them.

Nuts and bolts, machines in operation and tools are eye catchers for me. One such stamp that caught my eye from the bag of 'collectable' stamps my mother sent is seen below:



Hungary 1969 Scott #1974, CTO

What caught my eye were the wrenches, and of course, the hands. A quick search of the web and I found this stamp was produced 4.885 million times. That's a lot of stamps.

As collectors/sellers we all know that Magyar Posta produced topical stamps by the millions and selling these stamps individually is just about a waste of time. Looking a little closer I noticed the open-end portion of the wrenches. They are round! I'm not sure, but I don't think those wrenches will tighten up any nut or bolt at the plant I work at. Still a nice stamp.

Good Luck



By Lee Coen #251



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The Great St Helena Rip-off

These stamps from St Helena (1896 SG51 and SG52) have catalogue values of £30 and £60 respectively.



However, the cancellations make them virtually worthless. The diamond grill in violet is a remainder cancellation done in 1904, and the stamps were cancelled solely for sale to collectors. This cancel was never postally used. There are dozens of stamps with these cancellations for sale on all the auction sites. I blogged about this in 2012, and nothing has changed. Catalogue prices are being quoted, and hefty prices being asked. Information about the quantities of remainders that were cancelled with the violet diamond-grill cancel in 1904 are readily available.

The following details were published in 1981:

1½d - 49,409

2d - 58,394

2½d - 29,229

5d - 39,588

10d - 43,376

That's a total of 219,996 stamps, with a combined face value of over £3,700.

There are two types of cancel, one with five bars and one with four, with the former being the scarcer. So, I suppose, if you really wanted to collect these, you could focus on the scarcer ones! The violet cancel can also be removed, and fake cancels exist. Of course, it's expected that IPDA members recognise the status of these cancels and price them accordingly.

For illustrations of genuine cancels, I would recommend The Postal History of Ascension, St Helena and Tristan de Cunha by Proud.

By Dave Sheridan



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The IPDA Stamp Shops

Internet Philatelic Dealers Association



Stamp Shops
Internet Philatelic Dealers Association
ipdastore.com

Buy with confidence from an IPDA dealer

A few months ago we announced the opening of the new IPDA philatelic portal for IPDA members to use to sell their stock. A rather innovative idea and one with enormous benefit, potentially, for members.

We have 15 members sign up so far and a few have started to list some stamps.

These things take time, effort and decisions on what to sell. As with most ventures things start slowly. We understand that.

This is an opportunity to attract buyers to a portal where they can be guaranteed of quality, correctly described stamps offered at a fair price because all the sellers are IPDA members.

How much publicity do we need to get collectors to learn about this portal? How do we get collectors to come to the IPDA Stamp Shops. Perhaps it is up to each of us to do some of that publicity? Thoughts and feedback welcomed.

The IPDA will be doing some publicity over the coming months, will you please help? Let's all help?

Internet Philatelic Dealers Association



Ebay seller asking USD \$675



IPDA Member asking USD \$1.05

Buy with confidence from an IPDA dealer



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Exhibition News

London 2020

At the time of writing, there is just one stand available at the London 2020 Exhibition, the Jury has been announced, and more volunteers are being called for. All in all, it looks like this will be a fantastic event, and one not to be missed if you can attend.

If any of our members will be in attendance, either as a stand-holder or visitor, your photo-journalistic skills will be greatly appreciated! Don't forget that assorted promotional material is available for download in the Members area of the website.

[Click an Exhibition Banner for More Information on Upcoming Events](#)





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I Have to See It

As a long time collector and seller of a country that is widely know for fakes and forgeries, I have one rule: I have to see it. Before I shell out my hard-earned cash for a stamp from Persia I need to know if it's valid or not. I have written on this many times in the past, but this little gem seen below was purchased for \$10.00us. Sure, I can reference books and websites, or better yet the IPDA newsletter, but I need to see an example of a valid stamp side by side with a fake/fraudulent stamp. It makes it easy for me, real on the left and fake on the right-simple. I recently purchased this fake stamp solely for this article. Knowing it was fake I bought instantly.



The stamp seen on the left, Persia, Scott#419, CV\$150.00us is certified. The stamp on the right, is fake. For me, a knuckle-dragging mechanic, a 20 year stamp collector/seller and Persian stamp specialist, it's easy, I can see it. The colour of the surcharge looks correct, but the shape is completely wrong. A novice collector could lose \$15.00 or more of hard earned cash. Plain and simple, money on the left and give your money away on the right. With Persian stamps, if not sure, phone a friend! (Me! Email me anytime)

Remember, know your material and share the knowledge.

I wish you all luck and many sales.

Lee Coen #251





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A Bit of Humour—Brexit

As you all no doubt know, Great Britain and the European Union are divorcing, and this isn't about politics. Some very sharp wits came up with some superb Brexit fantasy stamp ideas. Enjoy!





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The Back Page - Thinking Out Loud

It's assumed that, as dealers, we know what we're talking about! However, assuming that all of our members are, or were at some stage, collectors as well as sellers, we've all developed significant knowledge in one or more areas of philately.

Many of us are members of the major philatelic organisations, such as PTS, ASDA and so on, but I'm fascinated by the vast array of clubs, study groups and societies that our members belong to. Whilst belonging to a club is a very social thing to do, I think this is indicative of the on-going desire of our members to hone their knowledge and stay in touch with the collecting community. This is just a small sampling of the diverse groups members are involved with:

- Metropolitan Postcard Club
- Iran Study Circle
- Papua Philatelic Society
- Zeppelin Collectors
- Pacific Islands Study Circle
- Falkland Islands Philatelic Study Group
- Rhodesian Study Circle
- Rossica

The Last Word—IPDA Referral Service

Fortunately, some of our members have not missed the news that we introduced a new service at the end of last year, namely the IPDA Referral Service. Perhaps not everyone is fully aware of the program though, as uptake has been slow.

If an active member refers another applicant on the IPDA Online Application Form, and that new applicant is approved, the referring member will receive a free year's dues for the following calendar year. This will save you \$25 and also help to increase our membership.

I urge you to take advantage of this opportunity.

If you have any questions, please don't hesitate to contact me

peterca.dejong@ipdastamps.com

