



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter January 2020

Editorial

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Stamp Selling Tip of the Month

Selling online gives us access to almost every stamp collector in the world, and how we describe our stamps is important to them. This listing, described as "Australia #118", is a nice stamp, but I wouldn't buy it. Why not? Because "118" doesn't tell someone without Scott (which I assume this is) whether it's the 1924, 1928, 1929 or 1933 issue of the stamp. Also, without a "4d" in the description, searches won't find it either.



Adding a year of issue and a face value in item descriptions will increase the visibility of your item, and may increase your sales.

Happy New Year everyone and welcome to the first issue of the Newsletter for 2020, which is my first as Editor. On behalf of all members, I'd like to thank my predecessor, Michael Dodd, for his fantastic Newsletters and, on a personal level, for the enormous support given to me during the handover period.

Argentina	1
Australia	23
Belgium	1
Brazil	1
Bulgaria	2
Canada	10
Costa Rica	1
Croatia	2
France	3
Germany	4
Gibraltar	2
Hong Kong	1
Hungary	1
India	1
Italy	2
Malta	1
Mexico	1
Netherlands	7
New Zealand	1
Philippines	2
Russia	2
South Africa	4
Spain	3
UK	22
USA	50
Total	148

Membership has risen from 137 in November to 148 across 25 countries as at December 30. The numbers, whilst encouraging, show that there is opportunity for growth, especially in Europe and Asia. From my perspective, it's both surprising and pleasing to see that Australia is punching well above its weight.

The Board have been extremely busy on your behalf. We're advertising in the upcoming Stanley Gibbons calendar, and we've been promoted by the APS. In addition, we're advertising at London 2020 in May. If you will be in attendance, please contact me.

Your Newsletter is more than informational, it's an opportunity for you to participate in the IPDA. Articles are welcomed on any philatelic-related subject, so feel free to submit them, and when you've read the Newsletter, distribute it to your customer base. It's a simple way to raise the IPDA's profile, and drive more customers to our sales.

I have the IPDA logo on my eBay and Hipstamp listings, and all stationery. Do you have the current logo (available on the website) and are you using it wherever possible?

Welcome to 2020, hopefully a year of opportunity and prosperity for all of us and the IPDA!



Best Regards
Dave Sheridan

ipdaeditor@gmail.com



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Member Foreword

Peter C.A. de Jong—Director Europe, Middle East & Africa

Dear IPDA member,

I have the honour to write a foreword in the first Newsletter of the new calendar year 2020. Thinking about the text, I suddenly realise, that it is 101 years ago, that two of the same numbers indicated the year, 1919 was the last time. Times fly by!

Our parents warned us about it, but it's hard to understand until you experience it first-hand: as you get older, time seems to fly. You are taken by surprise, probably because it is such a powerful and bizarre concept. You can't add more time to the clock, but by understanding how this phenomenon works, you can at least try to make life seem a little slower.

During the Christmas period and around the end of the year we have plenty of time to enjoy. Not only the tradition, but also the accompanying festivities and of course each other. To pause for a moment, relax and unwind, as far as is possible with the pressure that many people put on themselves during this period.

Anyway. Plans for the near future become clear and well-organised, and take shape. At least that applies to the IPDA board. We have been busy for some time now mapping out how to best meet the wishes of our members, and also how we can expand our service to our members in 2020. We want to be distinctive in this respect.

Moreover, we will try to give the Newsletter a new look in 2020. Not only because of our new editor, Dave Sheridan, or in terms of design, but more in terms of editorial content. We will try to place recurring specific sections of well-known (online) auction houses in the IPDA Newsletter, and articles by our members from different countries. Our goal is to provide you with even more and better information about philately related matters, current affairs and developments.

As Dave stated in his Editorial, our members come from 25 different countries worldwide. In December we welcomed new representative members from South Africa, Italy, and the United States.

For now, on behalf of the IPDA board, I wish you and your loved ones a good 2020, but above all a healthy 2020.

Warm regards,
Peter C. A. de Jong



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NEWS! - Introducing the IPDA Stamp Store Portal

A new service is now available for IPDA Members. This is the opportunity to have a stamp store – a shop front that gives stamp collector buyers a clear recognition that they are buying from an IPDA dealer.

As an IPDA Member (and only IPDA Members can have an account) you can now take part in the various services we have to offer you. For help with any questions regarding your online shop, please contact us at www.ipdastore.com/contact-us

Some simple highlights as an overview for you:

- You need to follow the registration process and open an account. Upon approval you are automatically added as an affiliate. For details of the Affiliate programme, visit www.ipdastore.com/about-us
- Member sellers must be Paypal verified – a simple process - before they are able to sell, providing protection for themselves and buyers.
- Buyers do not need to be IPDA members and do not need to be approved.
- eBay categories are used for easy conversion from other sites using bulklist
- An IPDA moderator account has been set up to help enforce IPDA selling criteria.
- Fees and earnings: The Store is Free and there are no listing fees. There is a selling fee of 6% of total sales cost.

You can see/join the site here <https://www.ipdastore.com>

How it works - <https://www.ipdastore.com/about-us>

Fees - <https://www.ipdastore.com/site-fees>

Privacy - <https://www.ipdastore.com/privacy-policy>

Help - <https://www.ipdastore.com/help>

Terms - <https://www.ipdastore.com/terms-conditions>

The store is effectively a “safe haven” for buyers. This is an exciting and progressive initiative from the Board, and one that we are confident will both boost your business and enhance the IPDA’s credentials in the market place.



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New Member Welcomes

Ken Joseph—South Africa



"I entered the philatelic trade in 1972, joining my father, Benjamin Joseph in his business called Robemark Philatelists, situated in the Carlton Centre in Johannesburg, South Africa. He had been in business since 1961 when he took over an insolvent stamp firm and with hard work and dedication, managed over a 12 month period, to save the company and pay off the creditors.

In my youth, I grew up with an interest in stamps and used to assist him on Saturday mornings, but collecting was far too easy for me and it never developed into a personal hobby. I work with stamps all day, so maybe it's good that I developed other interest, otherwise I may have become perforated around the edges!

After my schooling had passed, I discovered the world of work and realized that if I was going to work for a boss, it may as well be with my dad and I joined him full-time at the age of 19 years.

We worked together and built up the finest privately owned stamp business in Africa, with an eventual staff compliment of 20 people. We offered a wide range of services to collectors and dealers alike, published our own catalogues and brochures in-house, adding postal auctions to our portfolio in 1984.

In 1988 I went solo, formed a new business called [Philatelic Friends](#) and moved down to Hout Bay in Cape Town, where we ran postal auctions continuously until 2006.

I moved out of the "mother city" in 2009 and have lived in the Paarl/Wellington area the past 10 years, during which time I evolved from a one-man-band trading online, to running live auctions in 2012. With a current staff of 4 people, we now hold auctions 5-6 times per annum in Cape Town, catering to collectors and dealers locally and abroad. After nearly 40 years in the trade, one can say that I finally found my niche and this is our sole focus both now and for the foreseeable future. We are currently expanding our reach into the Johannesburg market.

I think I will probably end up much like my dad, who virtually passed away with a pair of tweezers in his hand. What a wonderful way to spend one's time and one's life."

Regards

Ken



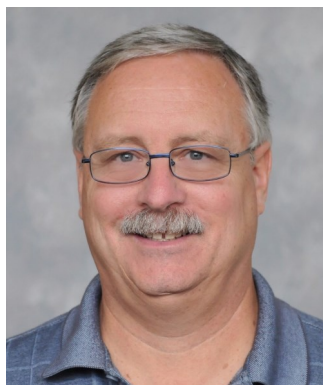
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New Member Welcomes

Dan Lubelski—United States



My journey in philately began around the year 1970 when I was driving my mother crazy with all the energy I had during the winter months. She decided I needed a hobby of some sort to occupy my mind and recommended collecting stamps or coins. Coins were too expensive so I started with postage stamps from around the world. I became instantly hooked when I learned about the greater world around me and the history of far away places. Collecting of the world kept my attention until I realized the world is very large and there were a lot of stamps issues! One of my Uncles was a stamp collector as well and suggested that I concentrate on countries of my heritage. Thus I traded all my other world stamps and concentrated on Poland, Germany, Belgium and the USA. These collections continue today and I added the topic of Birds for some variety.

Typical of most collectors, there was a break to get my education (Chemical Engineer), marry a wonderful woman and raise a family. As my career progressed in the Glass Industry I picked back up the stamps and started progressing my collections. With the advent of the internet, I was a quick adopter of this technology and began selling stamps on eBay, Zillions of Stamps, StampOffers and many other sites. I decided early in my career, that I wanted to retire young to spend more time in philately. Three years before my planned retirement, I began the journey to become a stamp dealer concentrating on Poland and all the history surrounding its time as a nation, then not, then reborn again in 1919. With the help of a very good mentor, I opened my website: www.Lubelskistamps.com and began the journey of becoming an established dealer. I prefer to work over the internet as the customer base for Polish stamps is much larger but do an occasional stamp show. My site offers all Scott/Fischer listed Polish stamps and has a section for special items: printing errors, covers, plebiscites, locals, etc.

I am a member of the APS, Polonus, and Stamp Collectors Club of Toledo. I have been active in Polonus over the last 10 years holding the positions of Treasurer, New Issues writer and most recently membership chairman. I was the auctioneer for the Collectors Club of Toledo for several years. As a collector, I have a particular interest in the 1919 Second Provisionals of Poland and all the printing varieties that were produced during this very fragile time.

Regards

Dan



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New Member Welcomes

Paolo Vaccari—Italy



A lifelong philatelist, Paolo started his business, Vaccari s.r.l. in 1977. More than 40 years later, Paolo runs a true family concern, with his wife Renata and daughters Valeria and Silvia heavily involved.

A renowned expert on Italian States, Paolo is a proud citizen of Vignola, Modena, and has built a major collection of Postal History from his hometown.

Vaccari (<https://www.vaccari.it>) holds regular auctions, and has produced numerous specialised publications since 1989. Paolo has won recognition and awards for his books.

Paolo is a member of numerous associations, including the ANPF, the National Professional Philatelists Association.



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Philately around the world - D Denmark

The Australian Philatelic Traders Association has some excellent material on its web site and one article used as a source for this piece includes plenty of information about the postal history of Denmark. Much of what follows is taken with full acknowledgement to the APTA from their web site [here](http://www.apta.com.au/SubMenu/Brief_Postal_History_of_Denmark.aspx). (for ref http://www.apta.com.au/SubMenu/Brief_Postal_History_of_Denmark.aspx)

The postal history of Denmark actually precedes the issue of postage stamps by some 200 years when, in 1624 under King Christian IV, Denmark established its first postal services around nine main routes maintained by the mayor of Copenhagen and several guilds. The mail was originally carried by foot but by 1640 riders were employed.

In July 1653, the service was privatised and innovations such as mail coaches for carrying parcels and service to Norway were introduced. In March 1685, the service was handed over to Count Gyldenlove (son of King Christian V) and was controlled until 1711 when it was reclaimed by the State. By the early 1800s, steamships were used for carrying the mail to other places, for example Copenhagen to Kiel.



The first postage stamps were introduced in April 1851 with imperforated, type graphed and watermarked stamps. The design adopted the crown, sword and sceptre in the centre. The denomination was in rigsbankskilling (rbs) and the local postage rate in the capital was 2 rbs, and for the national rate it was 4 rbs. The 4rbs was a brown coloured stamp and while rare it is not considered as rare as the 2rbs stamp and example of a block of 4 sold in 2011 for over US\$250,000.



The 2rbs stamps in this block are from the 1851 printing by the Royal printers H H Thiel & Company and designed by M Fersle. Few of the 2rbs values were printed, and today copies are highly valued.

There is one which is very collectible as it is a colour variation, the prussian blue shade - I remember this one because one of my favourite stamps is the GB 1935 Silver Jubilee prussian blue. I believe both are in a similar price range of around USD \$20,000.





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Philately around the World - D Denmark cont'd

The currency change to skilling and rigsdaler in 1854 necessitated design of new stamps adopted from the previous design, with new denominations.

At various times, values of 2s, 4s, 8s and 16 s were issued until 1857. In the following year, the stamps changed their dotted-pattern background to the wavy-line style. In 1863, the watermark used a larger crown and the stamps were rouletted. As far as the cancellations are concerned, the numeral style was adopted (a number with concentric circles). The number 1 was used for Copenhagen, the number 2 for the office in Hamburg and so on.

After the War of Schleswig in 1864, a new issue of stamps was released and featured royalty symbols, with values of 2s, 3s, 4s, 8s, and 16s between May 1864 and 1868. These were the first stamps of Denmark to be perforated.



By 1870, the postal authorities worked on and released an issue of postage stamps with centrally-positioned large numerals within an oval design that was surrounded by an ornate frame in a different colour. These are known as the numeral issues.

This series was the first that used long-running numerals. The currency change in 1873 to the decimal kroner allowed new stamps to be released. Obligations under the UPU standardised the use of some colours on the stamps intended for international mail ('arms' type of 5 ore in green, the 20 ore in blue and the 10 ore in red)



A notable example is the 1912 4 Ore surcharge on an 8 Ø slate and carmine issue. This is an enormously rare inverted frame of which very few exist today. Only 20 used examples and one mint are recorded. The unused stamp has the "deformed 4". Wonderfully well centred and with strong rich colours, one was sold by Spink in 2002 and is considered one of the most impressive Danish philatelic items of the 20th century.



In 1904, King Christian IX became the first king of Denmark to be depicted on a stamp. A year later, a new style of numeral design appeared and used the three wavy lines on each side representing the three waters separating the largest Danish islands. This design proved so popular that variations on it remain in use as of 2003. In 1907, the Christian IX design was updated with a portrait of the new King, Frederick VIII and in 1912, several types of stamps were surcharged to 35 øre. King Christian X appeared in profile between 1913 and 1928, in a long-lived series that featured a number of colour and value changes and in 1918, a need for 27 øre value resulted in surcharges on newspaper stamps, some of which are scarce, with prices today of up to US\$200.



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Philately around the World - D Denmark cont'd

On 5 October 1920, Denmark's first commemorative stamps, a set of three pictorials, were issued to mark the reunion of Northern Schleswig with Denmark following a plebiscite. 1924 saw commemoratives for the 300th anniversary of the postal service, and in 1926 the original two designs were adapted for an issue noting the 75th anniversary of their introduction.



In 1927 a set of six stamps depicted a caravel, modeled after an old engraving. The 1927 set was typographed; from 1933 to 1940 the design was reissued with the use of engraving. The engraved design was soon changed to reduce the left-side margin, with the "Type IIs" having only one column of squares between sail and frame line, where the "Type Is" have two columns. (Both types are common today, except for the type I 25o blue.)

During World War II, Germany occupied Denmark, but the stamp program gives no evidence of that. A new series depicted Christian X full-face instead of in profile and continued in use after the war. However mail was subject to German postal censorship.

In 1946, a new design appeared for high values; the three lions of the state seal. Like the wavy lines design, this design remained in regular use for the highest denominations into the 1990s.

In 1976 Denmark handed over responsibility for the postal service in the Faroe Islands to [Postverk Føroya](#).



The modern stamps of Denmark are of high quality and while the engraving process has been extensively used, some productions used lithography. Examples are the stamps of Margrethe and the 'wavy lines', issued in 1983.

Perhaps no piece on Denmark stamps would be complete without a mention of Czeslaw Slania. He was a Polish postage stamp and banknote engraver, who lived in Sweden from 1956 but who also engraved stamps for Denmark. He was a most prolific stamp engraver and it is widely reported that he has over 1,000 stamps to his credit including this beautiful image of Queen Margrethe.

For further reading you may enjoy this link <https://findyourstampsvalue.com/rarest-stamps/most-valuable-danish-stamps>



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Stamp Quality and My Listings

After 12 hours of overtime in the rain yesterday, I thought a good way to relax would be to process some orders from my Hipstamp store. A gentleman in Tennessee had bought a very nice mint hinged, Scott# 147 from India, 1935-year stamp from me. I found the red box with INDIA in it and found two stamps. One was used and one was the copy sold to my customer. I hate to say it, but before I joined the IPDA, the quantity not quality of stamps I had was somehow what mattered. You know, 'I have over 1,000 stamps for sale!'. Stamps in one hand a cup of coffee in the other I shook my head. The first stamp seen below I would buy in a heartbeat. Nicely centered, all perfs and a very bright image.



Scott# 147, India, 1935, mint hinged. CV US\$6.50

And now for the stamp the right behind this beauty in my red box:



Scott# 147, India, 1935, used. CV US\$2.50

Another cup of coffee for me and the trash bin for the stamp seen above. As a quality seller and member of IPDA, I really need to go through my stamps and as the kids today say, 'Step up my game.' A quality product will bring more customers to your store every time, but as seen above, I have to stay away from the rust. Much success to you all and remember, rust should only be found on cars and not on your stamps for sale!

Lee Coen



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COGNAC—Thanks to the Dutch

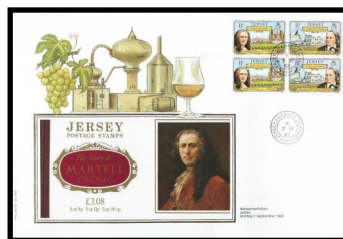
The principle of cognac preparation dates from the 17th century. At that time, Dutch ships had been calling at the Charente coasts for decades. The crew gladly smashed wine on this occasion. As this was lost in quality as a result of the long journey, the demand for distilled wine (brandy), which lasted longer, grew among the Dutch. The inhabitants of the Charente developed the second distillation at the end of the 17th century. The town of Cognac has since associated its name with this new spirit.



It didn't take long for the consumer to discover that the brandy from the Cognac region was better than that of their competitors and wanted to pay more for this. The Dutch strengthened their interests in the region and supplied their best cognac mainly to the English nobility. Because cognac mainly remained an export product, many foreigners settled in the region. They regularly married in the local community and this is still reflected in the name of many well-known cognac houses.



In the 1790s the Martell and Hennessy houses managed to gain the upper hand in the cognac trade. They dominated the market in the following 150 years. After this, small companies could once again take over part of the market. The demand for cognac continued to rise, leading to overproduction and a sharp fall in prices at the end of the 19th century. Then the grape louse plague also struck. 85% of the vines were destroyed in sixteen years. The rescue came from the inoculation of resistant American vines on existing shrubs. This also meant a massive switch from the folle blanche to the Ugni Blanc grape.



After the pest was under control, there was also a need for stricter protection and definition of the cognac. Cognac became an Appellation d'Origine Contrôlée in 1909 and this was confirmed in 1936. Before the First World War the drink had recaptured England as the main market and from there the colonies.

The First World War heralded another difficult period, which lasted until the end of the Second World War. After this, the demand for cognac rose again and the BNIC, the agency national interprofessional du cognac, was created. This institution must protect the quality and reputation of cognac. In 1976, production had caught up with the demand for cognac and another crisis came into the market due to overproduction.



Since 1997, the demand for cognac has been increasing. Cognac has taken a cult place in America's rapper culture, and the demand for superior quality cognac is also increasing in Asia.



Text: Peter C.A. de Jong, Source: Wikipedia



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Exhibition News

Sofia will host the World Philatelic Exhibition in 2020

Sofia will host the World Philatelic Exhibition in 2020. This was announced by the Minister of Transport, Information Technology and Communications Rossen Jeliakov during the opening of the European Philatelic Exhibition "Plovdiv Fila 2019" and the International Fair "Bulkolekto".

The official opening of the event was attended by the Mayor of Plovdiv Ivan Totev, Secretary General of the European Federation of Philatelists Boyan Bracic, Director General of the International Fair Plovdiv Ivan Sokolov, Chief Executive Officer of Bulgarian Post Deyan Daneshki, President of the Union of Philatelists in Bulgaria Spas Palatchev in Bulgaria, representatives of the World Federation of Philatelists and others. *(Spas Palatchev is a member of the IPDA—ed.)*

Click an Exhibition Banner for More Information on Upcoming Events





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The Modern Postal History Page

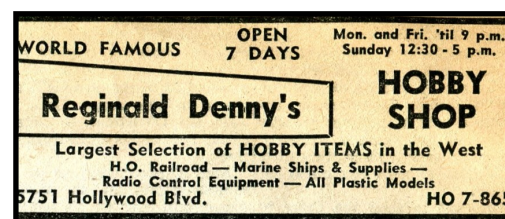
What do New Zealand, Hollywood, drones and model aircraft have in common?

This 1938 cover, from New Zealand to the USA, doesn't seem like much. However, I recognised the recipient's name. Reginald Denny was a successful Hollywood actor, with 186 credits to his name when he passed in 1967.



It was sent from Model Aircraft Supplies in Christchurch, on 26 July 1938, but why they would be writing to an actor at an address other than that of the studio they were contracted to? "Actor" covers are easy to come by, so I thought this cover was a bit different.

A little bit of research showed that Denny was a mad aircraft hobbyist, who opened a hobby store on Hollywood Boulevard in 1935. Denny also established "Radioplane", a maker of military target drones.





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The Modern Postal History Page.....cont'd

In 1944, the War Department requested that one of Radioplane's employees be available for a war industry publicity photo shoot. The selected employee was fresh-faced 18 year old Norma Dougherty. This photo shoot, with Norma in her Radioplane uniform, got her noticed by Hollywood.

Norma became Marilyn Monroe. The rest, as they say, is history.

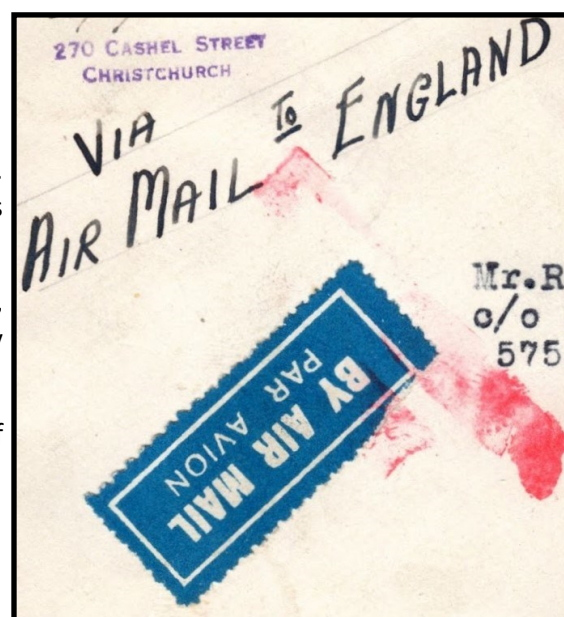


The cover is franked with SG587 and SG588 which are very common, but both are scarce with inverted and reversed watermarks. I haven't been able to identify the watermark. If anyone has a foolproof way to see on-cover watermarks, I'd love to know!

The two red marks across the airmail label make this a jusqu'a cover. Jusqu'a means "up to", or in philatelic terms "as far as". The cover is marked "via Air Mail to England".

The jusqu'a marking was applied when the cover arrived in England, from where the cover would have continued it's journey to the US by sea. Unfortunately, there are no other markings on the cover.

A simple cover, with common stamps, but, a fascinating piece of modern postal history.





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Keeping Up with the Market

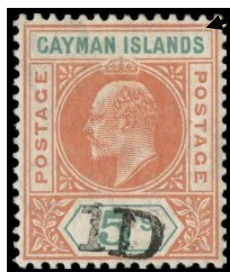
We have inventory for sale, which we priced when first offered, and we're constantly adding new stock. Checking our prices against market and catalogue from time to time is basic business sense. Staying current is vital, and keeping our catalogues up to date is key. If you've had stock languishing in your store for any significant time you'll be missing valuable opportunities if you don't update your references.

As a British Commonwealth specialist, I hope the few examples below will illustrate my point. I have a passion for varieties, and although getting catalogue editors to include new varieties is a bit like turning around a battleship, when new ones are listed it certainly gets my heart pumping!



In 2014, the 1½d Whale Catcher from the Falkland Islands 1933 Centenary set was found to have an unlisted variety, aptly named the "break in clouds". I've since been fortunate to locate 3 of the 20 or so recorded copies, (including one purchased from a popular dealer for \$12). It will pay to check your stocks, as SG catalogue value is £1,500

Another variety listed in SG in the last few years is the "dented frame" on the King Edward VII key-types of a number of colonies. I believe this was listed in 2014, but collectors have known of it for a few years. Incredibly, these are still being offered as normal stamps. The example shown has an SG catalogue value of £160, compared to £5 for the unaffected stamp.



There is another as-yet unlisted but well-known variety on this issue, the "slotted frame", which, when listed, is likely to carry a far-higher CV than the dented frame.

I've been squirrelling these away for about five years, and look forward to the eventual listing.

Updating your catalogues is expensive, but they're a necessary business expense and should be treated as such.

Stanley Gibbons have listed another King Edward VII variety in the 2020 edition, but if you haven't purchased the catalogue and kept yourself current, I'm not sharing it with you until I've finished my fossicking!

Cheers,
Dave Sheridan



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The Back Page - Thinking Out Loud

USA stays in UPU, but mail to the USA could cost more

The USA has agreed to remain in the UPU, after a last minute agreement at an extraordinary UPU congress meeting in Geneva. The extraordinary meeting was called to settle a row between the UPU and the US over what President Trump claimed were China's excessively low payments for access to the US and other countries' postal systems. Trump argued that China was effectively subsidising its export through cheap postage on packets.

The new agreement allows the USA and other UPU members to set rates on international incoming mail. According to Parcel Hero, a leading parcel shipping firm, UPU's members voted to introduce a phased implementation of self-declared postal rates. Parcel Hero's Head of Consumer Research, David Jinks MILT said, "President Trump successfully argued that a number of countries – particularly China - are massively underpaying to ship parcels into America; and that the USA was effectively subsidising foreign e-commerce traders. Trump claims the win will save the US between \$300 and \$500 million per year." He adds, "The US Postal Service still has to finalize what its rates will be under the new system; but, depending on what country you are mailing to the USA from, the price could go up enormously. The bulk of the changes will apply to letters and packages under 2kg (4.4 lbs); this captures light e-commerce purchases such as earrings, rings, cuff links, etc. Of course, UK sellers are already paying a much fairer rate than Chinese traders to access the US postal system; but now the US is able to increase its international access rates to 70% of its domestic packet mailing rates - with the option to increase 1% every year up to 80%."

If David Jinks is correct then expect some more high denomination Machin stamps to be issued next year to pay the increased rates to the USA.

The Last Word—The Confidential List

The Confidential List is available to members only. It is a vitally important aspect of membership of the IPDA, and is designed to provide members with a degree of protection from fraudulent and illegal practices that are used by both buyers and sellers of philatelic material.

It embodies a simple approach for submitting names for sellers whose practices may, in one form or another, be questionable. There is a fair and balanced approach for the review, consideration and acceptance of a name to be placed on the List.

The process is supported by issuing notices alerting members of the use of such behaviour, and where possible and legal, taking steps to stop or avoid these actions in the future.

Members may access details from **MEMBERS ONLY** on the top menu.