



# INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter June 2020

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## Vale Rod Perry

The Australian philatelic community was saddened by the passing of philatelic icon and mentor Rod Perry on 8 May. A doyen of the trade, Rod opened his first auction house at just 23 years of age. A Gold-medal winning exhibitor, publisher and architectural conservator, he also single-handedly reinvigorated the FDC and cover collecting market with his passion. He had too full a life to include here, and better obituaries, tributes and memories are available online.

Although he was never an IPDA member, it would be remiss not to remember him. A true gentleman who will be sorely missed.



**'Preserve DNA - retain covers intact. Scientists may be grateful! Commercial covers represent 'Stamps in Action'. - Rod Perry**

## Editorial

### Welcome Lee Coen—Director USA & Canada

To support our projected growth and recruitment in North America, the Board are delighted to announce the appointment of Lee Coen to the position of Director—USA & Canada.\*



Lee and his wife Shelley

Lee is a prolific contributor to both the newsletter and social media on behalf of the IPDA, skills that will no doubt be put to good use in growing the IPDA in the United States and Canada.

Lee is a specialist and expert on the stamps of Persia and Iran and has been a member of the IPDA since 2018.

He also has a "thing" about Harley-Davidson's. His own even has a motor now!

Please make Lee welcome to the Board, and offer him your full support.

A further strengthening of the Board during these unprecedented times is a bold, progressive and intelligent move, that will ensure that the IPDA will be perfectly positioned when we return to "normal".

Cheers

Dave Sheridan

[ipdaeditor@gmail.com](mailto:ipdaeditor@gmail.com)



\*(Under Section 9.2 of the IPDA Constitution, Lee's Directorship will be deemed to be temporary until the required vote at next year's Annual General Meeting)



# INTERNET PHILATELIC DEALERS ASSOCIATION

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## New Member Welcomes

Date: 5/8/20

Name: **Miloie Chastven**

Member Number: 376

Date became a member: 5/8/20

Business Name: YuRePublic

Business Website: <http://stampmusthave.blogspot.com>

Specializes in: Yugoslavia and all related Yugoslavia material (Philately)

Email: [balkanstamp@yahoo.com](mailto:balkanstamp@yahoo.com)

Location: Ashdod, Israel

Referred By: an IPDA Member

Member Discounts?: as it is "direct contact" way, discount is managed accordingly...

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Date: 5/16/20

Name: Alex Green

Member Number: 213 (returning member)

Date became a member: 5/16/20

Business Name: Chanticleer Philatelic

Business Website: <https://www.ebid.net/au/stores/Chanticleer-Philatelic>

Specializes in: British Commonwealth stamps and postal history

Email: [enquiries@chanticleerphilatelic.com](mailto:enquiries@chanticleerphilatelic.com)

Location: Tasmania, Australia

Referred By: Dave Sheridan

Member Discounts?: 15%



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## New Member Welcomes..... Cont'd

Welcome to **Tony Ward**, member 383 from the UK. Apart from having some great material on his eBay site and his extremely interesting new web site at <https://www.airmailandsurfacecovers.co.uk/> (really worth a visit if like me you are interested in aerophilately) Tony has placed the IPDA logo on his site. Well done and thank you Tony.

His new site is "Air Mail and Surface Covers". You will find covers from the 19th and 20th centuries from all over the world. You will find first flight covers, commercial airmail, censored mail (both world wars) Railway Mail and Maritime Mail and much more. Well worth a visit.





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## New Member Welcomes.....cont'd

This month we welcome **Stefano Blanca Sciacaluga** to the IPDA. Stefano is the General Manager WOPA+ Stamps & Coins based in Gibraltar. WOPA is the World Online Philatelic Agency, an e-commerce platform focusing on the sale of stamps, coins and accessories. WOPA+ partners with more than 50 official Mints and Postal Administrations worldwide and helps them sell direct to customers in over 100 countries through its platform.

WOPA+'s main aim is to offer an easy, safe and pleasant shopping experience to collectors of new issue products, making it possible to purchase anytime, anywhere and on any device. The mission at WOPA+ is to bridge the gap between collectors and the official sellers, striving to be the first choice for collectors worldwide and bring collecting into the 21st century by developing a superior online shopping experience for customers through state-of-the-art technology, continuous innovation and by creating partnerships with reputable partners. The WOPA+ unique business model ensures that collectors have the opportunity to purchase collectibles from a choice of sellers on one website, with one account, in multiple currencies, with one payment method and at the official price.

WOPA was first launched in January 2011 and after experiencing an average annual growth of more than 50% per year, WOPA saw it fit to put the wheels in motion to make big changes and improvements. In October 2017 WOPA reinvented itself with a new name, new logo, new website, more products and new features to make the shopping experience even better.

With growth in mind and a clear vision of what the future of the business will be, WOPA+ is now actively expanding its successful philatelic business model to the numismatic market and will be in attendance at major coin exhibitions worldwide and marketing itself internationally both online and offline.

Boasting more than 50,000 products and 30,000 active email subscribers, WOPA+ is proud to be the one-stop shop for collectors around the globe. Today, WOPA+ aims to continue steadily growing its business, offering the best available service in terms of quality, reliability, value and friendliness to its customers and to be a fair and trustworthy business partner.

Browse [www.wopa-plus.com](http://www.wopa-plus.com) now where we can guarantee you will find something of your liking.





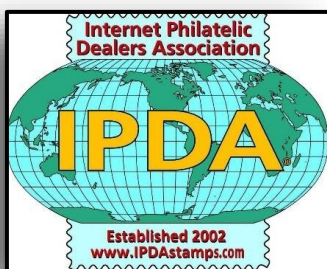
# INTERNET PHILATELIC DEALERS ASSOCIATION

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## Internet Selling in the Time of COVID-19

Being a stamp dealer who sells on the internet during these past months, when the corona virus has affected us all, has brought its challenges and opportunities.



A global Association, the IPDA (Internet Philatelic Dealers Association) has heard differing comments from some of our members. Comments that reflect the countries our members live in, the material they sell, the internet channel they use, or their brand profile and size of their business and customer base.

In summary there is no one consistent theme to the observations we hear from members. We have feedback that sales have increased during the corona virus lock down at the same time as others have reported no change or even a decrease in sales.

What change has been seen is likely to be a function of location. For example, the USA and UK/Europe may have seen an increase in domestic and local market share while say Australia and Asian regions might be seeing sales decline because a greater percentage of their sales are international rather than domestic. One factor behind this is thought to be the ability for collectors to continue to get their orders from domestic sellers whereas the delivery of orders from international sellers have stopped or slowed down very badly.

Yes we expect more collectors are spending more time with their stamps while in lock down. And yes we believe this might be leading to more purchases, but only at the domestic and local market level.



Why? because it is likely collectors will not be pleased to be waiting a long time for their orders. They will be turning to their domestic and local dealers who can offer a much faster delivery because they are less affected by the lack of, or even absence of in some cases, international mail deliveries.

We have a European member who has said his sales have increased dramatically on his website and he views this to be because people have found stamp collecting again. The lockdown has given them the time to spend with their stamps and it has helped take their minds off the corona virus lockdown situation and the challenges that brings to their daily lives.

A dealer in the USA comments that it has been mostly business as usual. He noted he has not been getting any orders from some countries, that is, international sales, and mail delivery has been slow on only a few mailings, but his business has not significantly changed, yet.



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## Internet Selling in the Time of COVID-19.....cont'd

A dealer in the Asia region saw sales continue at the same rate during March and April but slow down considerable in May. He commented that all his sales are international and with the international airmail service restrictions seen in so many countries he felt that buyers were moving their business to sellers in their own country rather than overseas sellers. That might account for the apparent increases in sales some dealers report.

Observations from Australia have some members commenting that sales have dropped while another has seen sales increase.

One thing is almost certain; internet sellers are likely to see a change to their business model in the months and even years ahead.

The internet made the world a smaller place when there was the ability to ship material around the world quickly. With today's international aviation issues and lack of fast and timely airmail services the internet no longer makes the world a smaller space in this context.

One view is that it is going to take months, even years, for international aviation and airmail to recover. There is surely a great opportunity to grow sales from large domestic market bases like the USA and UK, to use just two examples.

The outcome will be positive for many dealers who have a large domestic and local market base. For sellers who rely on overseas based customers the outcome is potentially poor. The internet selling model after corona virus is likely to be very different. A situation many dealers will have to consider how to address.

Finally, it is not a simple matter to even begin to articulate this topic. The months ahead will bring interesting aspects for us all to consider. But one thing is certain, and that is, we must follow the guidelines given to us to help protect us all in these difficult times.





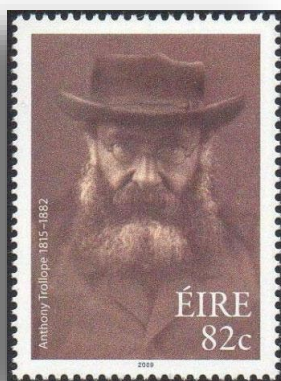


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## Presenting Your Stamps for Sale By Macdermot Ballycloran



In my years of living I did not get to smile that much. It was just my nature and generally I found there was not a lot to smile about. This image of me that is often used reflects that in me. My love of all things postal, especially letter boxes and the mails they hold, and the stamps I saw given my time investigating and reorganising rural mail delivery in south-western England and south Wales inspired me to share this short piece with you. You could say I found something to smile about.

At first I thought I did not need to write this as it is common sense that if you are selling a stamp online you will always show an accurate scan of the stamp.

It is that obvious isn't it? Well, on one of my many journeys back to this world to see how the postal services have evolved, and how the collecting of stamps has changed, I came across these on an online market-place.

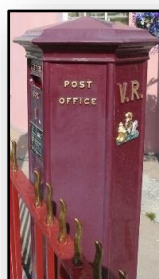
The image at right is a classic of what not to do, isn't it? And I had such a fondness for Australia. I was motivated to share this image with you and, rather than just show one stamp, I am showing part of a page that I saw. When in doubt go overboard I guess!

The moral of the story is, if you do this, and the buyer has even half an ounce of knowledge of the stamp in question they will never buy from you.



I may have had my differences with Sir Rowland but on this we would have always agreed. This seller, we are sure, will not become an IPDA member, or am I just dreaming in my ghostly form?

Regards Macdermot Ballycloran



*PS: I am so pleased to see you still use my Pillar Boxes!*



# INTERNET PHILATELIC DEALERS ASSOCIATION

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## Collecting Middle East Stamps the Easy Way

As stamp collectors, we are always on the search for that 'gem' in the stamp world. Some collectors have no issues spending hundreds of dollars on a single stamp and other collectors aren't really sure of where to begin. But where **do** you start? What is a good way to begin collecting stamps to enjoy for years to come?

If you have ever bought a new car you want the most you can afford for your money. Dents, scratches and missing parts are something to stay away from. As an experienced middle east collector/seller, I know that quality stamps are worth volumes more than the catalogue value listed.

Below is a stamp from Pakistan. Printed in 1961-63, purple and identified as Scott# 129. The current 2020 catalogue value of this stamp is US\$1.00. What is so special about this stamp?



Quality. The centering has to be an 80+. The color is the right shade of postally used purple. The post mark doesn't obstruct the image on the stamp. There is no 'rust' or toning on this stamp seen anywhere. The most important of all: the perfs! They are all there, everyone. Keep your eye for quality stamps and not the 'cheap' ones because the price is good. What you buy now needs to be worth it's 'weight' years later on down the line.

Give middle east stamps a shot, I did.

Lee Coen  
#251





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## Philately Around the World - I is for Iceland

A preamble is needed. What country could I chose to write about for the letter I. There are a good few to chose from. I was inclined to write about Ireland because their stamp issuing policy in the early years is rather interesting. Then Iran, but we have an expert on Iran and I could not do the topic justice I felt, or expand on the excellent material on his website. Then there is Italy but just too complicated because of the various periods in Italian postal history, the various occupations, and the various post offices abroad. Then India, Indonesia, Indo China, Iraq, all issuing areas I have absolutely no knowledge of. The Isle of Man, a good possible and with a short issuing period, relatively. Anyway I settled on Iceland because by the end of 2020 they will - we are told - no more be an issuing authority, as no doubt you have read elsewhere including a previous IPDA Newsletter. So let's remember their postal history.

Iceland is an island lying to the south east of Greenland. It has a mixed history of sovereignty through the centuries, through to being under Danish rule during the 1800s, to gaining independence in 1918 and then becoming a republic in 1944.



Fig 1 – SG2 issued 1873

Regular mail service in Iceland was first established by a charter of 13 May 1776, and on 1 January 1873 Iceland issued its first postage stamps. The design was the same as for the Danish numeral issue of the time (numeral of value surmounted by a crown all inside an oval), denominated with values ranging from 2 to 16 skilling, and inscribed ÍSLAND (Fig 1). All are relatively scarce and used copies are generally hard to find in good condition.

In 1876 the currency was changed to aurar and krona. This meant new stamps were required. These were issued beginning in August. The same basic design was used, with some changes to the colors and the perforations. These stamps continued in use through 1901.

Fig 2 1897 OPT



In 1897 a shortage of 3-aurar stamps led to the overprinting of 5-aurar stamps with prir or prir / 3 (Fig 2). These are considered rare and can be found selling at relatively high prices but a certificate of authenticity is recommended because excellent counterfeits have been produced.

## Philately Around the World - I is for Iceland..... cont'd



Fig 3 1902 OPT

In 1902 the numeral stamps were officially withdrawn and declared invalid for postage, since a new set depicting King Christian IX was to be issued. Then the Minister of Iceland changed his mind for reasons which are still unclear and had the numerals reissued, overprinted Í GILDI / '02--'03 in red or black (Fig 3), to indicate the stamps were still valid.

While some of the overprints are common, costing the collector less than a US\$ or euro, others are among the great rarities of Icelandic philately. There are also many invert and typographical errors to be found.

In 1906 King Christian died, and in 1907 a new series of stamps were issued, featuring overlapping profiles of Christian IX and King Frederick VIII (Fig 4)

Fig 4 SG 92 - 1907  
issue



Fig 5 SG 98 - 1911  
issue

1911 saw Iceland's first ever commemorative stamp issue. A set honouring Jon Sigurðsson, the leader of the 19th century Icelandic independence movement. These stamps were issued on the 100th anniversary of his birth. (Fig 5)

In February of the following year, a set was issued with King Frederick's silhouette. Although Frederick died in May 1912, no new stamps were issued until 1915, when another set of the 1907 design was issued in new colors.

King Christian X first appeared on Icelandic stamps in a new set of 1920. Periodic stamp shortages plagued the postal service during the 1920s, and locally surcharged stamps were produced in 1921, 1922, 1924, 1925, 1926, 1929, and 1930.

It wasn't until 1925 that the first pictorial stamps were issued – that is stamps without just the King's Head. These were a beautiful set of five stamps showing views of Iceland. Fig 6

Fig 6 SG 155 from the 1925 issue  
showing Landing Mails at Vik



## Philately Around the World - I is for Iceland ..... cont'd

Iceland's first airmail stamps were issued in 1928; 2 values as shown in Fig 7 were produced by overprinting a crude image of an airplane on a regular 10-aurar stamp.



Fig7 SG 156 and SG 157 from the 1920  
and 1907 issues OPT

In 1930, Iceland celebrated the 1000th anniversary of the Althing - the national parliament of Iceland. It is the oldest surviving parliament in the world. The Althing was founded in 930 at Þingvellir, situated approximately 45 kilometres east of what later became the country's capital, Reykjavík.

The stamps are an attractive set of 15 regular and 5 airmail stamps featuring a wide variety of historical, mythological, and scenic images.

There is an interesting history to their production. In 1928 Icelandic authorities received a proposal from the 'Society of the Friends of Iceland' in Vienna Austria, proposing to produce these stamps as a gift to Iceland for the Millenary celebrations.

Against the advice of the Head Postmaster the Icelandic government accepted the offer to produce 813,000 kronur's worth of stamps, 600,000 kronur's worth of which were to go to Iceland, and the rest to the Society for its trouble.

Iceland's share of the stamps were delivered in December 1929, but in 1930 it became apparent that a fraud had been committed and a much larger than authorised number of stamps had been produced, by the insertion of the figure '1' before the value in the print order. Police investigations had not been completed before the outbreak of World War II and were not resumed afterwards.



## Philately Around the World - I is for Iceland ..... cont'd

Below are three { Fig 8, 9 and 10 } of the better known designs of the issue;



Fig 8 SG 159 Discovery of  
Iceland



Fig 9 SG 173 Gyrfalcon



Fig 10 SG 174 Airmail

In May 1931, the 1920 stamps of King Christian were again overprinted, this time with Zeppelin 1931 - Fig 11 - for use on mail sent via the airship Graf Zeppelin, which visited Reykjavik on 1 July. The zeppelin did not actually land, there being no facilities, but it got low enough to pass mail bags up and down.



Fig 11 SG 180 OPT  
Zeppelin 1931

Also in 1931, a new issue depicted the Gullfoss Waterfall - Fig 12 - and in 1934 there was a rather attractive Air issue showing various aviation scenes and the first Icelandic aircraft, the Avro 504K Bi-plane flying over Thingvellir - Fig 13.



Fig 12 SG 197  
Gullfoss Waterfall



Fig 13 SG 208 Air  
issue - Avro 504K

## Philately Around the World - I is for Iceland ..... cont'd

In addition, stamps of the 1920 issue, but with the vignette of the king much more finely engraved, started appearing periodically, through 1937.

In 1938 a new series featured images of Geysir, the namesake of all other geysers - Fig 14.



Fig 14 SG 227 The  
Great Geyser

Iceland again honoured Jon Sigurðsson - Fig 15 - on its issue marking the independent republic established on 17 June 1944 (and again on the 150th anniversary of his birth on 17 June 1961 and the centenary of the deaths of Sigurðsson and his wife, Ingibjorg Einarsdóttir, in 1979).

In 1948, the eruption of the volcano Hekla was marked by another set of dramatic images. Fig 16 and 17.



Left- Fig 16 -SG 281 Mount Hekla and Fig 17  
Right SG 284 from the 1948 Mount Hekla  
eruption issue

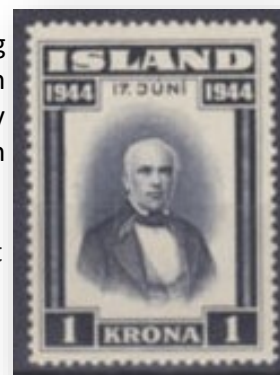


Fig 15 SG 268 Jon  
Sigurðsson

I think it is fair to say that the first 50 years of Icelandic stamp issues saw some beautiful designs. When one looks at the more modern design perhaps nostalgia for the engraving and design talents of the early 1900s just kicks in!

Since independence in 1944, Iceland pursued a relatively restrained stamp-issuing policy, bringing out about 20 new stamps each year. There are annual Christmas and Europa issues, and sets depicting local scenery, flora, and fauna, as well as heritage and the works of local artists.

Two issues from the past 70 years (1950 through 2020) come to mind. Probably just as well you say given how much I have already shown!





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## Philately Around the World - I is for Iceland ..... cont'd



The first is the 2010 set of three with ash from the eruption of Eyjafjallajökull volcano embedded into the stamps - SG 1288-1290 Fig 18

The other is the 2018 Christmas issue which featured images of decorated gingerbread cookies is because they actually smell like gingerbread. Fig 19

Fig 18 SG 268  
Volcano Eruption



Fig 19 - 2018 Christmas Gingerbread

What about the future for Iceland stamps? We do not know as I write this. Only time will tell what Iceland's postal officials ultimately choose to do in the next few years. I hope that they continue to issue interesting stamps long into the future.

By example let me close with just one more. This beautiful stamp was issued in September 2019 to commemorate the birth bicentenary of Jon Arnason, an Icelandic scholar and collector of folk tales.



Fig 20 – the 2019 Jon Arnason issue

By Michael Dodd



## Postal History A Letter From 1842 Brought to Life

This entire (meaning a folded letter-sheet) was sent in April 1842, from solicitor James Burn of Edinburgh to solicitors Russel & Aitken of Falkirk.



The address reads Messrs Russel & Aitken, Writers, Falkirk. "Writers" is an abbreviation for "Society of Writers to Her Majesty's Signet", a private society of Scottish solicitors formed in 1594 that still exists. The abbreviation "WS" can be seen after solicitor's names in the letter, and members of the Society still use the letters today.

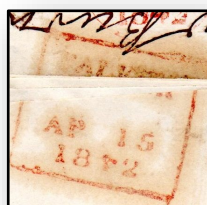


The reverse shows an Edinburgh despatch mark and a Falkirk receiving mark (with an inverted "4" in "1842"), and the stain from the wax seal



The stamp is SG8, 1d red-brown imperforate, issued in late 1841. It is cancelled with an Edinburgh Maltese Cross

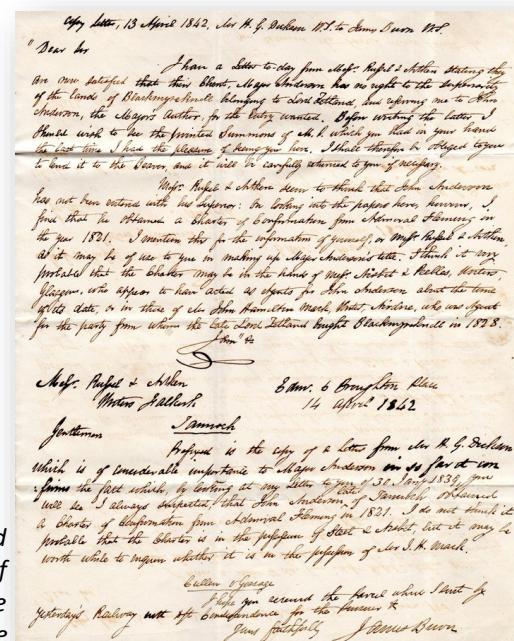
## Postal History A Letter From 1842 Brought to Life



The Falkirk arrival mark, showing  
"FALKIRK AP 15 1842"



The Edinburgh despatch mark,  
showing "APR C 14 E 1842"



The letter consists of two sections. The top  
part is a copy of the original letter, and the  
bottom part is the reply

### The transcription:

Copy letter, 13 April 1842, Mr. H. G. Dickson WS to Mr. James Burn WS

I have a letter to-day from Messrs Russel & Aitken stating they are now satisfied that their client, Major Anderson has no right to the superiority of the lands of Blackmyreknoll belonging to Lord Zetland, and referring me to John Anderson, the Major's author, for the duty wanted. Before writing the letter I should wish to see the printed Summons of MP which you had in your hand the last time I had the pleasure of seeing you here. I shall therefore be obliged to you to lend it to the Bear-er, and it will be carefully returned to you if necessary.

Messrs Russel & Aitken seem to think that John Anderson has not been entered with his Superior: On looking into the papers here, however, I find that he obtained a Charter of Confirmation from Admiral Fleming in the year 1821. I mention this for the information of yourself, or Messrs Russel & Aitken, as it may be of use to you in making up Major Anderson's letter. I think it very probable that the Charter may be in the hands of Messrs Nisbet & Peebles, Writers, Glasgow, who appear to have acted as Agents for John Anderson about the time of it's date, or in there of Mr John Hamilton Mack, Writer, Airdrie, who was Agent for the party from whom the late Lord Zetland bought Blackmyreknoll in 1828.

(indecipherable)

Messrs Russel & Aitken  
Writers Falkirk

Edin 6 Broughton Place  
14 April 1842

Tannoch

Prefixed is the copy of a letter from Mr. A. G. Dickson which is of considerable importance to Major Anderson in as far as it confirms the fact which, by looking at my letter to you of 30 Jan'y 1839, you will see I always suspected, that John Anderson late of Tannoch obtained a Charter of Confirmation from Admiral Fleming in 1821. I do not think it probable that the charter is in the possession of Steel & Nisbet, but it may be worth while to enquire whether it is in the possession of Mr. J. H. Mack.

Cullen v Gossage

I hope you received the parcel which I sent by yesterday's Railway with (?) correspondence for the (?)

Yours faithfully James Burn





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## Postal History A Letter From 1842 Brought to Life

In 1828, Lord Zetland, known at that time as 2nd Baron Dundas, purchased property at Blackmyreknoll, in the Parish of Cumbernauld in Dunbartonshire. Blackmyreknoll has disappeared from the map. The area is now part of the New Town of Cumbernauld in Lanarkshire, about 21 kilometres north-east of Glasgow. The letter indicates that a Major Anderson made a claim on the property, but his claim proved to be unfounded.



Lawrence Dundas, 2nd Baron Dundas, 1st Earl of Zetland. He was a Member of Parliament (Whig) for Richmond 1790-1802 and 1808-11, and for York 1802-07 and 1811-20.

His career spanned 30 years, although his performance in Parliament appears to have been unremarkable.

He was Alderman of York in 1808 and Lord Mayor of York in 1811-12.

He succeeded his father on 14 June 1820 as 2nd Baron Dundas. He was also the Provincial Grand Master, North and East Ridings of Yorkshire, of the Society of Freemasons 1834-39, and Lord Lieutenant and Vice-Admiral of Orkney and Shetland from 1831-39.

He took the name Zetland, in honour of Shetland, when he was created the 1st Earl of Zetland on 2 July 1838



Born Charles Fleming, his name was legally changed to Charles Elphinstone-Fleming when he inherited the estates of the Earl of Wigtoun, including Cumbernauld House near Blackmyreknoll.

He served in ships of the line during both the French Revolutionary and Napoleonic Wars.

He was an abolitionist, who frequently reported on the status of slaves in the West Indies. He was Governor of Greenwich Hospital and Member of Parliament for Stirlingshire

**Russel & Aitken**, solicitors, to whom the letter was addressed, were formed in 1818 and are still in business.

The author, **James Burn**, was an Edinburgh solicitor. The few records that have been found indicate he was active from at least 1830 to 1842. No record has yet been found of the other law firms. The identities of **Major Anderson** and **John Anderson** are, as yet, unknown.

Just think, if the stamp had been removed, this piece of history would have been lost forever, and one more 1d red-brown would be in a box somewhere!

Dave Sheridan





# INTERNET PHILATELIC DEALERS ASSOCIATION

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## Membership Numbers

We're delighted to welcome another 4 new members in May. We now have 132 members from 28 countries, and we're continuing our growth.

Don't forget that the referral program is in place. Perhaps you could encourage a colleague to join us?

Algeria	1
Argentina	2
Australia	18
Belgium	1
Brazil	1
Canada	9
Croatia	2
France	3
Germany	4
Gibraltar	2
Hong Kong	1
Hungary	1
India	1
Indonesia	1
Israel	1
Italy	3
Latvia	1
Malta	2
Mexico	1
Netherlands	8
New Zealand	1
Pakistan	2
Philippines	2
South Africa	3
Spain	3
Sweden	1
UK	22
USA	35
<b>Total Paid Membership</b>	<b>132</b>



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## The Idiot's Guide to Selling Stamps Online

1. Dig out the stamp collection that you last looked at when you were 13, which is, of course, crammed full of super-rare items
2. Get a stamp catalogue (please note: this step is entirely optional, and the age of the catalogue has no relevance whatsoever)
3. Join every selling site that you've ever heard of
4. Take blurry low resolution photos of every stamp, preferably from a distance of a metre or so
5. List the same stamps on every site you joined. Make sure to describe them accurately, and clearly identify all the **RARE!!!!** items that you want buyers to **LOOK!!!!** at
6. Sit back and wait for the money to roll in!!



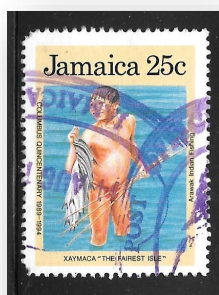
Listed as "Average"



Listed as "Fine"



Listed as "Fine-Very Fine"



Listed as "Very Fine"



Listed as "Rare"

***This is why you should promote the IPDA!***



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## The Last Word

By the time you read this, this item will probably be sold. People's Republic of China 1980 8f Year of the Monkey, in a full sheet of 80. The auctioneer, Zurich Asia, has an opening bid of HK\$950,000-1,000,000 (£100,000, or US\$122,000) on the sheet. It will be interesting to see the outcome!

