



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2020

Inside this Issue

Editorial	1
A Gift for Members from WOPA+	2
Membership.....	3-4
A Yellow Background.....	5
Selling Presentation Tip of the Month..	6-8
N is for Nepal.....	9-13
Who's Wrapper?.....	14
Iceland's Last Issues.....	15
What's in an Image?	16-18
A Recommended App.....	19
Another Unneeded Challenge.....	20

Never, Ever, Give Up!

I found this eBay listing. US Sc28b, Bright Red Brown used (CV \$2,500 in my 2014)



The listing price is \$5,750, apparently due to it being graded XF90.

The seller is an ASDA member, yet they don't accept returns. And this is the best image they show. An uncropped, blurred, photograph.

Would **YOU** buy it? This seller will never be an IPDA member. We have higher standards than this.

Editorial

Having now been exposed to a number of "Virtual" exhibitions, I have to say that I've been very underwhelmed and disappointed. The organisers, of course, think otherwise.

Site navigation has ranged from adequate to woeful, and I would like to see a clear site map such as is provided at any physical exhibition.

I didn't find any exhibits to view. If they were there, mea culpa, I missed them.

I registered for a number of talks, but missed all of them due to time-zone and connectivity issues. This is clearly beyond organiser's control, but is something that needs to be considered in future.

As for the dealers efforts? I think laziness is my key take-away from all of the exhibitions. Simply providing a link to your online store isn't enough. We all know those sites anyway. Some dealers offered small discounts, but nothing in the "wow" range, and didn't think to provide a place to browse and rummage, which they could easily have done.

Maybe I'm just behind the times, but I can see a dire future for Virtual Exhibitions unless these issues are addressed.

If the world cannot come to grips with the so-called "new normal" of Covid-19, I fear that exhibitions may become a thing of the past.



Cheers

Dave Sheridan
ipdaeditor@gmail.com



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Newsletter November 2020

A very generous offer courtesy of member Stefano Blanca Sciacaluga of WOPA+. Available to members only.

**FREE
£20
VOUCHER**
ON ALL ORDERS OVER £100
WWW.WOPA-PLUS.COM

WPDEA - 831677

Benefits of shopping on WOPA+

- Over 40 postal administrations ·
- Multiple orders in one payment ·
- All major credit cards and PayPal ·
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- Customer services in all supported languages ·
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Enter voucher above on checkout

Valid Until
31/12/2020

WOPA+
STAMPS WITH CARE



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Established 23 February 2002

Newsletter November 2020

Membership

We now have 143 members from 30 countries, with one new member this month.

Abu Dhabi	1
Algeria	1
Argentina	2
Australia	19
Belgium	2
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	7
New Zealand	1
Pakistan	2
Philippines	2
Serbia	1
South Africa	3
Spain	3
Sweden	1
UK	25
USA	40
Total Paid Membership	143



This map shows each country where we have a presence.

Whilst the image is gratifying, it highlights that we have opportunities in many areas including Eastern Europe, South America, North Africa and Asia.



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Newsletter November 2020

New Members

Date: 10/9/20

Name: **Larry Wright**

Member Number: 399

Date became a member: 10/9/20

Business Name: Swan Philatelic Imports

Business Website: www.swanstamps.com

Specializes in: Mixtures, kiloware.

Email: larry@llwright.com

Location: Lees Summit, MO, USA

Referred By: Tony Tripi

Member Discounts: Standard Dealer 25%



Promote your business
by being an accredited
internet stamp seller

so you don't want to pay a renewal fee in 2021
– no worry.....

Refer a friend, another internet seller you
recommend to join the IPDA

You get free 2021 membership if the referral
gets accepted before mid December

And, here is the good news

Your friend only has to pay the 2021 renewal fee
– saving the 2020 joining and membership fee.

Now that is a win win



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2020

A Yellow Background

Not being a collector of modern US stamps, this ad caught my eye. How much? \$16,500? What the heck?



Am I seeing this right? \$16,500 for a common stamp? You have to be kidding me!

As I read the ad, the hat caught my attention. I had just seen some of those stamps in a group of stamps I bought at a garage sale. Who knows, I may have struck the mother lode. Over to my desk, through this folder and that folder—Ah ha! I found it.

And now I race back to the couch and grabbed the magazine; DANG IT! Mine has a white background not yellow. Man! Back to work in the morning.



An eBay offering from Noble Spirit, offered at US\$23,000



A single on eBay for US\$2,000



My white background

After two tall glasses of ice tea (it was 100F here today in Arizona) I am still amazed. These are some pretty expensive stamps from 1998. I am going to be on the lookout for these. Remember, Yellow background, H rate and a big hat equals big money!

By Lee Coen



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Newsletter November 2020

Selling Presentation Tip of the Month

From the moment we list a stamp for sale, we are representing our business and our brand. From that point, right up until the buyer receives their purchase, presentation is key.

Part One—Don't Sell Rubbish

Perusing auctions is an important part of any dealer's day. I don't think there's an auction house in the world that I'm not familiar with (although any and all recommendations are welcomed). I enjoy the hunt for stock at the right price, however, what I don't expect to see from a major auction house is rubbish like this.

The description reads:

"Australia: 1913-1936 Used Selection, over 190 stamps, including 62 kangaroos, catalog value over £1100"

That's bound to grab attention, especially with an enticing starting price of around A\$110.

This is the one and only image of the lot:





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2020

Selling Presentation Tip of the Month....cont'd

I count 31 Kangaroos on these two pages of a cheap and rusty Chinese stock book, so just under half the 'Roos on offer. Assuming these are the **best** of them, as it's the only image we get, we have a problem.

There's one, maybe two, stamps I would look at, but I would bin everything else. Most are heavily toned, many have damage and some are just ugly.

I'm not going to name and shame the auction house, but I will say that the owner is proud to mention that they are a Fellow of the Royal Philatelic Society of London, an APS Life Member, a Life Member of the Collectors Club of New York, and a member of the Smithsonian Institution National Postal Museum Council of Philatelists (I'm sure you could work out who it is with just a little research).

In addition, their website has a famous Winston Churchill quote prominently displayed:

"I am easily satisfied with the very best"

So are your customers I'm sure!!

Part Two—Don't Be Anonymous

Listing a stamp for sale is hard work. You've identified it, inspected it, scanned it, priced it and listed it, you then have to hope someone buys it. I'm amazed by the number of online sellers who drop the ball when the item sells.

I received these in the mail recently, one of my favourite sets from the KGV era, New Zealand 1931 "Smiling Boys".





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Established 23 February 2002

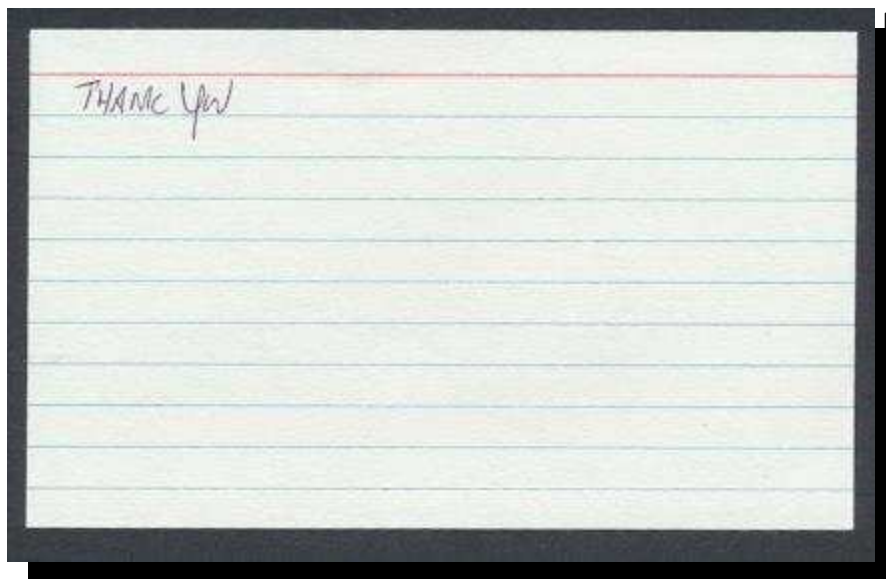
Newsletter November 2020

Selling Presentation Tip of the Month.....cont'd

It's a lovely set in excellent condition, and the price was very good. Not only were the stamps sent without stamps on the envelope, there was nothing in or on the envelope to tell me where I got them. Despite this being one of my pet peeves, I still wasted time looking for who I bought them from. Which one of the half-a-dozen online auction sites, which auction house, which dealer.....??

After the work you've done to get to this point, surely enclosing a paid invoice or a note, clearly identifying yourself is the best way to maximise the opportunity for future business?

Michael Dodd covered packaging last month, but that's only one part of the mailing process, and he's experienced this same problem recently.



Michael says:

I think all our members will find this hard to believe but I could not make this up.

Order placed, order received, envelope opened, stamp found in between two pieces of light card, and covering note read "THANK YOU".

Of course we all send a thank you note don't we? And an invoice with the stamp purchased and whatever other details are available from our store "Print Invoice" function.? Apparently not!"

Selling is a "go to whoa" process, which we all know. This (sounding like a broken record) is why many applications for Membership are unsuccessful.

A Customer For Life should be our mantra!

By Dave Sheridan and Michael Dodd



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Established 23 February 2002

Newsletter November 2020

Philately Around the World - N is for Nepal

When I first considered Nepal for the letter N in our series - at the suggestion of one of our Directors – I never imagined the wealth of information I would find. The first part – covering the early issues - of what I offer for your reading is courtesy of Richard Frajola and Dr. Frank Vignola's brilliant paper "The Postage Stamps of Nepal A Catalog of the Classic Issues, 1881 – 1930" I have no way of contacting them to seek formal permission to reuse but I give full credit to them. I have merely scratched the surface with this summary of their writings. The full paper can be found here. If you wish to learn even more about Nepal Philately, the [Nepal and Tibet Philatelic Study Circle](#) is recommended.

The first postage stamps of Nepal were issued in April 1881. The design feature of the stamps was the Nepalese crossed kukris (a curved knife) with the royal feathered crown above. The stamps, in three denominations, went through several printings using the same clichés until 1907. A one-half anna denomination, of an analogous design, was added in 1899 for official mail from the royal camp but saw very limited use. These classic design stamps were replaced for postal purposes in 1907 by a pictorial issue.

1881 to 1930 Crossed Kukri's Designs



1 Anna



2 Annas



4 Annas

1899 New Denomination



½ Anna



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2020

Philately Around the World - N is for Nepal.....cont'd

When the new 1907 issue arrived from England, remaining sheets of the previous classic issue stamps were placed into storage. In 1917 when a telephone / telegraph system (generally termed a telegraph system even though the service utilized only telephone communications within Nepal) was established, those stamps were pressed into service to pay the fees. When the sheets that had been stored ran out, new printings were commenced using new settings. All the stamps printed after 1917 were valid for postage but were intended for telegraphic use. These stamps can easily be distinguished based on colours, papers, and the distinct telegraphic cancels used. Unused examples of the stamps printed between 1917 and 1928 are uncommon although stamps printed circa 1928 to 1930 last settings which were placed into storage at the Treasury at Kathmandu.

These unused remainders reached the philatelic market directly from the Treasury. The scant evidence available to us indicates that by the end of 1930 the plates used to print the classic design stamps were retired. All of the classic issue stamps were printed by typography at the Thapathali complex in Kathmandu. The manual printing press had been brought from England in 1851 and was the only government printing press in use prior to 1891. No genuine essay or proof material is currently known to exist. The stamps were issued imperforate and without gum, unless otherwise noted. The pin-perforated stamps, after the initial sheets issued in 1881, saw limited use and possibly were available only upon request in the 1898 to 1903 era. It should be noted that Nepalese classic design stamps were not valid for postage outside the country. Nepal did not join the Universal Postal Union until 10 November 1956.

The Post Office Period, 1881 to 1917

First Period Printings, 1881 to 1885, on European Paper pin-perforated 15, with brown or white gum.



1 Anna



2 Annas



4 Annas

These were also printed imperforate and ungummed. Some of the initial sheets of stamps printed between April and June 1881 were pin-perforated and gummed. A clear white gum, or a thick brown gum, was applied by hand.

Philately Around the World - N is for Nepal.....cont'd

Second period printings, 1886-1898 on Native paper



1 Anna



2 Annas



2 Annas



4 Annas

Printings on native paper began in 1886. The paper was manufactured from the bark of a native evergreen. Early prints were mostly very clearly printed on thin to medium paper. As the printings progressed and the cliches started to wear from use, the distinct design began to blur along with the frame around the stamp. This change was gradual and for the 1 anna stamp, the blurring started to become apparent with setting 12 around 1893.

The design and frame became more blurred until the cliches were recut in 1901. For the 2 and 4 anna stamps, it took longer for the design to wear because significantly fewer of the stamps were produced. In the 1897 to 1899 period, the distinct design and frame also started to blur. The blurring on the 2 and 4 annas was less distinct than the 1 anna, but it is a good way to distinguish between the early printing and the later printing.

Third period printings occurred from 1898 to 1907, although on thin native paper of poor quality with blurred impressions.

The next printings were from 1899 to 1907. This was a black one-half anna stamp of a new design, with a bow above uncrossed kukris as central design elements. It was first issued in January 1899 for use in paying the new postal rate for letters sent between the Maharaja's royal hunting camp in southern Nepal and Kathmandu. Such camp uses were generally pen canceled but also exist canceled by a seal containing the ru-ju inscription. Although the stamps were also valid for general postal use, such uses are rare.





INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2020

Philately Around the World - N is for Nepal.....cont'd

The paper used for printing varied considerably from very thin, soft paper to stout thick paper. The majority of stamps sold for postal use were most likely left imperforate. The pin-perforated stamps were reported to have been available upon request from October 1900 until circa 1903. It is possible that some pin-perforated sheets were distributed normally.

In October 1907, when a new issue of pictorial postage stamps arrived in Nepal, the remaining sheets and the printing plates of the previous classic issue stamps were placed into storage at the Treasury in Kathmandu.

In 1917 a telephone line was established in the capital at Kathmandu. When the telegraph service was established, the classic design postage stamps that had been stored in 1907 stamps were pressed into service to pay the fees. When those stamps were exhausted, additional printings using the old clichés began. The stamps printed from 1917 through 1930 were intended for telegraph service.

From my reading I see the first commemorative designs were issued in 1949. A set of 9 stamps Scott 51–59 (SG 64–72). Rather beautiful designs showing various temples and other historic buildings and notable views. Here are three from the issue.



SC56 (SG69) View of Kathmandu



SC59 (SG72) the famous image of the incarnation of the Hindu god Shiva



SC57 (SG70) the Guheswari Temple

The next issue came in April 1954 with two new stamps. one with 12 values showing King Tribhuvana (as shown) and the other with 12 values showing a map of Nepal.



1954 issue SC80 (SG81)



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002

Newsletter November 2020

Philately Around the World - N is for Nepal.....cont'd

Some trivia, which I hope is interesting. Tribhuvana was King from December 1911 until his death in 1955. He ascended to the throne at the age of five, upon the death of his father, [King Prithvi Bir Bikram Shah](#), and was crowned on 20 February 1913 at the Nasal Chowk, [Hanuman Dhoka Palace](#) in Kathmandu, with his mother acting as regent.

At the time, the position of monarch was mainly titular, with real power in the country residing in the very powerful, conservative [Rana](#) family, which supplied the country with its hereditary prime minister. The Rana period is known for the tyranny, debauchery, economic exploitation and religious persecution by the rulers. It makes for very interesting reading although not for much of interest in philately! One rather unique occurrence perhaps, at the age of 13 he married his first wife. On the same day, he married her sister!

Up until the early 1960s there were a few notable issues to commemorate the new King but not until 1959, admission to the UPU, and the opening of the Nepalese Parliament and then, in 1961, one more stamp showing King Tribhuvana to celebrate the 10th Anniversary of Democracy.



10th Anniversary of Democracy Day 1961—SC129 (SG142)

Nepal seems to have had a rather different stamp issuing policy compared with other countries I have looked at recently. During the years through to at least 2010 they had plenty of new issues each year, usually 6 to 10 issues, but generally speaking the majority of issues were of one stamp, with the exception of new definitives and a few special issues. From 2005 onwards they seem to have started issuing more thematic issues, Butterflies, Endangered Species and Orchids, for example in sets of 16 stamps. Not exactly required for Postal services one might think. One thing I found interesting, considering one would think they would be promoting such thematic issues, is that there are no contact details for a Philatelic Bureau as part of the Post Office organization, at least not on the GPO website that I could find. I did read about the Nepal Philatelic Bureau on a private but apparently not updated site.

I welcome feedback or additional thoughts anyone may have on the stamps of Nepal, and maybe ideas for the next article – stamps from a country starting with O. By my reckoning there are only 7 choices available to me!

By Michael Dodd



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Newsletter November 2020

Who's Wrapper?

Recently I purchased a 'Wrapper' that had a president's name on it. The name jumped off the page at me and I just had to bid. A president? Can't be.



The wrapper is franked with Scott# 63, Iraq, 1939 showing King Ghazi.

So, what is a wrapper? A quick check of the web turned up the following definition:

In philately a wrapper is a form of postal stationery which pays the cost of the delivery of a newspaper or a periodical. The wrapper is a sheet of paper, large enough to wrap around a folded or rolled newspaper and with an imprinted stamp to pay the cost of postage

After reading that definition, Mr. Roosevelt, Jr had to have had some magazines sent to him to read and the postal service applied this wrapper. The wrapper came from Iraq, which I find interesting and it fits right into my collecting area of 'I' countries. I have searched the web and won't bore you with all the places that the president's son was when this was mailed. I purchased this solely because of the name Roosevelt. For a glimpse of the recipient, click [here](#).

Pretty cool if you ask me. A one-star general that was on Utah beach on D-day held this wrapper at one time in his life. And now a stamp collector in Arizona owns it; small world.

Good luck, keep a keen eye out for those wrappers—and names..

By Lee Coen



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Newsletter November 2020

Iceland's Final Issue

Iceland to issue its final commemoratives

Iceland will issue its final new postage stamps on October 29, after the postal administration, Posturinn, closed down its philatelic department, Postphil.

Postphil said the scheduled tranche of nine stamps would be 'the very last new issues for collectors'. Reprints of existing special issues remain possible, presumably along with definitive values, but there will no longer be a philatelic bureau to handle orders.

Iceland originally announced its intention to withdraw from the collectors' market a year ago (October 2019 issue, page 9), as a cost-cutting measure, but decided to complete its 2020 programme before doing so.

Following a first tranche 11 stamps released in May, which included a Europa issue on the theme of Ancient Postal Routes, the second tranche will include commemoratives marking the 800th anniversary of the Age of the Sturlungs (the clan wars of the 13th century), the 250th anniversary of the Royal Land Commission (a 1770 survey of the island's society and economy), and the 100th anniversary of the Order of the Falcon (the order of chivalry founded by King Christian X of Denmark).

There will also be final Icelandic contributions to both the Nordic and SEPAC omnibus series, plus two stamps featuring garden

vegetables and two Christmas designs.

Iceland has issued stamps since 1873, initially as part of the Kingdom of Denmark and latterly as an independent republic.





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Established 23 February 2002

Newsletter November 2020

What's in an Image? Credibility Maybe?

I have been seeing rather too many listings that just do not sit right with me. You be the judge. Here are a few.



Image as per scan of stamp received



Image of stamp as per listing



image of received stamp applying
"enhance – smart fix"



Image as per scan of stamp received



Image of stamp as per listing



image of received stamp applying
"enhance – smart fix"



Image as per scan of stamp received



Image of stamp as per listing



image of received stamp applying
"enhance – smart fix"



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Newsletter November 2020

What's in an Image? Credibility Maybe?.....cont'd

The middle stamp in the above examples is the image as listed for sale on a philatelic portal. All by different sellers I should add. What do you think? The last stamp is my scan of the actual stamp - yes someone sent the original stamps to me. The right image is me applying "Enhance Quick fix" in Elements.

What about these. Here I show the listed image and a copy of a stamp I have in stock.



And just one more. Rather brilliant, especially if you know this stamp.



Now maybe there can be some room for variance in the image if only because the computer screens we are using give a better or worse image resolution. Or maybe the viewer is looking at the stamps from, for example, an iPad a tablet or even a phone. Maybe the lighting conditions at the viewing location are different. There may be, and often are, also differences in the quality of the scanner being used by the seller, or the scanner settings, so this will also give a different image presentation of the stamp being scanned and displayed to the potential buyer.

There are many factors but ultimately let's take a reasonable view and say all things being nearly equal what's in an image? Perhaps, just perhaps, what is in an image in this example is the credibility of the seller. Yes I agree the seller may be absolutely first class but from anecdotal evidence if you look at the images from the top dealers with established reputations you will not find these type of images.



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Established 23 February 2002

Newsletter November 2020

What's in an Image? Credibility Maybe?.....cont'd

Let me show one more example and explain another point of view.



This stamp was issued in May 1935, 85 years ago. Given the printing technology of the day, the paper used and the ink used, what is the probability the colour today would be as in the middle stamp, the one listed for sale? Yes, Pretty much zero.

The stamp shown to the left is a very nice copy from the authors stock, and the image to the right is that stamp after just one click on the computer - "Enhance Smart fix", and even then it doesn't get anywhere near as "white and bright" as the middle stamp, the image from the actual listing, does it.

The same applies to all the earlier examples.

So, perhaps a rule of thumb might be - If a stamp looks too bright, that is, maybe too white or the colour too light or dark or pure shall I say, then maybe the image colour has been adjusted in some way, even if that way is simply by the settings on the scanner, which are not allowing for a very correct image representation of the actual image being scanned.

Will your potential customer see this and think, hmmm, that cannot really be what the stamp looks like, and then they just might pass on to another seller.

By Michael Dodd



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Established 23 February 2002

Newsletter November 2020

A Recommended App

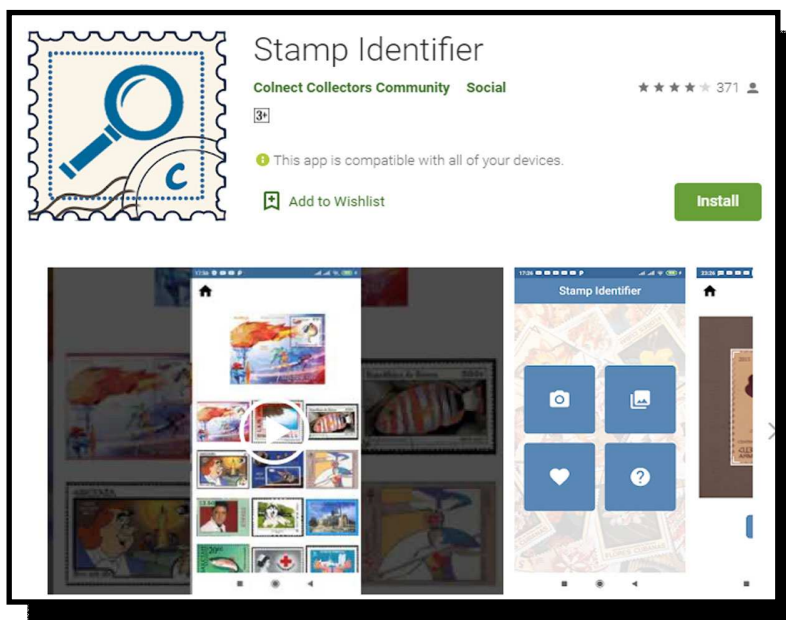
Do you know of this app called Stamp Identifier? This is the write up you will find.

“Are you a stamp collector or just want to know more about a stamp you see? Stamp Identifier uses advanced image recognition technology to find that stamp and provide you more details about it, courtesy of colnect.com, a social network for worldwide collectors which has the world's largest online stamp catalogue.

Use your camera, choose an image from gallery or share an image from any website you visit to find your stamp.

Key Features:

- Advanced image recognition technology to find your stamp
- Stamp details from Colnect's extensive worldwide stamp catalogue
- Save a list of favourite stamps for later review
- Use camera, gallery or share an image from any other app



You can find it in Google Play Store and the iPhone App store.



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Newsletter November 2020

Another Unneeded Challenge

I consider myself a relatively advanced collector in my chosen field of King George V. However, like many collectors, I have a couple of other “side” collections, but nothing very important.

Finding one stamp has me hooked and has set me on the road towards another collection, which is something I just don't have time for! If this stamp hadn't crossed my radar, I wouldn't have had to find extra time for a daily search and I wouldn't have to check every stamp I handle “just to make sure”.

The offender is this little cheapie, India SG52. The postmark is crisp and clean, and has produced a beautiful used stamp. Unfortunately, in this case, October 7 is my birthday, so I'm now hunting high and low for quality 7 October cancels.

For those that have never collected by date, it's much, much, harder than it sounds!



I suppose this is why I love Philately so much! One stamp can lead to a whole new adventure.

By Dave Sheridan