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## Stamp Selling Tip of the Month

Get your listing details correct. Simple, but judging by too many examples — this is just one very quickly found — many sellers do not know their stamps.



Bahrain-Sc#6-used 2a  
vermillion KGV-id2-1933-

\$11.95

Bahrain 6.1933 2a  
Vermilion KGV, used

\$6.50

It certainly tells me who not to be looking to buy from. Unless one want to gets bargain perhaps!

## Editorial

Summer is coming for many and perhaps there will be less time for stamps?

Although, there seems to have been a increase in sales, if one reads many forums and philatelic portals which anecdotally suggest that because of the corona virus lock downs many of us have had to deal with we had more time for stamp related activities and buyers had more time to buy. One commentator even suggested the USA stimulus package gave many collectors a bit of extra cash which they spent on their collections.

What have your experiences been?

It would be nice to get some feedback from members. While many might not want to share what may be considered competitive or proprietary details of their businesses perhaps a general commentary would be useful.

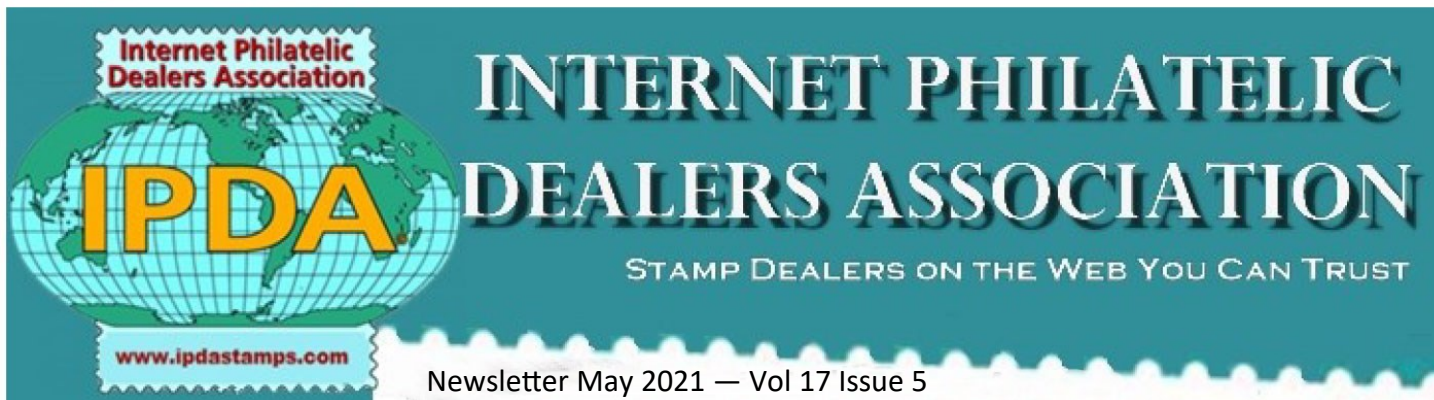
If you do have thoughts please email [cddstamps@gmail.com](mailto:cddstamps@gmail.com) Michael has volunteered to put together feedback for sharing in the June issue.

Finally for this short Editorial — please read the following pages— this is time when the IPDA needs volunteers and as you will see the smiling image of Dave Sheridan is missing. He is well I should add and taking a rest.

Please give some serious thought to making time to help your Association.

Michael Dodd [cddstamps@gmail.com](mailto:cddstamps@gmail.com)





### IPDA Committee Positions available

The IPDA needs the following

**IPDA General Secretary** — This role needs to be filled immediately. Is there anyone with some time they could give to carrying out this role?

The basics are described in the position description that can be found on the IPDA Website [here](#) If you would like more details and some introduction with hand over type discussion please contact Michael Dodd on [cddstamps@gmail.com](mailto:cddstamps@gmail.com)

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**IPDA Newsletter Editor** — This role also needs to be filled immediately. Is there anyone with some time they could give to carrying out this role?

The basics are described in the position description that can be found on the IPDA Website [here](#) This role is pretty much self explanatory but if there are questions please contact Dave Sheridan on [globalphilately@gmail.com](mailto:globalphilately@gmail.com)

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**IPDA Director roles** — Strengthening the IPDA Committee would be highly desirable. Are there any members who would volunteer to become a Director and work with the Committee to promote the IPDA in the philatelic community.

As the world slowly — we all hope — recovers from the corona virus pandemic — we can expect philatelic exhibitions and shows to resume. Presence at these has been lacking largely due to the small number of Directors we have had over past years.

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**IPDA Marketing and Advertising Director** — At the AGM this position was unanimously approved by the Membership. Is there anyone who has the time and creative talent to take this role. There are budget dollars allocated — again unanimously approved by the Membership at the AGM. We must have the IPDA brand name more prominent in the philatelic community.

## Are you a stamp dealer?

For the last 25 years I have been selling and buying stamps for my on line stamp store.

Am I a full time dealer? No, I sell part time and selling stamps is not my main source of income. Often I scan major web sites for Persian stamps to buy and resale. Being a specialist in Persian stamps this is one stamp I will not be purchasing for resale.

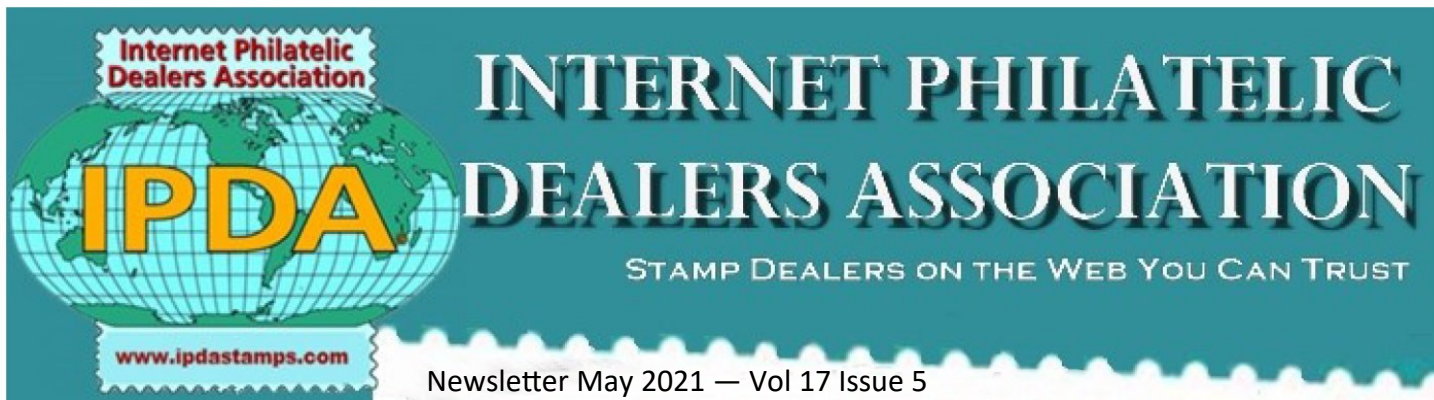


This damaged stamp should never have made it to the scanner. It is seriously damaged and has a known fake postmark. I believe in free commerce and anyone making some extra money. From beginning to end with this stamp everything is wrong.

List quality stamps and ask a fair price, but please don't let a number in a catalogue influence you to try to 'sell' junk. A ripped, damaged and fake postmark is a waste of time. Do your homework and only list quality stamps. Good luck and let's raise the standards of selling stamps- List quality and Join us.

Lee Coen Chairman IPDA.





### IPDA Internet Listing and Selling Guidelines - Part III

In previous issues of the Newsletter we have commented about the IPDA Internet Listing and selling Guidelines. These are summarized on the web site home page under the Services menu dropdown and more detail is provided in the Members Only area.

We welcome improvements to this material. It should be a business as usual approach for us all as we are, after all, IPDA members who abide by our Code of Ethics.

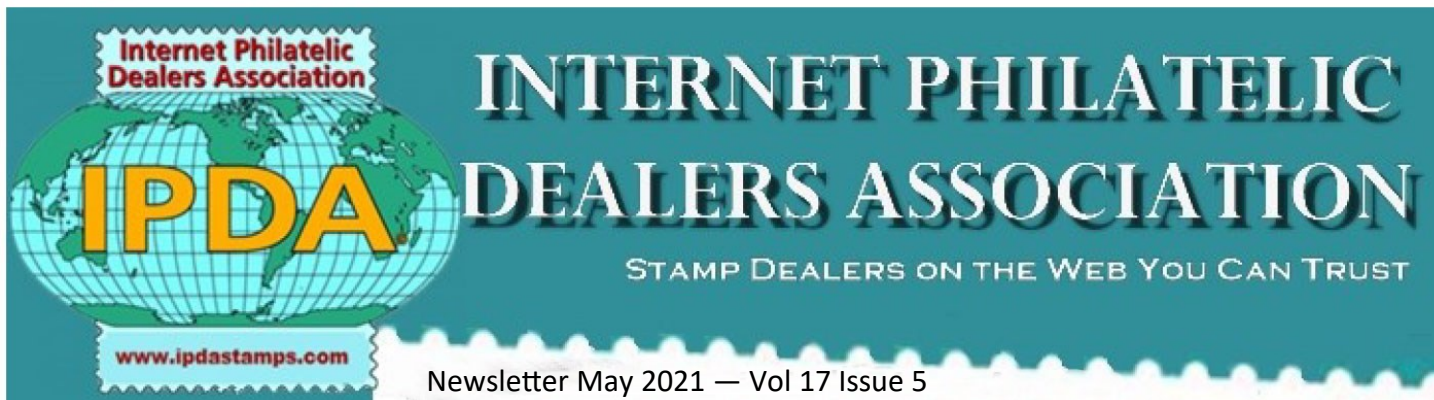
Buy what about this situation. When is an omission more than just an omission? That is, it is a deliberate omission to provide relevant quality detail. Why does the expression "buyer beware" hold such strong meaning? Shouldn't there be a personal level of integrity that tells us what is the right thing to do? What is the right thing to do? What would you as a seller do?

It is up to the individual of course and it seems today the values and standards vary so much.

This is a set offered for sale on a philatelic marketplace. Listed by the seller as MHR. One thinks that means Mint Hinged Remains. Probably? A reasonable assumption. There is no image of the reverse but the seller has a comment in the listing notes that an image of the reverse can be provided on request.



It is not a cheap set. Assuming it has been catalogued correctly – which the viewer cannot see from the image and especially as the watermark is not referenced or available to see - it is listed as Scott 309 – 312. List MNH at USD \$240. Scott Volume 3 only lists the one set whereas Stanley Gibbons lists the 1955 Waterlow printing and the 1958 De La Rue printing, SG 536 – 539 Cat £140 and SG 536a – 539a cat £350 For reference; \$240 USD is about £175 so one assumes it is the Waterlow printing.



### IPDA Internet Listing and Selling Guidelines - Part III .... Cont'd

To be fair the SG cat reference of SG 536 – 539 was included but given the other omissions I would be questioning if this was a cat reference taken from SG Collect British stamps, which as readers will know does not include both printings. All this to highlight the need for full and accurate listing descriptions, including an image of the reverse for stamps of this caliber. For example, in this case an image of the reverse would in all probability help the viewer confirm the correct catalogue reference.

So, first Internet Listing and Selling guideline from this example is accurately list the stamps for sale and in doing so also explain the meaning of MHR.

Scans do not show everything and words to add to the image description can make a big difference. One might argue the words will detract the potential buyer from buying the stamps. Maybe, but that will be because what they are seeing to buy is not what they want for their collection. Having them buy and then be disappointed and feel they have been, let's say, taken advantage of, would be a worse outcome. An outcome where the seller credibility is diminished and, I will suggest, in the mind of the buyer possibly the credibility of other online stamp sellers as well.

You may be arguing this just will not happen. I suggest there is the probability it will. a bad experience can be remembered for a long time. We can agree to disagree of course.

And this is the reverse of the stamps. Can you honestly judge that reverse quality? Remember we are not talking about 25c stamps here. Listing and selling guideline number two from this is not only show the reverse but full described what the viewer is seeing.



If this is acceptable to the collector they can buy with confidence and the credibility of the seller will be remembered and, most importantly, the probability the collector will go back to that seller has to be increased.

The more we as IPDA members provide full and unambiguous detail in our listings, both through words and images, the more I believe we can set a benchmark for quality listings that collectors will know means they can buy with confidence from an IPDA member.

Should we all be sponsoring this into the philatelic communities we are involved in? I hope so.

Michael Dodd: IPDA member 039



## *One-page exhibits*

As a lover of stamps and history I have always been interested in exhibiting. Showing off your hard work and knowledge is always satisfying. The only problem I have is the current exhibiting format.

The standard exhibiting format that has been around for one hundred years is not for me. Little red arrows and lengthy descriptions of time, place and usage just bore me.

Sorry, but it's true. Let's get to the point-show me your stamps. If I like them, I will look harder and if not then I will glance, nod and move on.

Recently I have found several stamp clubs on the web that are going towards or 'trending' with this idea. For me, I have been interested in fakes and forgeries forever.

Seen to the right is my one-page exhibit.

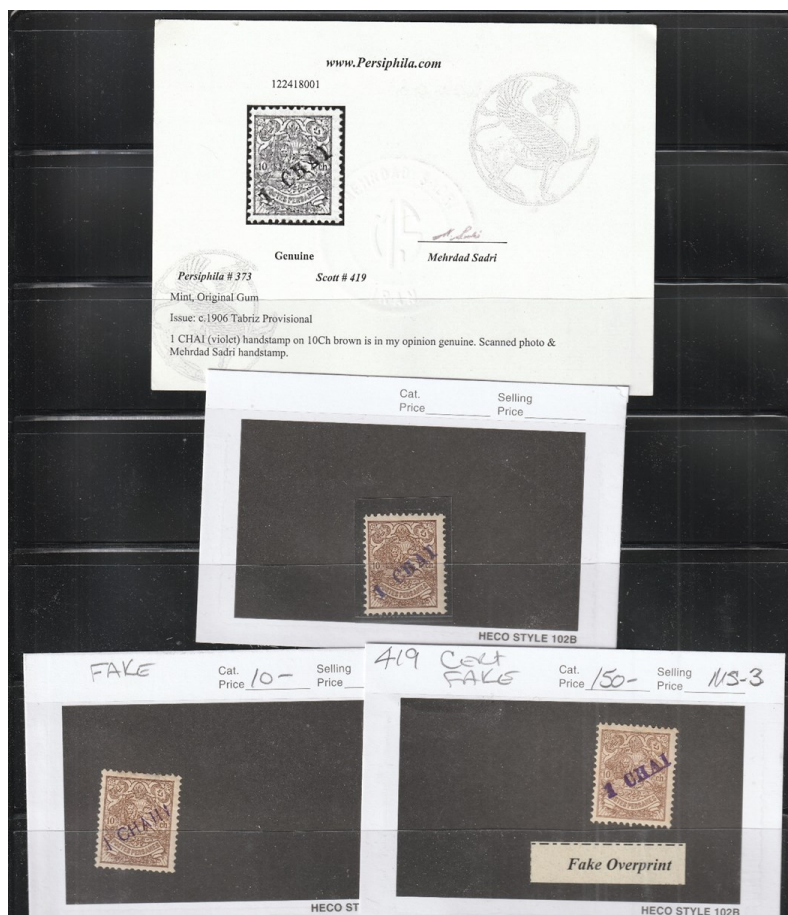
I love this format. Cert at the top, certified stamp next, then fakes. Fake example #1 on the left and Fake example #2 on the right. Done. Simple. Certification info is provided on the cert card.

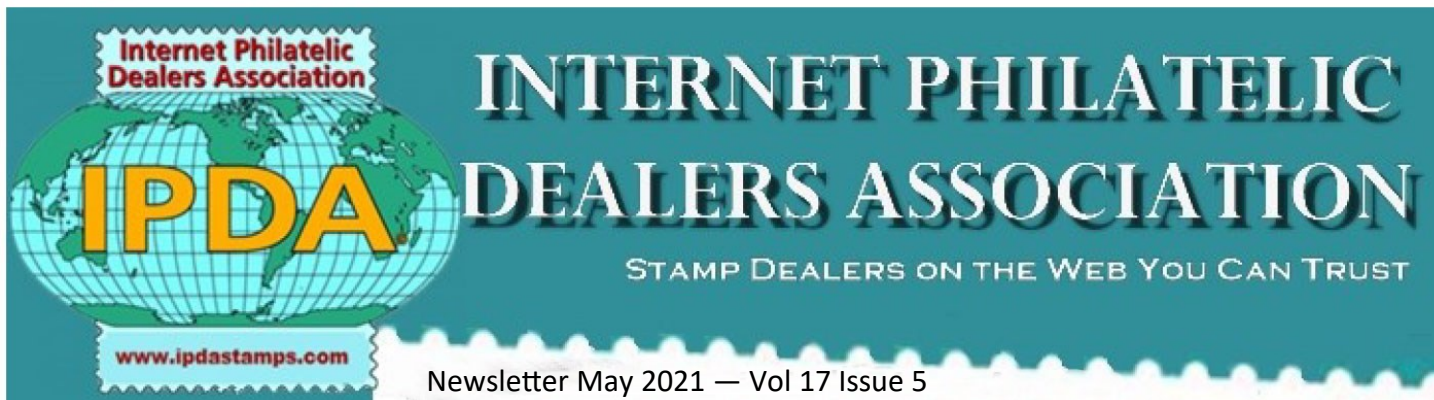
This format makes it simple and easy to see.

If we as collectors and sellers want to keep this hobby going, we might want to get the attention of the stamp collectors out there in the world with a quick glance. Something that catches their eye and brings them into the fold of this wonderful hobby.

Please share your one-page exhibits – I would love to see them.

From any country or topic. Would love to see them on the Facebook page or send them to me and I will get them loaded to the IPDA Website under Members Only area "Exhibits" where we can all enjoy seeing them.  
Lee Coen Chairman IPDA.





### *Letters to the Editor*

Sir, may I ask members if any read the Hipstamp Forum? I would be interested to know.

I ask because some of the authors really are quite rude and show so little respect for the audience who might be reading. I say might be as it seems even the authors themselves seem to only be writing to each other and actually even saying most people, collectors and buyers alike, don't actually read the Forum. What is the general opinion?

One last point. I saw a person write about how they had been waiting 2 months for their order to be delivered, and they suggested in their writing they were hesitant to give the seller Negative feedback.

Do you and your readers think this type of view is valid? I can see giving negative feedback after receiving say damaged stamps and an unresponsive seller if attempts are made to resolve the matter. But to give negative feedback because of slow mailing. Surely this is not correct.

I am thinking of opening a Hipstamp store - moving away from eBay phew!!! - but much of what I read causes me to rethink my idea.

Member asked to remain private.

*Editors Note: Thank you for your msg. I am rather surprised to read the content I must admit. I do not read the Forum you mentioned. I do read another one which is educational. And regarding feedback for slow mailing. I do not think it is correct at all. But we live in strange times it seems to me.*

*Members view are most welcome.*

### *A Lovely stamp to share*



Champlain Monument, Quebec



## *Where's the reverse scan?*

Last month I think I sold 180 stamps in total. I also had an outage at the plant I work at and 2 of those weeks I worked 84 hours a week. I did not list any stamps for sale during those two weeks. I wanted to list some stamps, but I was way too tired.

While scanning Hipstamp.com as I always do to relax and laugh at the end of a long day, I stumbled across this awesome error stamp. A well known United States inverted center stamp that when offered for sale, tends to bring solid money. One big problem with this listing — where is the reverse picture? I need to know if the stamp is sound and worth the asking price.

This was the only picture available in the listing. Seriously, you are asking, \$28,995.00USD and there is no reverse scan? There was also nothing mentioned about a certification or cert available to the buyer of this piece of stamp/stamp error history.



USA, Scott#120B, inverted center error.  
CV\$37,500.00usd  
Hipstamp listing

After 25 years of drooling over errors of this type and value, I need to see the 'proof'. I need to see a cert and scans of the reverse.

Reading the description of this stamp offered, the seller used a blanket format as we all do. A big red flag for me was the mentioning of other tobacco products and listings, returns/refunds etc by this seller. I am sorry to say this, but I smell a rat. Copy and paste. Maybe offer it for sale in your store with a markup, sell it, keep the mark up and buy it from the original seller. I don't know.

I do know that I would not bid or buy this item from this seller.

A quality listing, with quality photos and an accurate description will get my attention and probably my money. (Not on this stamp, I'm not that rich.) Everything about this listing is wrong.

Stay safe out there and stay smart.

If it's too good to be true, phone a friend and don't click 'Buy Now' We collectors / dealers all like errors of any kind- just get a cert with it before you buy one.

Lee, Chairman IPDA



*This is the actual listing for a \$17,500.00 stamp.*

Today we bought a new air conditioner for the house. Nothing fancy, just a practicable one for the wife and our three kids.(rescue dogs) Did it bankrupt us. No, we saved up and bought it before we purchased our new window unit we checked it out on-line to include cost, reviews and pictures.



Actual photo of listing of listing. CIA Invert stamp.

After a small break due to the 90 degree day outside I jumped on the web and hit Hipstamp.com. When I tell you this is an actual listing, I am not lying. I don't know if it's the coronavirus, but many high dollar stamps have recently been offered for sale. And these stamps are for the serious affluent collector, not working collectors like me.

Again, a quality listing will bring quality results. I would love to own this stamp. A USA error and only 96 of them are out there to find. Look at the seller's photo, really? I can't even see the image clearly. I bet I won't be able to see my checking account balance either to possibly bid on this stamp. A quick check of the web and I find:



Web example of an error next to a valid stamp

This image was downloaded from the web. Maybe I should be the seller of the stamp listed. I could use \$17,000.00 for a new scanner and 2021 Harley Davidson motorcycles.

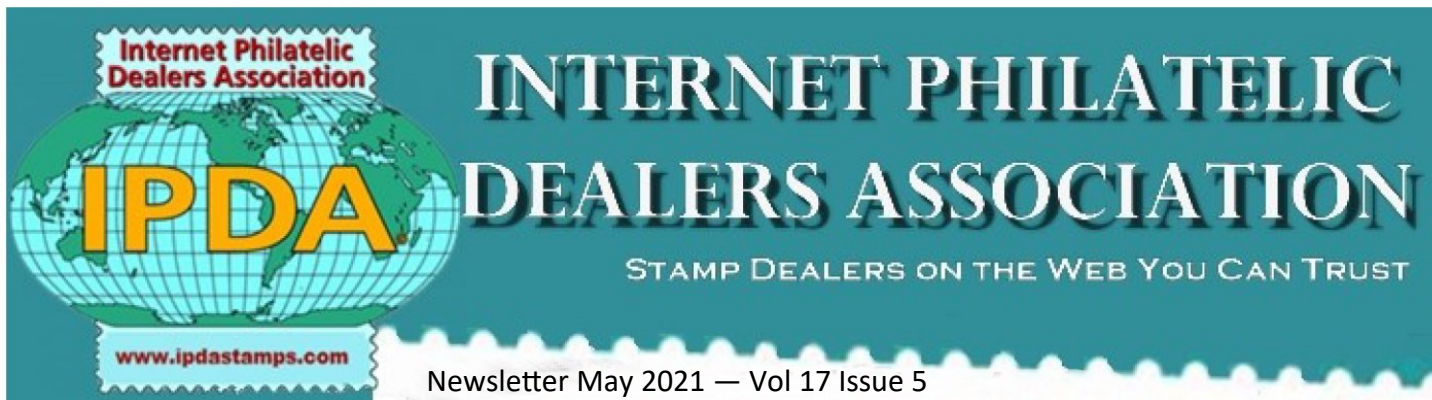
As members of the IPDA we pride ourselves with quality listings, an accurate listing and a clear photo to include one of the front and back of stamps we offer for sale.

Do I have any high dollar stamps offered in my Hipstamp store? Nothing near to this caliber of stamp, but you can see each and every stamp I have listed, clearly, to include the front and reverse..

Join us, ask a fellow collector/seller to join us.

Let's raise the listing standards for all sellers of stamps on the web together.

Lee, Chairman IPDA



### *The Back Page*

The IPDA can only become more successful for its members if it has a more dominant presence in the philatelic community. That is one point of view.

The IPDA can only be successful for its members if it has a larger member base - a base of respected sellers who collectors trust and therefore are more inclined to buy from. That is another point of view.

The stamp buying community is overwhelmed with sellers. On one marketplace portal there are over 1100 sellers alone. Granted 100s have very few stamps on offer but to the collector looking to buy, there is a choice of sellers who are – whether we like it or not - driving down prices and stamp quality.

This in turn is influencing collectors and often not in a positive mindset with regard internet sellers.

IPDA sellers should be recognized as internet sellers that buyers can trust.

IPDA members are not just sellers on the internet they are sellers on the internet with an accredited standing in the philatelic community. Sellers with integrity who abide by a code of conduct that was developed for internet sellers.

Our membership number dropped — as it does each year— when it came time for members to renew their membership for 2021. Sadly we lost members from quite a few countries we now have 129 members from 23 countries. Yes the numbers are low but the quality of our members is Very High.

Can we all do something to get a new member to join and support the Association and what we all stand for the in the philatelic community in this internet age?

Our rates are very reasonable — and certainly when compared to many other philatelic groups — see [this table](#) on our website which compares services and costs.

Algeria	1
Argentina	2
Australia	19
Belgium	1
Brazil	1
Canada	7
Croatia	2
France	3
Germany	4
Gibraltar	2
Hong Kong	1
India	1
Israel	1
Italy	4
Mexico	1
Netherlands	6
New Zealand	1
Philippines	2
South Africa	3
Spain	2
Sweden	1
UK	26
USA	38
<b>Total Paid Membership</b>	<b>129</b>

Current at 10th may 2021