

Inside this Issue

Editorial.....	1
IPDA Positions Vacant.....	2
Knowing How to Find the Forgery.....	3
A Novice Exhibitors Checklist.....	4
IPDA Member Auctions	5
Why Collectors Need IPDA members.....	6
Letters to the Editor.....	7
Stamps from Country Letter S	8
The Great American Stamp Show.....	9
The Back Page.....	10

Stamp Selling Tip of the Month



Don't Exaggerate the listing description

There are many sellers I would NEVER buy from. Never. This is one. Described as “drk color, F-VF”. dark colour? They are colour blind, right! F– VF, really? they say HC, tears, CRs, I guess we can work out what that all means. But seriously wouldn't plain honest English be better. And since when do creases and tears qualify as F-VF. Or are they trying to delude a buyer. Also, yes you guessed it—no scan of the reverse. The REALLY sad part, this is a 45 year very well known dealer - Gone to the dark side!

And yes, it sold. Way over sensible pricing. Pretty expensive spacefiller! But nice days work if you can con the unsuspecting.

Editorial

First, I want to thank the 60 members who voted for me at the AGM. I thank each and everyone of you.

Moving forward, I would like to try the phrase, **Together we can**. No organization can rely on one member to do it all and keep the organization healthy. But, together we can.

I would like to ask each member for articles for the newsletter. I know that our membership has a vast amount of knowledge. We are in many different countries of the world and there has to be at least 160 different collecting interests. I am sure other members would love to see your area of selling/collecting interests, I know I would.

What are you selling the most of? What stamps/countries are selling like hotcakes where you live.? Are blocks of four with good cat values hard to keep in stock? I would love to see one page exhibits. Nothing fancy, just sharing your area of stamp interests etc.

I am confident that there has to be a few specialists in our group. Please feel free to post on our social media pages.

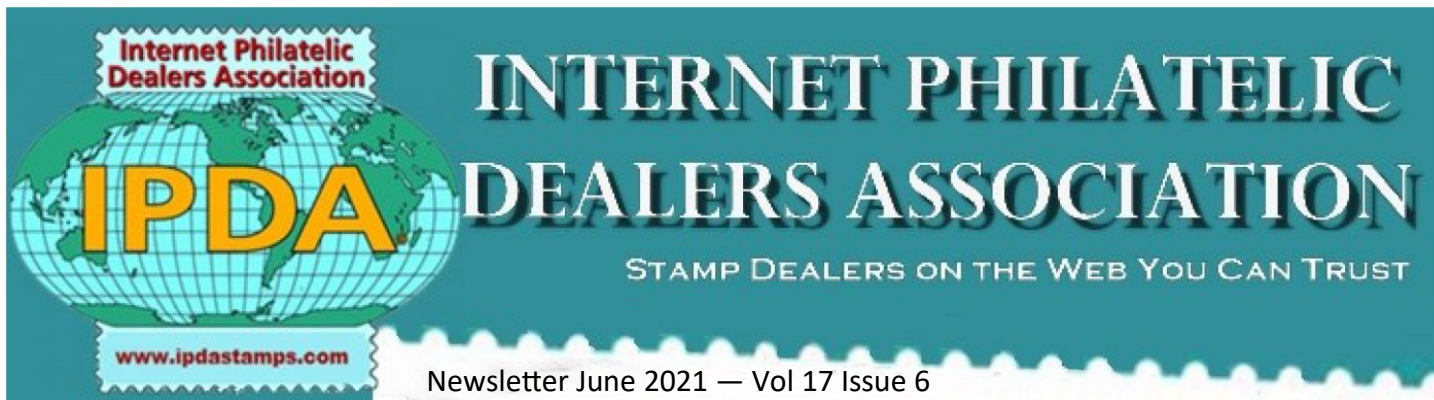
I am checking the Facebook page three to four times a day, Michael Dodd does the Twitter Page for the club. Are you on Instagram? Promote your store and the IPDA. We would love to see / hear from our members on any platform. Write to Michael or me with the text you want promoted if you cannot post to our social media channels.

Please remember, **Together we can**.

I thank all of our members for being members. I want to thank the board members for their input with newsletters, meetings, emails and their time. It's not easy some days between life and our hobby, but together we can. Let's move forward with our Association and grow our membership.



Lee Coen IPDA Chairman



IPDA Committee Positions available

The IPDA still 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

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

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.

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.

Knowing how to find the Forgery

After a long week I grabbed my coffee and tablet. Off to my favorite source of Persian stamps, Hipstamp.com. After 20 pages of seeing the same stamps listed I stopped scanning and wrote this article. If we are collectors and sellers of history (stamps), then it is time to root out the fakes. Fake stamps: Steal your money. Ruin the hobby and Wastes everyone's time.

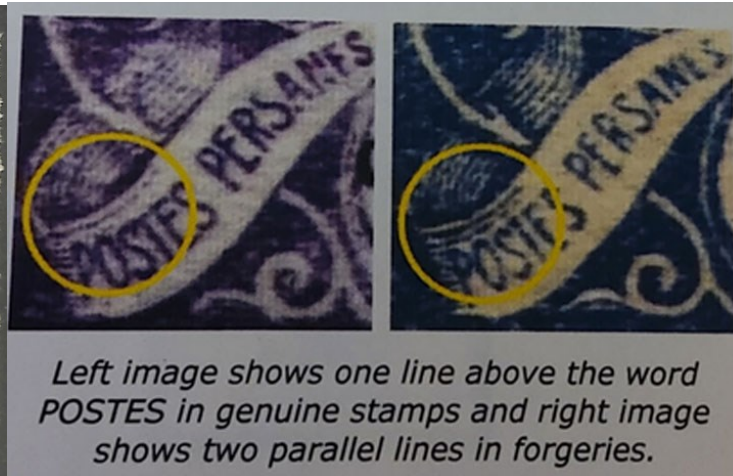


No matter what country you collect or sell, there is always the possibility of fake stamps offered for sale. With Persia, my area of specialty, you have to know your material, period. If not, the snake oil salesmen will get rich off you and continue to sell junk, as I call it. Seen left is a commonly offered set of stamps that have a high catalogue value in Mint Never Hinged condition. These are pure junk.

I have said this many times before, if you don't see a postmark on any stamp from any country and it's being offered at \$50.00 or more, think snake oil salesman. Sadly, this seller can't even count correctly. The stamps should be in numerical order. i.e- 1, 3, 5, 6 and 12. Look closely. This seller's stamp starts at 5, then 1 and so on. I think the driving factor in 'selling' these fakes are the values seen in the catalogues. This set has a total catalogue of \$185.00usd. You can see why the snake oil salesman lined these up to sell. Here is a tip for you. Always look for the double lines over the letter 'P' on the left side.

Can you see the two lines over the letter 'P'? There you go, you are now an expert in snake oil salesmen offerings on hipstamp.com.

Let's all join together and root these sellers off of hipstamp.com



Persiphia, page 137, cropped, M. Sadri.

Newsletter June 2021 — Vol 17 Issue 6

IPDA Novice Exhibitors Checklist of Importance



It is with great pleasure we can show this very useful piece from Gary Wayne Loew. As many know Gary is the Editor in Chief of The American Philatelist and an accomplished exhibitor in his own right with a Gold Literature Palmares recognition to his credit. This Table is from his paper by the title shown, first published in the Philatelic Exhibitor Journal, it has also been published by Acedemia.edu

Table I	
What's Important about this Item (stamp, cover, piece, front)?	Examples of Noteworthiness*
Stamp(s)	Rarity / Bisects / Perforations / Use in Multiples / Booklet / Meter Mail / Postage Due / Revenue & Tax / Semi-Postals / Provisional / Overprint / Mixed franking / Forgery / Unissued / Uncataloged
Stamp Printing	Paper / Ink / Plate & Printing Varieties / EFOs / Essay / Proof / Printer's Waste
Cancellation cities	Origin / Transit / Receiving
Cancellations & Indicia	Rarity / Fancy Cancels / Ship Letter / Forgery / Slogans / damaged handstamps / mis-use / war related interest (APO-FPO)
Services	Registered / Airmail / Express / Insurance / AR / Special Handling / COD
Added Services (requested or otherwise)	Forwarded / Redirected / Missent / Returned / Advertised / Dead Letter Office / Censored / Held / Fragile
Postal Labels, Etiquettes & Cinderellas	Postal seals / Political / Patriotic / Tax stamped
Sender name	Person, Organization or Business Name or nature
Recipient name	Person, Organization or Business Name or nature
Destination or Origin	Unusual origin or destination / unusual pairings / Clandestine (Secret) mail
Routes & route marks	Delays / Re-routing for change of service or war / Disaster / Mail Strike / Means of transport (e.g., Pneumatic Mail, Balloon, Submarine, Rocket) / Individual named vehicle (e.g., Hindenburg, Forerunner)
Date sent / received	Historic Date Relevance / Cancel mismatch / Impossible date (NOV. 31) / Wrong year / EKV-LKU
Rate paid	Class of mail (e.g., printed matter, samples) / Rate marks / Disaster rates / Free Frank / OHMS / Concessionary / Parcel Post / Overweight / "multiple letter rate" / Rate changes / Short-lived Rate / Multiple weight class (between origin & destination or in transit) / Currency conversion issues
type of cover (or document)	Stationery / Postal Card / Mourning / Paquetbot / Folded letter / Reused Envelope / Tags / Revenue usage / Philatelic
Event	FFC / FDC / Last Day of Use / Crash or Interrupted / Commemoration
Contents	Significance of the entire (or message for post card) / Part of a correspondence / Letterhead / Live animals / Dangerous contents / cremated remains
Envelope	Postal Stationery / Corner Card / Patriotic / Mulready / Wrapper
Ephemera	Postal contracts / Postal Logs / Post office correspondence / Registration receipts / Registered mail transport envelopes

* Note: Some aspects of noteworthiness could reasonably apply to multiple aspects of importance

The full paper, and others by Gary, can be read from their site at <https://www.academia.edu/>

The following is an Abstract:

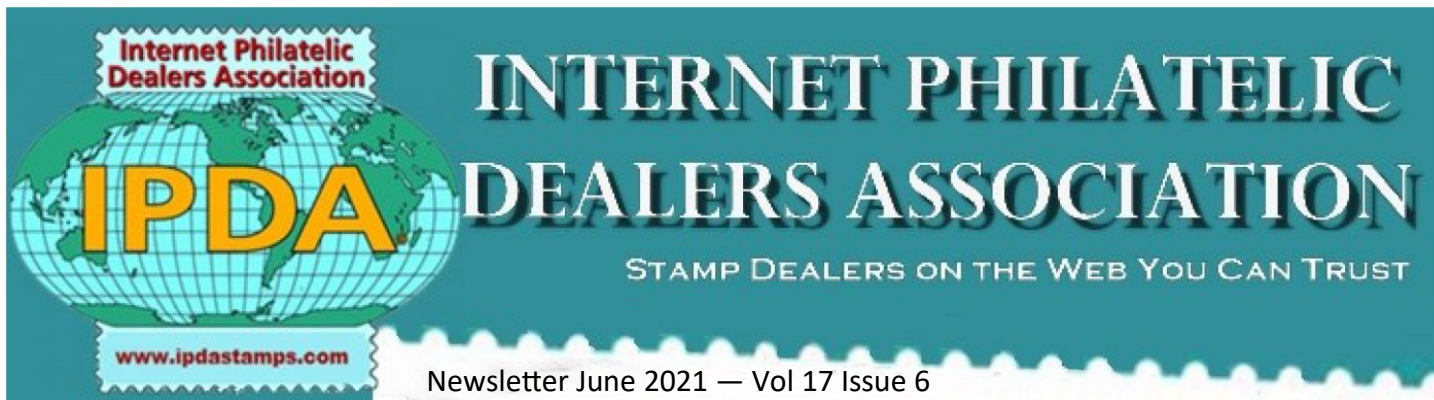
Philatelic exhibiting represents many challenges to the most experienced of philatelists and postal historians.

There are many formal judging criteria that the exhibitor must satisfy.

For the novice exhibitor, however, the criterion of "importance" offers a particular set of challenges.

In this writing and the accompanying Table Gary explains the subject of importance by developing a taxonomy of philatelic importance.

The IPDA is very grateful for the permission Gary has given for us to reproduce his work.



IPDA Member Auctions

I just found out one of the reasons I (and we) have not heard much from member Ian Boulton recently is that he was admitted to hospital with a rather serious health scare. Thankfully Ian has let me know he is recovering well. However his next auction will be the last regular planned ACE auction. He says he may do occasional ones in the years ahead but not the regular 3 per year he has been doing. This is his 29th Auction. A great achievement. I, and I am sure all of us at the IPDA, wish him well and a speedy recovery. He tells me he wants to play more golf. Well I can agree with that. I could write lots about him but you can read some of it on the [website](#). We first met at a stamp show in Singapore. Great guy. Great IPDA member. Anyway the next ACE auction looks to me to be a good one. Some very useful lots and please don't bid on the ones I am looking at! Ian will be very pleased to hear from you. Visit the [Auction details here](#) or click the image to see the catalogue [here](#). The auction starts on the 12th June



Ace Stamp Auctions



Another Auction: this one in a few days on June 5th is from member Valeria Vaccari from Italy. You can find the [details here](#). Again some interesting material especially for the European content and also for the airmail thematic / topical collector or dealer.

An auction in July now from member Andrew McGavin of UPA Universal Philatelic Auctions. They have their UPA82 auction which

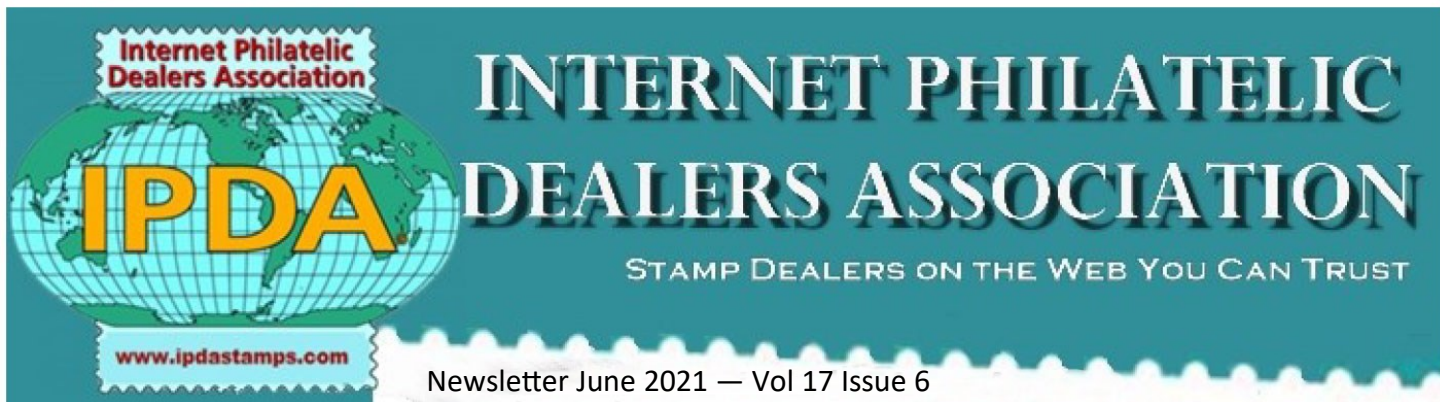


UNIVERSAL PHILATELIC AUCTIONS

commences on 7th July, with the catalogue available on 10th June. Another very professional and comprehensive auction catalogue can be expected based on past auctions. You can [read more here](#)



And finally, you might have missed the 28th May auction from County Philatelic Auctions from member John Horsey but you can see the unsold lots which are now available. All [details from here](#) and you will find plenty of quality here.



Why Collectors need IPDA members: reason 1469

A colleague in the USA wrote to me recently. This is 100% as he wrote. No embellishment on my part. He runs a very small stamp business, low sales volume and also he is a collector who has a rather impressive collection and web site displaying his material for the enjoyment of others.

His email was our typical daily chit chat and the fact he was trying to improve his UPU collection. And this.

Nyasaland UPU SG 165-6 6d, 1/- only, see description VFU (1etc)

\$1.99

Quantity: 2

Quantity

ADD TO CART

MAKE OFFER

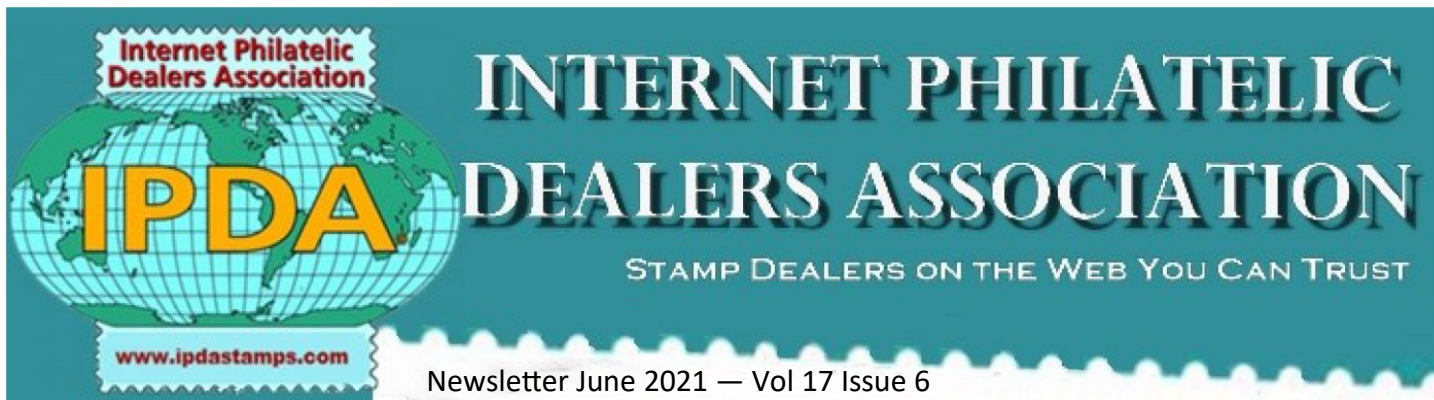
% Nyasaland UPU SG 165-6 6d 1/- VFU (1etc) a stock photo is shown, the lot contains only the 6d and 1/- values Our sizzling shipping sale continues -- only one shipping charge no matter how many items you buy..All shipments over \$100 must ship regist ... Read More

He saw this listing and asked the seller for a scan of all the stamps. He was thinking a useful set for the price. This is the reply he got. **"the set is under \$2 so I do not have the time to show you the entire set before you purchase it"**

Seriously, are sellers like this damaging the hobby? Of course they are. I could write pages on this particular seller but I won't. You all know why we need IPDA members to promote IPDA values and ethics and respect for stamp collectors. Just a few comments though. Read the listing for yourself. Is this taking advantage of the less experienced buyer?

It saddens me, it really does. The image is just a "stock photo". Yet the listing says two are offered for sale. And, although the reply from the seller clearly states they do not have time to list all 4 stamps. What exactly is for sale one wonders? Is it really just SG 165 and SG 166? Let us assume it is. Described as VFU. From a stock photo how would you know? And the Quantity? Yes 2. So what exactly would you get if you were to buy? And the price for 2 stamps you cannot see before you buy is 60% of SG 2021 catalogue value, (or using Scott 2017 my most recent edition the cat is \$1.20 — that is they are selling at 165% of Scott for genuine VFU) Buyer beware all right! Oh, and for your amusement just one more point. The seller has this listing and another listing for the 4 stamps in the issue, and both with the same "stock" image. Are they a credible seller or what!

So there you have it. **Together we can.....** Work together to promote the IPDA brand, IPDA member credentials to collectors so collectors can start ignoring these types of sellers and NEVER buy from them again, but buy from accredited and quality IPDA members. **Only you as members can make it happen.**



Letters to the Editor

A few replies to the comments in the May issue. Here are some of the points made. It is interesting to see some sales increase successes and perhaps rather negative views on eBay. Obviously not a statistically representative sample of responses so if you have views you would like to share, perhaps because you think they will be helpful to other members please do drop me an email at cddstamps@gmail.com

I am selling on 5 sites. eBay, Delcampe, Hipstamp, Webstore and eBid, with a total of 10,000+ listings. 18 year seller — Last year my sales increased 75 %. I have inside connection to some of the bigger auctions houses (European) and have been told sales are rocketing, and prices also.

eBay still the best site for me, Hipstamp are starting to move up. I have been with Delcampe for around 15+ years. Delcampe 3-5 sales per month. Sales on Delcampe is going down year after year. Webstore and eBid 2-3 sales per year.

People I have been in contact with and not had interest in collecting for many years, have found their old dusty albums, and are very excited and happy to be starting up collecting again. Overall, I am very optimistic for the future of stamp collecting.

Comments on Hipstamp: I read the forum and I have not notice unacceptable behaviour that I have taken notice of. I expect sales from Hipstamp will still increase for me.

Comments on eBay: The new eBay managed payment and increasing control of sellers business, will in my opinion result in many sellers and buyers leaving eBay, and move business to other sites, or build own website. Another member commented they have closed all listings on eBay.

One interesting aspect to eBay feedback regarding shipping: A member commented that - I have almost 6000 all positive feedbacks. My top rating are starting to move down. Due to customers rating of post transit time. (Delay). My informed shipping is listings shipped in 2 days, but I ship same day or next day. When customer receives the order and are giving feedback stars as for shipping time and order has been delayed in the post system in some cases the buyer give low rating, example 1 star.

This has resulted in eBay giving me a defect rating and it adds up in a negative way on my account. The wording eBay is placing on sellers defect form is “**Transactions that weren't shipped on time:**” In this covid day and age shipping is taking longer and customers are often not accepting this as not being a sellers delay at all.

Do you have views you want to share, perhaps to help other members? Please email Michael at cddstamps@gmail.com

Stamps from country Letter S



Let's start at the end this time. Do you know where this country is? Or what it was called before Independence?

This kingdom gained independence in 1968, although it was only in 2018 that it started to issue stamps inscribed "Eswatini".

What about if I mention the beginning?

The first stamps of this kingdom were over-printed stamps of the South African Republic (Transvaal) and were issued in 1889

Yes it was Swaziland. Swaziland became a protectorate of the South African Republic in 1894 and the stamps of the South African Republic were used.

In 1902, Swaziland became a British protectorate following the Second Boer War and the stamps of the Transvaal Colony were used. From 1910, the stamps of the Union of South Africa were used. Stamps were issued for Swaziland again in 1933 and from then through to QE II with the regular British Commonwealth commemorative issues and some stunning QE II definitive issues through to the 1967 Protected State issues.



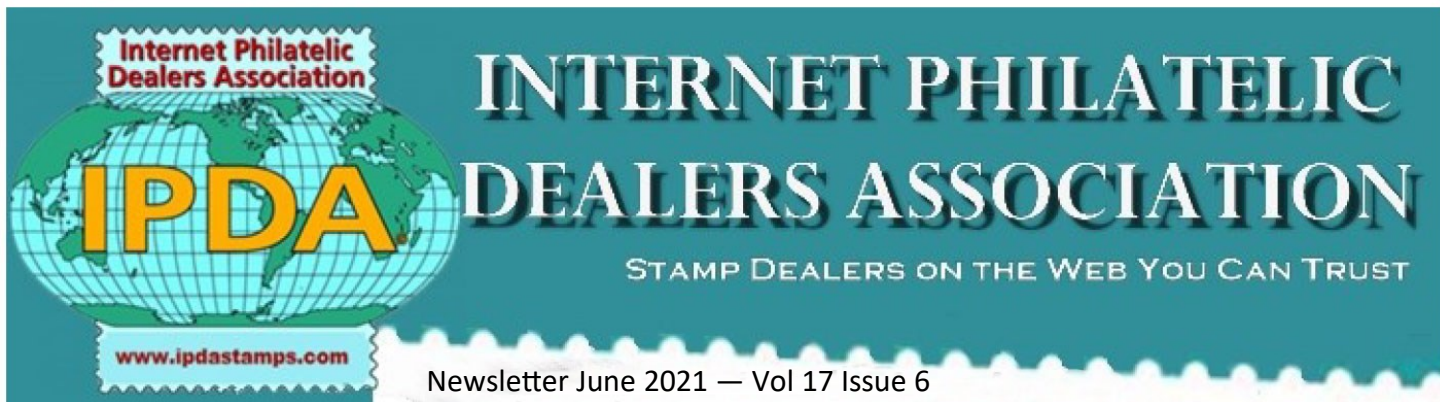
SG 1 - Transvaal Opt
1889

SG 11 - 1933

SG 28 - 1938

SG 58 - 1956

SG 124 - 1967



It is planned and it is happening. So says the APS web site and it seem the response from collectors, exhibitors, societies, and dealers who made commitments to attend the show has been a major factor in this achievement to date. Well done the APS.

This show is on behalf of the American Philatelic Society, American Topical Society, and the American First Day Cover Society, and I have every confidence it will be a brilliant show, especially as I am sure we all want to attend a show after all the trauma and delays to other shows over the past 18 months due the corona virus. This will be a show worth attending with 75 plus dealers, 30 plus societies, 500 frames of exhibits and three of Americas rarest stamps on display. Admission is free and you can pre-register online.

I cannot attend for various personal reasons although I would dearly love to be there for the show and especially because I have very good memories of Chicago. The show is actually at Rosemont, next to O'Hare airport as you may know and downtown Chicago is only about a 30 minute drive on I-90.

Now what about an IPDA presence. Well I know one IPDA member attending and I will be writing to see if they can show some IPDA material that we will provide. Just have it on display on their booth. If you are attending with a booth please contact Lee Coen, our Chairman or myself, Michael Dodd, as we would like to try to make arrangements for you to have some IPDA material on your booth.

As for Societies, well there are at least 30 with booths. If only we could have one. But we do not have the members with the time to staff a booth, I understand that. One day perhaps? So please, can anyone help have IPDA material available on their booth? Just a simple promo one page three fold flyer is all we need, Let's promote IPDA members

The Back Page

Some of you may know we have a member service where a member can post an image of a stamp they have a question about. This can be found in the members area under **"Identify this stamp"** I will be honest and say it does not get used much but what is posted is usually very interesting. One stamp recently shown with a request for information was this stamps. No reply seen when I last looked although there had been three views. Does anyone have information. Please drop Harry Buehne a note if you can help.

On the membership front we had no new applications during May. A bit sad really.

We are starting more promotional work again on Twitter and Facebook. Perhaps if you read any philatelic threads on Twitter — or you even post any — perhaps you could put a few words in for the IPDA.



I kid you not! One of hundreds like this from this seller. And people still buy. Listing reads: 318-21 Mint— 318-21 Mint, Set/4, NH, XF.

So what is it Mint Never Hinged or Mint meaning mint hinged?

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
Total Paid Membership	129



Internet Philatelic
Dealers Association

IPDA

ipdastamps.com



Collectors who buy from IPDA members